

CAMPANILE TOOLS

Based on our Communicate with Purpose method, the workshop aims at delivering goal-conscious presentations suited to the topic and the presenter's competencies.



Present with Purpose



Presentations are more than just presenting ideas. Effective presentations form links within and between organizations, close deals and motivate people. People who present better help companies make better decisions and deliver better results.

Who are we?

Based in Shanghai and working all over the world, Campanile Management Consulting is a vibrant team with versatile professional and cultural backgrounds. Our consultants bring experience in diplomacy, management, foreign trade, business services and training to our projects. Thanks to working with strategic partners worldwide, we stay ahead of the latest methods in leadership science and practices, and provide our clients with cutting-edge tools in a flexible and user-friendly way.

How do we work?

The individual focus of our work implies that we never deliver the same product twice. Carefully defining a small number of impactful changes takes additional work at the start, but ensures lasting results later.

Present with Purpose

Most unsuccessful presentations fail because of poor preparation. Insufficient preparations make presentations difficult to follow and even more difficult to agree with. Poorly prepared presentations divert attention from the core topic and draw most of the attention to an often-nervous presenter. Well-prepared presenters manage to keep their focus on the essence of their business without trying too hard to entertain.

Based on our Communicate with Purpose method, the workshop aims at delivering goal-conscious presentations suited to the topic and the presenter's competencies. We develop skills to plan, prepare and align your presentations with your business objectives.

Key skills for presentation

Learn how to:

1. Decide why to present
2. Understand your audience
3. Keep your focus on the target
4. Select and prepare data
5. Create a clear structure
6. Decide what to show and what to tell
7. Use body language and timing
8. Interact with high confidence
9. Build commitment and follow up

The workshop makes you able to:

- Reduce preparation time
- Set clear targets for presentations
- Present the right amount of data
- Face audience questions without fear
- Engage and motivate your audience
- Build commitment and get results
- ...and of course all of this will give you clarity and confidence when you present.

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Previous users of this programme:



What does a typical programme look like?

Awareness:



We start the project by listening to the client's description of their business, the situations where people need to present, the successes and challenges they experience. Before we commit to any changes, we assess each participant's natural communication style using personality or behavioural tools, chosen either by the client or by Campanile. Finally, we set clear goals and decide on the best ways to accomplish them: consulting, coaching, workshops or more.

Skills:



Now that we know why and how programme participants use presentations, we design and deliver customised presentation methods in the form of presentation templates, individual and group coaching and workshops. Participants design and present job-specific materials under realistic time pressure, and receive intensive feedback from facilitator and peers. Each activity builds on the results of the previous one, and can be adjusted accordingly.

Habits:



Without proper follow-up, consulting, coaching and training becomes a distant memory after six months. We know how busy people are, and therefore we design our projects realistically. From simple reminders to refresher workshops, we offer a dozen ways to turn a single programme into a habit-changing journey of improvement. We also work together with our clients to ensure that levels, units and teams within the company support each other's improvement.

We deliver!

For a detailed online brochure and photo gallery of previous programmes, visit our site at:

www.campanileconsulting.com

Please send your questions and requests to:

info@campanileconsulting.com

What makes Present with Purpose effective?

- It is based on the **personal & team assessment**
- We work together with the client to **define the outcome** of the course
- We **customise the content** of the course, including printed workshop material
- Participants use current **work-related examples** to apply new methods
- We use **case studies** based on information collected from the client
- Participants create **personal improvement plans** that we will follow up
- We carefully **monitor the outcome** of the course and
- We provide our clients with detailed **reports and follow-up plans**

Our philosophy at Campanile is never to deliver the same programme twice. For customized solutions tailored to your industry and specific needs, [contact us](#).

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