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Presentation Coaching

————— **An Overview** —————

The Coaching approach

Coaching
helps you to become the personality
you always wanted to be.

The Presentation Coaching approach:

**Presentation Coaching
supports you in convincing
people about yourself and your
ideas.**

**Above all:
To inspire them!**

The Presentation Coaching concept:

- According to today's very high demands in communication skills for top managers and according to the personal strengths and development needs analyzed in the Coaching sessions a wide palette of subjects is covered to improve an Authentic Personal Branding.
- Instead of working towards an "ideal profile" in presentations the effects and variations of own behavior and personal presentation style on audiences is surfaced through systematic feedback.
- This clarity of impact through systematic feedback is used to enhance the individual personal strengths in presentations and to cover possible weak points.

Possible Presentation Coaching Topics:

- Definition of audiences
e.g. Town hall meetings, Journalists; Investors; Supervisory board; Board; Galas; Executive's conferences; Customer events; Panel discussions; Television, Radio, etc.
- Presentation forms appropriate for different target groups
- Content preparation
- Structure
- Media support
- Appearance - individual impact
- Non-verbal communication
- Dealing with questions and objections
- Contact with the audience
- Security and sovereignty
- Voice
- English phrases and idioms
- plus further, concrete demands which arise in the Presentation Coaching process.

The individual Presentation Coaching

Step 1:

- The coachee formulates within the scope of his Personal Authentic Branding and his role definition his personal development plan to optimize his impact in presentations.

Step 2:

- Based on his Authentic Personal Branding and his defined development plan his "standard presentations" which he has already presented more often are analyzed jointly with differentiated video feedback.

The individual Presentation Coaching

Step 3:

These "standard presentations" for, e.g.:

Town Hall meetings; Board Presentations; Investor's conferences; Executive's conferences; Customer events; Panel discussions; Television interviews; etc.

are analyzed with the help of the together agreed parameters of the Authentic Personal Branding and the desired effects.

Based on the differentiated video feedback these presentations are then jointly developed to a higher standard and practiced directly, so that the optimization is embedded seamlessly in the behavioral repertoire of the coachee.

The individual Presentation Coaching

Step 4:

- In the approach of real presentations the Presentation Coaching offers point-exact support for the preparation under the new parameters.
- These individual optimization possibilities for real impact in real environments are tried out within the Presentation Coaching with video feedback and are point-exactly optimized to finalize the presentation to the highest standards.

The individual Presentation Coaching

Step 5:

- Based on the video recordings of the presentations made in the respective real sphere and possible audience feedback the coachee's performance will be reflected together in the next session to acknowledge what has arrived safely and what must be optimized even further to achieve the best effects with the respective audience / medium.
- Then it is practical to practice again behind close doors, until the desired behavior patterns are a natural component of the behavioral repertoire of the coachee to gain a truly Authentic Personal Branding with a great and lasting impact in presentations.

The Credo in Presentation Coaching

**“The first impression stamps -
the last impression remains.”**

Contact

Details

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