



# The Presentation Ninja

*Be the first among equals*



**A two-day comprehensive skill building workshop  
on the what, how and why of presentations**

## OUTCOMES

By the end of the workshop, you would be able to



make presentations that are professional (well reasoned) and personal (heart-felt) at the same time



have taken the first baby step towards becoming a more conscious, confident and consistent presenter



do consultative selling: be able to sell without 'selling' overtly or trying too hard



engage, involve audiences of all hues and kinds



balance preparation with spontaneity



have a working understanding of specific elements such as posture, movement, body language, humor and PowerPoint shortcuts



build relationships and credibility by speaking with gravitas like a subject matter expert



enjoy and present in a style that is authentic, natural and helps you leverage your innate strengths



structure your ideas in a logical way and articulate them in a cogent and persuasive manner



identify specific improvement areas by watching yourself in action on video and develop them measurably



understand the conscious, sub-conscious and pre-conscious mind and the process of habit formation

## What?

A comprehensive two day skill building workshop on the what, how and why of presentation skills. Presentation is an inexact term, for the lines between what constitutes a presentation and what does not are blurring all the time. Chances are, that you have either just finished a presentation / are in the middle of one right now / preparing for one. Or all three. Just the way you walk, for instance, is your autobiography in motion.

## How?

The pedagogy adopted is a proven and powerful mix of concepts, experiential learning and real time skill building. The internet is littered with an endless stream of 'secrets' & 'tips' for great presentations. Well, the secret is that there is no secret. What works phenomenally well for one person simply doesn't cut it for someone else. The idea is to identify and build on one's own strengths and consciously and consistently work on development areas.

## Why?

Because perception is reality! Because, like it or not, you are presenting 'All' the time. Period. Because presentation skills are hygiene - a skill set fundamental to survival in the modern world. Because the one thing common to acing that job interview, making that elevator pitch to a client, networking with strangers in informal contexts or influencing people around is presentation skills.

## Who?

People who aspire to be better presenters. People who are already seriously passionate about presenting. People who wish to appear credible while influencing, genuine while persuading and natural while selling. If you are still reading this, perhaps this is likely to benefit you. (Limited to 16 people)

## Where?

• Bangalore • Chennai • Delhi • Hyderabad • Mumbai • Pune

## Investment?

Standard pricing of ₹ 14,999 (exclusive of taxes). Includes a Knowledge toolkit, taped DVD of presentation(s) made by self, a one-on-one session post the workshop. Early bird offer is available.

Note: We follow a full on-the-spot refund policy in the event of the individual being dissatisfied with the workshop.

## RSVP/ How can I register?

Registration is easy and simple : You can call us at 91 - 98846-46392, or write to us at [hr@thegamechanger.in](mailto:hr@thegamechanger.in) or visit our website : [www.thegamechangers.co.in](http://www.thegamechangers.co.in)



## Session outline

### Day 1

- Context Setting
- Understanding the conscious, subconscious & pre conscious brain
- Eleven Essential Presentation Skills:
  - Posture & Movement
  - Breathing & Speaking
  - Setting the Context
  - Body Language (Gestures, Eye Contact)
  - Devil's Advocate
  - Language & Non-Words
  - Humor
  - Professional & Personal
  - Unhurried pacing
  - Being your natural self
  - It's not about you

### Day 2

#### Five best practices:

- Iceberg Knowledge
- Manage Expectations
- Connect the Dots
- Ethos, Logos, Pathos
- Take Moral Responsibility

### Structuring Content

- Red Thread
- Christmas Tree Technique
- Mind Mapping

### Involvement Techniques

- Listening to Understand
- Probing
- Handling Questions
- Story Telling

### Action Planning

- identify three clear competencies to be worked upon
- make a specific and measurable list of 'to-do' things with deadlines
- do a round feed forward with the other participants of the workshop.

Two taped presentations - one at the beginning and the other at the end - to showcase needle movement will be given to the participants in DVD format for their reference and understanding.

*I have attended a lot of workshops on different skill sets, but this has to be the most rewarding experience ever on all counts - facilitation, quality of learning, depth of discussion down to the practical and implementable nature of the concepts covered.*

**– Rashmi Gautam (Pearson)**

*A workshop with Yogesh is simply a collection of 'truths'. It is a wonder how he combines and balances stuff so flawlessly. Introspective without being overbearing, the workshop worked for me at both an awareness and application level. I came out a more aware person.*

**– Arvind Kumar (Kotak Mahindra Bank)**

*First thing I noticed about Yogesh is that he is sensitive to audience expectations, apprehensions and needs to a fault. He consciously and effortlessly creates an environment that brings us out the best in us and affords an opportunity to learn, unlearn and relearn.*

**– Shreya Banerjee (Oberoi Hotels)**

## About the facilitator:

Yogesh Parmar is the founder of GameChangers - India's first fully integrated and diversified learning and development services enterprise - and a renowned & celebrated speaker, consultant & coach. Recently nominated to the prestigious and select list of 100 Emerging Leaders in Asia by World Consulting & Research Corporation (WCRC), he is a certified master trainer and has helped ignite and sustain significant performance excellence for 15000+ people in Fortune 100 & 500 organisations like Accenture, Hewlett-Packard, Wipro, Pearson, Airtel, United Health Group, Interglobe & Alcatel-Lucent.



Uniquely skilled with a non-condescending, animated and inclusive style, his workshops synthesize subject matter expertise with the eclecticism of behavioral sciences, liberal arts & the ground realities of the day. With an almost surreal ability to cull uncommon insights and 'connect' the dots, he is a perennial people lover who disarms and engages with his audience - spanning different geographies, sensibilities and worldviews - with iceberg knowledge and self deprecation.

## About us:

GameChangers is India's first and only fully integrated and diversified people development enterprise offering end-to-end learning and development services that ignite and improve individual and organizational performance significantly within a tangible, measurable and context specific framework.

Our value proposition is building people capability and eco-systems that enable sustained excellence. Our suite of services - constituting performance consulting, L&D process outsourcing, behavioral, life and soft skills boot camps, entrepreneurship labs, performance arts based experiential programs - help a global clientele that includes Fortune 500 corporate houses, budding SMEs, international consulates, eminent universities and prominent schools foster and sustain holistic excellence.

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