

# Presentation and Influencing Skills

## The Consulting Team

Facilitating Positive Changes

*The Consulting Team's Mission: Facilitating positive change by increasing effectiveness of leaders, teams, and organizations through consulting, coaching, conflict mediation, and training.*

**Dr. Marilyn Manning, CEO**

### Partial Client List

Over 100 California Cities,  
Special Districts, and Public  
Agencies  
Arthur J. Gallagher Insurance  
California State University  
System  
California Water Service  
Contra Costa County  
Kaiser Permanente  
Meyer Sound  
Minami Tamaki, LLP  
Attorneys  
National Speakers Association  
Pacific Cheese Company  
San Mateo County Sheriff  
State Compensation Insurance  
Fund  
Stanford University  
State of California  
Social Security Administration  
Synthetic Genomics  
Police Officers Standardized  
Training (POST)

This workshop is designed to help build dynamic presentation and influencing skills. Participants will capitalize on their strengths and overcome their limitations.

### **Are your presentations highly effective? Learn how to:**

- Create powerful, convincing presentations
- Organize high level content
- Master no-fail content
- Adapt messages to the styles of the audience
- Enhance listening and feedback skills

### **Do you use influence to get the outcomes you desire? Learn how to:**

- Motivate and influence diverse audiences
- Sell your ideas and build buy-in
- Think on your feet and sound organized
- Capitalize on the diversity of communication styles
- Flex your style for greater effectiveness
- Turn your stories and experiences into influencing strategies

*"I highly recommend the services of Dr. Marilyn Manning to organizations interested in improving their performance through innovative leadership strategies. She helped leaders develop a greater understanding of how their interpersonal communication style can be enhanced to maximize productivity and job satisfaction."*

- Walter B. Tibbet, Chief of Police, Alameda Police Department

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