

# P.O.W.E.R. Pack Presentation Skill



**Training Date : 26th – 27th September 2016**

**Maximum of 12 participants**

Presentation is not about Power Point slides... It's about YOU! YOU are the Presenter...

## **INTRODUCTION**

The goal of this P.O.W.E.R pack Presentation Skill is to bring out the great presenter in each individual. This course is designed and delivered for maximum learning in an interactive and fun way. It comprises informative knowledge transfer via various training modes, exercises, group activities, discussions and live video camera recording of participants' final presentation.

## **LEARNING OUTCOMES**

By the end of the “P.O.W.E.R. pack Presentation Skill” workshop, participants will be able to:

- apply P.O.W.E.R elements in structuring, designing, developing and delivering a presentation for a business case to external customers, internal business partners and senior leadership team
- outline the key factors in starting a presentation confidently; what TO say, what NOT TO say, ways of capturing audiences' attention; apply useful Power Point tricks; creating a lasting impression
- identifying individual's presentation style to further enhance and improve accordingly

## **Benefits to Participants**

- They can create effective business presentation that leads to increased support, commitment, sales and trust from the stakeholders
- They have an opportunity to engage creatively with internal and external customers that results in business relationships which is a long term ROI

## **WHO SHOULD ATTEND**

This program can be further customized to cater for various groups of students, executives, Individual Contributors, People Managers and Manager's Manager. In short, any one who would present themselves.

## **METHODOLOGY**

This "P.O.W.E.R. pack Presentation Skill" workshop's methodology is a combination of expert input, interactive group discussions, presentations and video. Live video recording of each participants' final presentation will be conducted.

## **FACILITATOR**



**Ms. JAMUNA KARMEHEN**

**PSMB Train-The-Trainer Certificate no : EMP/0878**

### **Qualification**

- MSc. Business Leadership (Nottingham Trent University,UK)
- BSc Microbiology (Universiti Putra Malaysia)
- Certified Outsourcing Specialist :- Human Resources Exam  
(International Assoc of Outsourcing Professionals)

Jamuna Karmehen is the creator of **P.O.W.E.R** Pack Presentation Workshop which was designed to bring out the great presenter in each individual. She is a dynamic and result oriented Corporate Trainer & Consultant with **14 years of experience in sales, marketing, training, Learning & Development and Human Resource.**

Her professional career started with Pfizer Pharmaceuticals as a Medical Sales Representative. She **consistently achieved the sales target** by applying effective selling skill and leveraging on

the product knowledge to identify customer needs. This includes **partnership** with Medical, Marketing and Training on strategic initiatives that can affect positively the sales and customer relationship.

Then, she was promoted to sales training and was responsible to provide **training & coaching** to enhance the selling skill of the Field Force as well as work on projects to increase the Field Force Effectiveness & Managers' Competencies. Her greatest accomplishment was winning the **Top Trainer Award** for 2 years. She was the **Certified Yellow Belt Trainer** for Continuous Improvement; and was a **Certified Trainer from the Chartered Institute of Personnel & Development (CIPD), UK**. Jamuna's strength in presentation skill was further enhanced by her achieving the **Competent Toastmaster** status and winning contests such as Table Topics, Humour Speech & Evaluation Speech.

Next, she successfully embarked on Talent Acquisition role in Human Resource where she had the opportunity to learn and **share best practices with other countries**. Her scope was on recruitment, manpower planning and employee retention. Her proudest achievement was winning the **Best Project for 'Ideas Thinking Out of the Box'** at the global level. Her project was on 'Walk-In Interview & F.I.S.H Referral Program' aimed at attracting talents and speeding up the hiring process.

In 2015, she was **Certified as Practitioner in Neuro Linguistic Programming (NLP) and Time Line Therapy**. Her approach is always on a high energy level, and incorporated with a great deal of fun element!

## **PROGRAMME OUTLINE**

### **DAY 1**

#### **Module I – Positive Start**

Structure: Business case preparation; making first impressions with confidence; setting expectation

- Presenter's Four Quadrant
- Communication & Challenges

#### **Module II – Own the Presentation**

Design & Develop: Creating the materials; be in control of the presentation; using various modes of delivery

- Original & Personal Touch
- Effective Tools

### **Module III – Words that Trigger**

Delivery: Using powerful words and right tone of voice; speaking with honesty and clarity; “what to say” & “what not to say”

- Words & Voice Combination
- Integrity

## **DAY 2**

### **Module IV – Enrollment**

Audience Enrollment: Capture audiences’ interest; credible to answer questions; influencing their decisions

- Enthusiasm & Fun Element
- Managing Attention Span

### **Module V – Results**

Result Oriented: Achieving your selling objective; reinforce the key selling messages; feedback and evaluation.

- Closing the Deal
- Continuous Improvement

### **Course Fees & Registration**

#### **FEE PAYABLE PER PARTICIPANT :**

Normal Price : **RM1,688**

Early Bird (15 days before event) : **RM1,588**

Group Discount (>2 participants) : **RM1,388**

Fee includes course materials, lunch, 2 tea breaks per day and Certificate of Attendance (upon completion of the training).

[Download our Registration form](#) and sent it to us by

**Fax** : +603 5523 2827

**Email** : [sales@wanfahprosper.com](mailto:sales@wanfahprosper.com)

## **CANCELLATION / TRANSFER**

Upon registering, participant(s) are considered successfully enrolled in the event. Written cancellations / transfer notice received :

- More than ten (10) working days before the event, a refund (less administrative charge of 15%) will be made.
- Ten (10) working days or less before the event, no refund will be made.
- For no show on the day of the event, full payment is required. If you cannot attend the event, you can nominate a substitute at any time without payment of an administration fee.
- A full (100%) refund may be granted if the course is cancelled by Wanfah Prosper PLT (WFP). WFP reserves the right to postpone or cancel the event and / or change facilitator at any time should circumstances beyond its control arises. WFP also reserve the right to make alternative arrangements without prior notice should it be necessary to do so.

## **Payment**

Please make cheque payable / direct credit to :**WANFAH PROSPER PLT**

**Accounts Number : 3812930508**

**Bank : Public Bank Berhad**

## **DATA PROTECTION**

Personal Data is gathered in accordance with the Personal Data Protection Act 2010 (Act 709)