

## Learning Outline

### *Stick the Presentation*

#### Excelsior Learning

<b>Purpose:</b>	<i>Stick the Presentation</i> is an intensive program designed to strengthen preparation and <i>game day</i> presentation and facilitation skills.
<b>Audience</b>	The audience is sales professionals.
<b>Objectives</b>	<p>Upon program completion, the team will have strengthened the following presentation and facilitation skills:</p> <ul style="list-style-type: none"> <li>• Preparation, design and organization</li> <li>• Communication - active listening/paraphrasing, questioning and describing</li> <li>• Influence - compelling, positive and assertive language</li> <li>• Physical – eye contact, voice inflection, body movement, posture, gestures, expressions and fillers</li> <li>• Self-management – nervousness, fear, self-monitoring and adjusting</li> <li>• Storytelling and making an economic argument</li> <li>• Use of visuals, demonstrations, handouts, and group facilitation</li> </ul>
<b>Experience Description</b>	<i>Stick the Presentation</i> goes beyond traditional classroom training. It incorporates pre-program preparation, content bursts, learning exercises, multiple <i>hot seat</i> simulations, and ample feedback so that team members encounter immediate learning and apply it during their presentations. The program is designed to foster a collaborative, accelerated, and safe learning environment. Following is the program agenda.
<b>Pre-Program</b>	<p>In advance of the program team members will...</p> <ul style="list-style-type: none"> <li>- Complete the presentation skills self-assessment.</li> <li>- Review the program outline and excerpts from the Stick It Presentation Workbook.</li> <li>- Participate in a pre-program planning call.</li> <li>- Participate in a pre-program coaching session.</li> </ul>

Timing	Content	Methods
<b>Day 1 (pm)</b> 7 min.	<b>1. Introduction</b> <ul style="list-style-type: none"> <li>■ Leadership Team kicks off the program and discusses: <ul style="list-style-type: none"> <li>- Purpose of the program, why now?</li> <li>- Expected outcomes</li> <li>- Team expectations</li> </ul> </li> </ul>	Discussion
¼ hr.	<b>2. Calm Before the Storm</b> <ul style="list-style-type: none"> <li>■ Trainer covers: <ul style="list-style-type: none"> <li>- Program overview, process and sequencing of presentations</li> <li>- Yes Dan</li> </ul> </li> </ul>	Discussion  Exercise
¾ hr.	<b>3. Presence, Physical, Relaxation &amp; Communication Skills</b> <ul style="list-style-type: none"> <li>■ Trainer frames the physical skills of eye contact, voice inflection and body language; Team practices the skills via exercises.</li> <li>■ Trainer frames a set of preparation and relaxation techniques; Team practices the skills.</li> <li>■ Trainer leads a quick feedback discussion.</li> <li>■ Trainer frames the importance of discovery/questioning and active listening skills. Team practices the skills (via name game, compelling questions and favorite superhero's).</li> <li>■ Trainer leads a rapid fire feedback discussion.</li> </ul>	Exercises  Exercises  Feedback Burst Exercises  Feedback
2 hrs.	<b>4. Let the Games Begin – Round #1 Presentations</b> <ul style="list-style-type: none"> <li>■ Trainer reinforces the importance of <i>'telling the audience what you are going to tell them'</i> by applying the message map format.</li> <li>■ Trainer provides guidance for two-person teams to put the finishing touches on their Round #1 presentations.</li> <li>■ Trainer segues to Round #1 presentations (two groups made up of 2, two-person teams).</li> <li>■ Two person teams execute the following in parallel: <ul style="list-style-type: none"> <li>- 1<sup>st</sup> two person team get in the <i>hot seat</i> and give a not to exceed 18 minute presentation.</li> <li>- Trainer leads feedback discussions.</li> <li>- Presenters make pit row adjustments.</li> <li>- 2<sup>nd</sup> two person team take the baton, get in the <i>hot seat</i> and give a not to exceed 18 minute presentation.</li> <li>- Trainer leads feedback discussions.</li> </ul> </li> </ul>	Burst  Application  Discussion  Present  Feedback Application Present  Feedback

2 hrs.	<b>5. Let the Games Accelerate – Round #2 Presentations</b> <ul style="list-style-type: none"> <li>■ Trainer segues to the color blind exercise to accentuate the skill of using positive vivid language and imagery to bolster the skill of describing.</li> <li>■ Trainer reinforces the importance of using graphics, handouts, demonstrations and three points of facilitation.</li> <li>■ Trainer segues to Round #2 presentations.</li> <li>■ Two person teams execute the following in parallel: <ul style="list-style-type: none"> <li>- 1<sup>st</sup> two person teams get in the hot seat and give a not to exceed 18 minute presentation.</li> <li>- Trainer leads feedback discussions.</li> <li>- Presenters make pit row adjustments.</li> <li>- 2<sup>nd</sup> two person team take the baton, get back in the <i>hot seat</i> and give a not to exceed 18 minute presentation.</li> <li>- Trainer leads feedback discussions.</li> </ul> </li> <li>■ Facilitator leads a Day #1 feedback discussion.</li> <li>■ Two person teams are invited to review one of their presentations.</li> </ul>	Exercise  Burst  Discussion  Present  Feedback Application Present  Feedback Feedback Application
<b>Day 2 (am)</b> 3 ¾ hrs.	<b>6. Let the Games Rock – Round #3 Presentations</b> <ul style="list-style-type: none"> <li>■ Trainer gives Day #2 PPP and sets a creative tone.</li> <li>■ Group is invited to share key insights from Day #1.</li> <li>■ Trainer segues to the 3<sup>rd</sup> presentation.</li> <li>■ Two groups of four people each take their turn in the <i>solo hot seat (what's this we Kemo Sabe?)</i> with the following sequencing: <ul style="list-style-type: none"> <li>- Each presenter gets back in the <i>hot seat</i> and gives their solo, not-to-exceed 18 minute presentation.</li> <li>- Trainer leads rapid-fire feedback discussions on each presentation. Presenters share their Day #2 key insights and learning's.</li> <li>- Leadership Team presents the say it aint so Best Stick It Presenter Award to the most compelling and appropriately assertive winning presenter.</li> </ul> </li> </ul>	Exercise Discussion Discussion   Present  Feedback  Ceremony
20 min.	<b>7. Thanks for Coming and Thanks for Leaving</b> <ul style="list-style-type: none"> <li>■ Trainer asks, Did someone say, post-program 21 Day Challenge?</li> <li>■ Leadership Team make closing comments.</li> </ul>	Post-Program Application Comments