

TRIAL BY PRESENTATION



A clearly presented argument will always impress the magistrate or judge.



PREFERRED TRAINING NETWORKS

Learn to communicate and present a clearer message when representing your organisation in formal settings such as court, tribunals and hearings. In these sterile environments, there can be strict guidelines about the presentation of information, a focus on facts and a formal procedures which can be intimidating and stressful for those presenting.

So imagine the difference if your people could keep the chairperson, magistrate, or judge more engaged. Imagine the impact of reframing apparently dull information into more appealing and powerful bite sized pieces. Magistrates and judges react very favourably to well planned and delivered information. This course also gives some tremendous insights into the psychology of influencing, persuasion and confidence building techniques.

After attending this course your people will be more confident presenting information in formal settings. This new found confidence does make a significant difference and you'll find that your team will achieve better outcomes.

THIS COURSE IS IDEAL IF YOUR PEOPLE FACE ANY OF THE FOLLOWING SITUATIONS:

- ▶ Your opposition is more experienced and articulate
- ▶ Your opposition is highly organised
- ▶ Your opposition seems to be in more control
- ▶ Your opposition is a better story teller
- ▶ Your opposition has a better presence

AT THE CONCLUSION OF THIS COURSE PARTICIPANTS WILL BE ABLE TO:

- ▶ Arrange information in a logical and precise manner
- ▶ Develop strategies to improve confidence
- ▶ Feel more comfortable and less anxious
- ▶ Present formal & factual information in an engaging and powerful manner
- ▶ Incorporate influencing and persuading techniques into formal presentations
- ▶ Develop formal presentations that adhere to the guidelines of formal situations such as tribunals etc
- ▶ Represent their organisation with confidence and professionalism.

"It's high time that all Government representatives start presenting arguments to me rather than reading out facts that I already have"

— **Magistrate's Abbreviated Comment from Court Transcript**

THE NUTS AND BOLTS

This program can be conducted as in house training at your offices.

Guidelines

- **Group Size:** An ideal group size is 6–10 participants.
- **Venue:** For your convenience, you can choose to conduct this program at your offices. Alternatively, we can provide a training venue at a small additional cost.
- **Duration:** Each course can be conducted as a one day program.
- **Cost:** Upon request.

- **Target Audience:** Government staff and managers giving evidence or making representations. For example (but not limited to) Child Care Workers, Housing Staff, Planning Staff, Safety Inspectors, HR, Health Professionals, Finance Regulators, Statutory Enforcement Officers, Police, Custodial and Customs

Look at what you receive within 24 hours at no cost:

- a program outline
- a bio of a proposed trainer, with a proven track record training in Government
- training cost
- possible training dates (if requested)

Contact us today:

Preferred Training Networks

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