



Presentation Skills with Impact



February 09–10, 2025



City Campus, IBA Karachi



Program Overview

This workshop helps participants build and deliver a powerful message to both internal and external clients. It develops skills in selling, informing, and motivating an audience. It is a highly interactive workshop that focuses on presenters' styles, structuring the message, delivering contents, using visual aids and handling audience questions. It has proved to be of great value for those who deliver executive level presentations, sales and technical presentations.

Course Outline

- Experience a systematic process and approach
 - Build and enhance confidence
 - Learn the essentials of a powerful presentation
 - Master the art of applying presentation techniques
 - Deliver an audience centered presentation
- Structure your presentation to match how audiences learn best
- Simplify technical material to reach executive level audiences
- Present on a topic with limited preparation in advance
 - Build voice projection, pitch, pace and pause
- Eliminate filler words like “uh” and “um”
 - Control nervousness and deliver with confidence
- Create and use effective gestures for greater impact
- Utilize PowerPoint and visual aids for maximum effectiveness
 - Handle audience questions and defer when appropriate





PROGRAM LEARNING OUTCOMES

By the end of this workshop, participants will be able to:

- Apply a structured process to prepare and deliver impactful presentations.
- Speak with confidence and composure in front of diverse audiences.
- Design audience-centric presentations that align with how people learn and engage best.
- Simplify complex information for executive-level listeners using clear language and visuals.
- Enhance vocal delivery through effective projection, tone, pacing, and pauses.
- Minimize filler words and manage nervousness with practical techniques.
- Incorporate purposeful gestures and posture to strengthen message delivery and audience connection.
- Respond to questions thoughtfully and navigate audience interactions with ease.
- Create visually effective presentations using PowerPoint and supporting materials.
- Present spontaneously with clarity and structure, even under limited preparation time.

Who Should Attend?

This workshop is designed for new presenters in private organizations, MNCs, government bodies, and NGOs. It is also ideal for:

- Trainers who want to enhance their presentation skills
- Marketing professionals aiming to sell products through presentations
- Sales professionals seeking to strengthen their presentation techniques
- Individuals who often present to a prominent gathering



Trainers Profile

Fee Structure



Nadia Sayeed

Visiting Faculty,
IBA Karachi

PKR 90,000/- (plus 3% SST)



For Registration

**SCAN
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Contact Us



cee.iba.edu.pk



ceeinfo@iba.edu.pk



021-38104701 | 1809, 1812



Plot # 68 & 88 Garden Kiyani Shaheed Road,
Karachi, Sindh, Pakistan



@ceeatiba