

Corso - 04/03/2024

Public speaking for sales (english)

Empower your voice and ensure your success

Obiettivi

If competence in your own field is a must in the very challenging current scenario, upgrading your communication and public speaking skills in English is the key that makes the difference to inform, motivate and inspire your customers and ensure business success.

Programma

FULL- IMMERSION SPEAK ENGLISH TO INSPIRE WORKSHOP

What you will get

The goal is to speak with confidence and fluency in the multiple business sales situations, both virtually and in person and to find your unique authentic natural style to inspire and influence others towards your vision and what you feel important to achieve.

Have you ever felt anxious about a difficult conversation or presentation in English?

We speak with our bodies and speaking anxiety is felt by 3 people out of 4 in the US and it heavily triggers our nervous system. Therefore, learning to manage our state in the constant personal and business ups and downs is key to transform anxiety into a current of exciting creative energy which involves the audience and makes your message land, whether in a conversation or more formal presentations.

The full immersion mode and the experiential embodied method "learning with the body, heart and mind" engage our body learning modality, help focus our mind so that it does not scatter energy in repetitive subprocesses and uses the emotions, the gut feeling, which are much faster than the analytical mind to anchor the learning into lived experience and permanent memory.

WHAT YOU WILL EXPERIENCE IN THE WORKSHOP

Sessions will include a mix of active and dynamic techniques and practices, with the goal of generating the foundations for an upgrade in communication and presentation skills:

- Somatic training and movement to release the tensions which restrict a speaking flow which makes the difference.
- State management through breathing and physical exercises to train a deeply anchored state of focus, presence and trust, to navigate the ups and downs of professional and personal life
- Techniques to increase the level of energy, when we speak our energy must always be higher than that of the audience
- Turning anxiety and fear into your own power
- How to establish a connection with the audience so that your message lands
- Design and demonstrate presentations, based on your expected result. Learn the use of universals, metaphors, keywords, spatial sorting to enhance communication efficacy. Improvise and trust yourself.
- Voice work: articulation, variety, resonance, functional breathing
- Simulations and role playing related to the business sales
- Authentic listening and confidence-building feedback on presentations

FURTHER LEARNINGS

The methods and modalities used will have a sure positive impact on individual empowerment, on the pleasure of investing in one's own potential and best resources as well as team building in an involving and trusting environment.

Each will bring home a kit of communication and self-management tools to face the complexities of working and personal situations, with ripple effects in the wider context.

REQUIREMENTS

A good oral command of the English language, advanced or intermediate.

Casual and comfortable clothing required.

Space should be free from interferences.

Destinatari

commerciali, area manager, responsabili vendite ma anche ai trasfertisti che vogliono **migliorare le proprie tecniche di persuasione attraverso un corretto public speaking** .

Durata

6 ore

Quota di adesione:

650,00 € + IVA a persona per le aziende associate

750,00 € + IVA a persona per le aziende non associate

Date e Sedi di svolgimento

04/03/2024 10.00-17.00 - Modena



è un marchio di S.A.L.A. Srl a Socio Unico - Via Fossa Buracchione 84 - 41126 Modena(MO) - Tel: 059 512 108