



The Development Partnership in partnership with KineticFuture



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## Advanced Presentation and Communications Skills: Be Exceptional.

**We help our clients to increase internal engagement, win business deals, promote their company and defend their position on tough issues.**

This involves preparation and training for formal presentations, speeches, presenting on video and handling panels and board meetings.

We offer a team of specialists who have industry leading-edge skills, knowledge and experience in advanced presentation and communications skills coaching.

With over 20 years of communications consultancy experience working with business leaders and big brands around the world - including GSK, Merck, British Energy, PepsiCo, Mars, Danone, Reckitt Benckiser, The Association of British Insurers, BLLP and Edelman.

Our presentation philosophy is designed by and for business leaders. It is evidence based and ensures you can become a confident and exceptional communicator in the real world. This philosophy underpins how we work to achieve great results and clear return on investment. The solutions offered include:

### **Positive Psychology & Resilience**

How you think about a situation and yourself will determine whether you are successful or not. We know this skill is critical if you want to present well. Our experts will show you how to use the latest research and tools from positive psychology, resilience training and brain research.

### **Gravitas & Personal Presence**

Like it or not, people make a decision about you in 1.2 seconds - whether you can be trusted, your gravitas and your credibility. Your physical communication is a critical part of how you are perceived - your voice, intonation, body language. It also influences your positivity. We'll show you how to flex your communications style to adapt to different audiences, different messages, face to face or on camera. Our theatre and television experts will show you the tricks of the trade.

### **Communications Strategy**

Presenters need to focus on their specific audience. Then develop a communications strategy around what they need. We'll demonstrate a simple communications planning tool developed by our communication strategists to help you do just that quickly and authentically.

### **Make the Story Stick**

Business is emotional. We've taken the best of the latest brain research and communication studies to make what you say resonate with your audience. You want them to remember key logical points and also need to tap into the emotion of the situation to achieve your goal.

We'll show you some fast tracks to writing presentations quickly and 7 techniques which will give your communication more power without too much effort. We'll also help you write your presentation.



### Practice Matters

You can't learn to ski sitting on the sofa. It's the same with communications. You need practice, out loud and lots of it. And you need to practice using your own real work. That's why all our courses are 90% practical and why we organise our courses with gaps in between sessions to embed the learning. We also work with you to develop a personal development plan so that you can acclimatise yourself to the reality of the situations you work in, review your own films and set goals.

Our clients like what we do - we have a 99% repeat assignment rate since 2000. Our style is practical, high energy, challenging but supportive. We believe in focussing on your strengths. We believe in providing you with updates, ideas and tools even when your course is over.

Our clients have been promoted, won budgets, won competitive sales pitches, influenced important decisions and built inspired and engaged teams. Our experienced teams can help you achieve your goals.



*This team are skilled, effective and imaginative in their approach. It has helped me get new team members on board, secure important decisions from the management team and present my ideas in a powerful and coherent way. I would highly recommend them and will be contracting again.*

**Caroline Grant, Head of Corporate Communications, BLP**



*I have worked with them in two different companies over the past 4 years. They helped me greatly in preparing and presenting complex financial information to non-technical audiences and to communicate with authority. I introduced them to Fox to support managers across the business internationally to present clearly at internal meetings, this has been widely appreciated and viewed as the most useful piece of training most managers have received in their career.*

**Richard Boulton, CFO, Fox International Channels**



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## Powerful Personal Presence

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