IBA Institute of Business Administration Karachi

Leadership and Ideas for Tomorrow

ART OF PRESENTATION

---Present like a pro to elevate your influence

September 22 - October 22, 2014

(Every Monday & Wednesday)

The Instructor has personally made a unique pattern for the classes of this course which would include:

- ✓ Initial presentation practice – make them do a presentation and record it.
- ✓ Diagnostic review to identify your current strengths and areas for development.
- ✓ Cycle of practical exercises to develop your skills further and apply them to your presentation.
- ✓ Review and further practice to consolidate and further develop/fine-tune your skills.
- ✓ Have them do a final presentation after coaching and record and let them see the difference.

Learning Objectives

- ✓ Building confidence and dealing with nerves and common fears
- ✓ Developing a more engaging and influential speaking style
- ✓ Using the power of non-verbal communication to influence your message
- ✓ Creating a powerful and more influential message
- ✓ Building stronger rapport with your audiences
- ✓ Presenting with greater impact and influence when speaking to international audiences
- ✓ Dealing with questions and more challenging situations
- ✓ Thinking on your feet and developing the ability to be spontaneous when under pressure
- ✓ Refining your current presentation technique
- ✓ Adapting your style for different types of presentations
- ✓ Developing a your own personal style for maximum influence and impact on your audiences

IBA CEE Center for Executive Education Institute of Business Administration

Skills Development Program

Adding Skills to Experience

Timings:
06:00 pm to 08:00 pm

Venue:
IBA City Campus

Training Investment:
PKR 18,000
(Inclusive Of training material and certificate)

Registration forms & fee challans are available at our website. Fee is to be deposited in cash / pay order in any branch of FAYSAL BANK Ltd., A/C No. 110-2162113-006. No fee will be accepted in cash/cheque at our office.

For information & registration:

SKILLS DEVELOPMENT PROGRAMS

Tel:
92-21-111 422 422; 021-38104700-01 Ext. 1541

Email:
BESDP@iba.edu.pk

Website:
http://cee.iba.edu.pk/BEnSDP.shtml

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Trainer's Profile:

ZAFAR AHMED SIDDIQUI

Mr. Siddiqui has an MBA degree from The Institute of Business Administration. He also holds a degree of M.S. in Marketing Communications from Chicago. He has more than 30 years of experience with the F.M.C.G. sector both in the field of Sales, Marketing and General Management. He was associated with Gillette for 15 years in Pakistan and Overseas. His last assignment with Gillette was as Chief Executive for Gillette Pakistan (Pvt.) Ltd., and Area Director for Afghanistan, Sri Lanka, Bangladesh, Nepal & Maldives.

Mr. Siddiqui is also on the Board of Engro Foods Limited, Inbox Business Technologies (Pvt.) Limited, Mind Sports of Pakistan & Zulfiqar Industries Limited

Mr. Siddiqui has over 27 years of teaching experience at the following colleges and universities: Institute of Business Administration, College of Business Management, Baharia University, University of Illinois Chicago, & Moscow State University.

He is also a member of Rotary Metropolitan, Management Association of Pakistan, & Marketing Association of Pakistan.

He has conducted numerous workshop and training courses for various companies. He was instrumental in setting up the Centre for Entrepreneurial Development at IBA with the collaboration of Babson College, Boston.

Mr. Siddiqui is currently Professor of Practice, Institute of Business Administration.

The instructor capitalized on his experience & exposure to demonstrate command over the subject & made it a pleasure to go through.

(M. Moinduddin, Dy. General Manager (Procurement-Supply Chain), K-Electric Limited)

Organizations that participated in **The Art of Presentation** course **(March 12-April 12, 2014)**

1. Aga Khan University Hospital
2. Central Depository Company Pakistan Limited
3. Galaxy Pharma (Pvt) Ltd.
4. K-Electric
5. Mazen Pakistan (Pvt) Ltd.
6. Midas Saftey Clothing
7. Novartis Pharma
8. NovoNordisk
9. Tele Card Limited

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