

PROFESSIONAL & ORGANISATIONAL PERFORMANCE SERIES

- Transforming Talent into Execution and Measurable Results -

1. The Challenge

- Most organisations are working hard, and yet not always working effectively.
- They are not short of talent, but they still struggle to convert talent into results. Ideas are generated but not structured. Execution breaks down across teams. Miscommunication leads to rework, inefficiencies, and lost opportunities. Time and resources are invested, yet outcomes remain inconsistent.
- The core issue is not talent — it is the absence of structured capability to turn talent into results.

2. A Structured Approach to Close the Gap

- This programme integrates talent development with structured capability building.
- It strengthens the full performance cycle, from idea development to validation, communication, and execution — enabling organisations to move from fragmented efforts to aligned, outcome-driven performance.

3. A 6-Part Integrated Programme, *Covering the Full Cycle from Idea to Execution*

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| i. Innovation Sprint – 3 Days
<i>Develop structured, high-impact solutions</i> | ii. Commercial Sprint – 3 Days
<i>Validate and implement ideas effectively</i> |
| iii. Power Pitch & Presentation – 2 Days
<i>Influence decisions and gain approval</i> | iv. Workplace Communication – 2 Days
<i>Improve clarity, coordination, and teamwork</i> |
| v. AI-Based Slide Design – 2 Days
<i>Create clear and convincing presentations</i> | vi. AI-Integrated Power Pitching – 3 Days
<i>Deliver decision-ready communication</i> |

4. Why This Matters

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| i. Reduce inefficiencies, rework, and wasted effort | ii. Improve decision-making and approval success rates | iii. Strengthen execution across teams and functions |
| v. Deliver more consistent and measurable business outcomes | iv. Enhance communication and alignment | |

5. Key Take-Away

- This programme is not about learning more — it is about working better.
- It provides a structured system to convert talent into capability, and capability into consistent, measurable results.
 - ✓ Transform Talent
 - ✓ Strengthen Capability
 - ✓ Deliver Results That Matter



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POWER PITCH & PRESENTATION: GETTING OTHERS TO BELIEVE, SUPPORT, AND APPROVE IN YOUR IDEAS

A 2-DAY PRACTICAL HANDS-ON COURSE DESIGNED FOR:
 Professionals | Managers | Engineers | Executives | Biz Development Teams | Project Leaders

ASPIRATION / AIM

The aspiration of this 2-day workshop is to develop individuals who can confidently influence others, build belief, and secure approval for their ideas by communicating with clarity, credibility, and intent. The course strengthens the ability to frame and deliver persuasive messages that lead to clearer communication, stronger influence, and better decision outcomes across workplace, client, and approval settings.

COURSE OBJECTIVES

1. Develop participants' ability to frame persuasive messages aligned with audience priorities and decision criteria.

2. Strengthen the ability to adapt communication across different situations, roles, and contexts.

3. Build confidence and effectiveness in gaining belief, support, and approval for ideas and proposals.

COURSE CONTENT

DAY 1: Framing Ideas That Win People's Confidence

Participants analyse why strong ideas fail to gain belief and understand decision dynamics and audience expectations. Ideas are framed to establish relevance and urgency, with messages structured for clarity, intent, and persuasion. Live persuasion challenges and guided feedback strengthen real-world framing skills.

DAY 2: Handling Resistance, Securing Support & Approval

Participants adapt their pitches to different situations, power dynamics, and audience types. Ideas are justified using logic, evidence, and comparison, while objections and tough questions are handled with confidence. Live pitching sessions with expert feedback refine delivery and improve effectiveness in securing decisions and approvals.

EXPECTED OUTCOME & IMPACT

1. Participants will confidently influence decisions through clear, adaptive, and persuasive communication.

2. Participants will secure belief, support, and approval across meetings, presentations, and decision forums.

3. Organisations will benefit from stronger alignment, faster approvals, reduced rework, and higher success rates in implementing ideas.