



Projecting Credibility and Confidence

Increase your impact.

Whether you are meeting one-on-one with clients, interacting with colleagues, or delivering a formal presentation, appearing credible and confident will significantly raise your effectiveness. Through a combination of lecture, on-camera exercises, and direct feedback, this workshop will increase your awareness of your personal style while providing you with a clear and practical path for improvement.

If you'd like to elevate your status in the eyes of your customers or your organization, this workshop can be a career changing opportunity.

Benefits

- Gain control of the image you project
- Attain status as a competent, respected professional
- Get better results from prospects, clients, vendors, and colleagues

What to Expect

This one-day workshop will provide you with:

- **Information**
What criteria do listeners use to assess credibility, confidence, trustworthiness, approachability?
- **Exercises**
At least 4 individual speaking opportunities in front of the group. (Videotaped for your home enjoyment.)
- **Lots of Feedback**
How are you likely to be perceived? What's working for you, and what's not. Count on the coaching to be straightforward, tangible, and relevant to your real-world experience.

Topics on the agenda

- Connecting with your audience (one-on-one or large group)
- Finding a balance between authority and approachability
- Unintentional behaviors that may lower your status
- Managing nervousness (especially when the stakes are high)
- Thinking clearly when the pressure is on

Key Take-Away

You'll walk away with a clear idea of your strengths, weaknesses, and what you can do to help your audience get the best possible impression of you.

*"A home run!
This training series
was extremely well
received by my
regional VP's.
A valuable use
of time."*

Jay Larson
Vice President of Americas
Field Operations
Mercury Interactive

*"The feedback
and evaluations
were unanimously
excellent!
Thanks for bringing
enormous value,
relevant insight,
and a huge measure
of meaningful and
productive fun
to IDEO! "*

Tom Stat
Director of Business
Development
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