

# Presenting Excellence

International Training, Conferences & Seminars

# The de Burgh Group

Inspirational presentation, impact and communication training delivered by leading experts.

## PRESENTING EXCELLENCE

### Public Speaking

Successful public speaking is the art of combining persuasive language with engaging delivery to inform, inspire and influence others. An engaging speech can significantly raise your profile, yet there are many who fear public speaking. We will help you develop your individual style, overcome any fears and learn the techniques of great speakers.

### Personal Impact

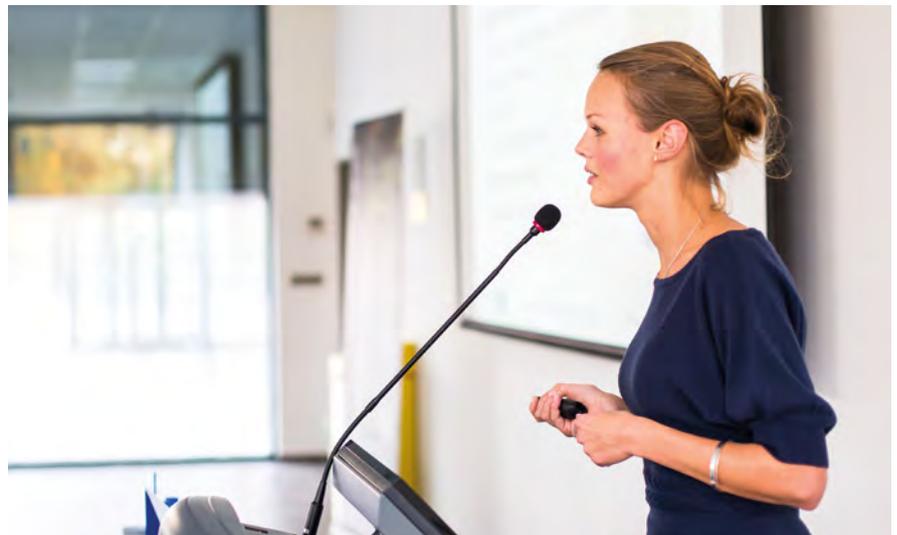
In any business we need to connect quickly and effectively with colleagues and clients alike to establish meaningful relationships and we need to do so with presence and impact. Learn how to demonstrate confidence in any situation and how to have a positive and memorable effect on others.

### Presentation Skills

Mastering the skills of effective presentation is a key aspect of professional development. Whatever your level, you may be required to present and we will work with you to develop the essential skills and techniques involved in designing and delivering dynamic presentations.

### 1:1 Coaching

Whether you are a business leader or in a newly-promoted role, we will listen to your requirements and work with you to achieve your goals with a programme of coaching tailored to your needs. ■



## ON-SCREEN PRESENCE



### Speaking on Camera

This dedicated course is for anyone who has to deliver pieces to camera for in-house video, webinars or YouTube. You will learn how to bring your material to life and appear confident and relaxed in front of the camera.

### Media Training

Speaking to the media can be an extremely important part of business whether on television, on radio or in print. Learn first-hand what journalists want and how to deliver key messages quickly and with confidence in any media environment. ■

## TRAINING

We provide transformative training by developing existing talent and addressing future potential.

## CONFERENCES & SEMINARS

We run independent events which challenge, connect and inspire audiences.

## BUSINESS DEVELOPMENT

### Persuasion and Influence

Explore the subtle techniques of split-second and long-term persuasion and influence, so that you are better equipped to move people, change minds and influence others.

### Negotiation

In this masterclass you will learn how to use the principles of successful negotiation based on the Harvard approach, as well as exploring trust, 'negotiating backwards' and dealing with deadlock.

### Networking and Business Development

Business Development is all about establishing, nurturing and maintaining relationships. This masterclass will give you the tools and confidence to build your network by examining the essential strategies required to get the best from any event.

### Successful Pitching

Planning and preparation are two key elements to the success of any pitch – the third is practice. We will facilitate your pitch training under 'live conditions' and provide practical and impartial feedback to ensure that your team is working together and ready to perform at maximum potential. ■



## SPECIALIST TRAINING

### Resilience and Time Management

Increased availability, mounting time pressures and growing work load are all part of professional life. This course will help you to manage your time efficiently, reduce unnecessary stress and increase productivity.

### Effective Communication in English as an Additional Language

A specialised course designed for anyone who is required to communicate in English as a non-native speaker. Focussing on presentation in English and the art of 'small talk' as well as areas of pronunciation, the course is run for single or multi language-based groups.

### Graduate Training

Providing graduate trainees with the core skills they need to develop into future leaders from day one will reap dividends in the medium and long term. We support trainee induction

schemes with programmes including introductory impact, networking and presenting training as well as developing a personal brand.

### Management and Leadership

What are the qualities of a great leader? How does leadership differ from management? What is your role as a manager? These seminars address the different styles of leadership and management, the importance of flexibility and what distinguishes effective leaders and managers. ■





[www.deburghgroup.com](http://www.deburghgroup.com)

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