

CHARISMATIC PRESENTATION

Date & Venue:

23 August 2016 Royal Palm Lahore

31 August 2016 Movenpick Karachi Hotel

Timings: 9:00 am to 5:30 pm

Workshop Investment: 12,500/- Exclusive of GST



Course Facilitator:

Faizan Ahmad

Motivational Facilitator & OD Consultant

Carrying more than 14 years of enriched corporate exposure, Faizan Ahmad holds a diversified working experience in sales, services, telecom & banking industry. As a professional learner he is proud to earn 8+ years of broad scope training experience of thousands of individuals encompassing designing, formulating and delivering customized training modules for multinational companies having qualifications of:

Post Graduate in Social Sciences

Certified Presenter & Business Leader from Dale Carnegie Training

Certified Trainer from School of Leadership

Certified Call Center Professional from Catcos, Inc.

Certified from Life Office Management Association (LOMA)

Certified Effective Manager from Management Association of Pakistan (MAP)

Course Overview:

As part of your job, do you need to present data, explain plans, provide support, train others, or generate enthusiasm for your projects and ideas? If you answered “yes” to any of these, then you’ll definitely need a day on ‘Charismatic Presentation’. The ability to plan and

deliver an effective presentation is a critical skill in today’s workplace. When you can communicate your message, position, and views in this way, it helps you motivate, inform, and persuade others.

The Basics:

- Controlling Emotions
- Bringing inspiration & humor in your speech
- Building rapport with the audience

Systematic preparation & planning:

- Determining your presentation objectives/purpose
- Understanding the needs of the audience
- Analysis, design, development, implementation and evaluation
- Structuring your presentation – introduction, body of talk, closing
- Combining media to make an impact

Voice & Body Language:

- Varying tone, volume and inflection for maximum impact
- Ensuring that your body language is congruent with your message
- The Do’s and Don’ts of Presenting
- Importance of Eye Contact

Managing the Audience

- Understanding the audience’s needs and objectives
- Using language and questions effectively to avoid offending or intimidating
- Fielding questions
- Ensuring that your key message is received by the audience

Learning Outcome:

- By the end of this course you will be able to:
- Build comfortable rapport with the audience and get buy-in from the beginning.
- Deliver content logically and simply in a plain-fashion way.
- Engage the audience in multi-faceted, ingenious ways.
- Use and combine compelling audio & visual aids to utilize more senses.
- Raise your confidence and the confidence of your audience
- Defeat your inner fears in public speaking
- Create a sincere rapport with your audience

Training Methodology:

- Audio/Visual Aid
- Brain Storming sessions
- Individual/Group Presentations
- Role Plays
- Scenario Studies



Course Facilitator:

FAIZAN AHMAD

Motivational Facilitator & OD Consultant

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He has a core belief to 'Transform' people! A Trainer by profession & a learner by passion he knows how to win it. His sessions are interactive & full of energy with learning at every step. His enthusiasm adds determination to his interactive training techniques. Being witty and considerate he quickly adapts to the participants and eliminates barriers, maximizing effective impact.

He also carries an in depth interactive training & learning experience with the emerging youth of leading educational institutions like SZABIST, MAJU, Hamdard University & Karachi University. Faizan Ahmad is a trainer of today; with full zeal carrying innovative thoughts and is currently engaged in serving the training world.



He has trained and facilitated 4,500+ users from the following blue-chip entities including the topics:

Glaxo Smith Kline	– Selling Skills
Novartis	– Team Building
PTCL	– Customer Services, Call Handling & Tele Sales
Ufone	– Customer Services, Call Handling & Tele Sales
Jubilee Life Insurance	– Selling Skills
First Micro Finance Bank	– Problem Solving & Decision Making
Indus Motors	– Selling Skills
TPL Trakker	– Customer Services
UPS	– Customer Services
Muslim Commercial Bank	– Managerial Skills
Faysal Bank	– Selling Skills
Habib Bank Limited	– Managerial Skills & Office Management
United Bank Limited	– Call Handling & Tele Sales
Aman Foundation	– Communication Skills
Dream World	– Team Building
Trillium-Pakistan	– Delegation Skills
Engro Foods	– Team Building
Food Panda	– Communication Skills
Pakistan Petroleum Limited (PPL)	– Personal Effectiveness & Conflict Management
Lotte Chemicals	– Personal Effectiveness
Pakistan State Oil (PSO)	– Problem Solving & Decision Making
K-Electric (KE)	– Supervisory Skills
Bank Alfalah	– Team Work
Pak Qatar Takaful	Customer Services & Call Handling Techniques



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Successfully accomplished the following seasoned projects:

Successfully trained and coached 600+ customer service officers and 250+ Sales Representatives at Ufone Call Center resulting in savings of ~PKR 4.2 million and revenue generation of PKR 8.5 million respectively.

For Jubilee Life Insurance, designed and conducted result-oriented training segments ensuing a record profit growth of 19% in the first quarter of 2013; reaching the highest ever figure of PKR 127.3 million at in Jubilee Life Insurance.

Designed and conducted Training Need Analysis, followed by a complete facilitation of training programs on various topics for the entire PTCL contact center in Karachi, Lahore & Islamabad, empowering more than 1400 resources. The project empowered the managerial and non-managerial staff in the year 2014-15.

Enlightened & empowered the contact center staff of 500+ working for UBL in year 2015 with immediate results of upto 65% increase in retention thus enhancing the overall productivity of the center in sales and services.

Testimonials:

"Sky is the limit for Faizan, as trainer his creativity and passion to serve speaks for himself. Wishing Faizan all the best in his career".

- FarhatRabia, Regional Manager Quality Assurance & Training, Mobilink – An Orascom Telecom Company

"Faizan is one of the few persons I have met who not only knows EXACTLY what he wants in life but is also steadily making towards his goal achievement. His enthusiasm is contagious and has the natural ability to impress and influence those around him. He is a classic example of a true change agent. In him, we have an international star in the making. Keep dreaming Faizan!"

- Mohammad MuneebKidwai, Trainer & Coach, The Change Agency.

"Faizan is a multi-skilled, wise and highly motivated individual with good interpersonal skills. He is a person who can take on even the most challenging tasks. He always takes care of his job, works hard and really enjoys team working. I wish him all the luck for his future endeavors."

- ShujaulHaq, Human Resource Advisor, United Energy Pakistan.

"Faizan is a mature, highly energetic & hardworking professional. He is creative and loves to work in healthy environment with industrious people".

- HarisTabassum, Senior Manager, Learning & Development, TCS.

'This man is a complete package. Energy, motivation, knowledge, you name it! I can assure that during his workshops Faizan will keep you connected by interacting and raising your energy level. I wish him all the best in his future endeavors.'

-Majid (Retd) Tariq Hassan, General Manager, Human Resource, Trillium-Pakistan

