

# Individual training: Professional preparation for a successful presentation

With Personal Trainer for you ideal learning success

A convincing presentation can be the key to success. Whether you want to convince your audience, push through your proposals or make your case - a professional presentation can be crucial. Learn intensively how to prepare your presentations in terms of content, argumentation and captivation. Practice using your own presentations and examples to leave a lasting impression on your audience.

In this individual training course, you will learn how to convince committees, employees and customers of your concepts, results and products. Take the opportunity to take a closer look at the topic of presentation preparation!

## Success factor: structure

- Market your work results convincingly.
- Structuring a successful business presentation.
- Identify meaningful core statements.
- Pyramidal thinking.
- Tips for PowerPoint presentations.

## Success factor: rhetoric

- Define and reach goals, decisions and target groups.
- Deliver convincing arguments.
- Build rapport with the audience.
- Develop a good speaking style.

## Success factor: English language

- Relevant English phrases for presentations and for leading discussions.
- Overcoming insecurity - articulating clearly.
- Using humour convincingly.

## Handling difficult situations

- Manage interruptions, questions and objections.
- Gain desired results even in adverse conditions.
- Handle your stage-fright.
- Perfect communication without perfect grammar.
- Maintain your focus and handle stress.

## Managing intercultural situations

- Recognise signals of respect, openness and understanding.
- Reflect on your own behaviour without stereotyping do's and don'ts.
- Manage misunderstandings.

## What is individual training?

One-on-one training is a personalized 1:1 format with an experienced trainer. Together, you will design the training to perfectly match your goals and needs. The content of our seminars, which have proven successful for years, serves as the foundation for your personalized one-on-one training. Benefit from the transfer of knowledge and skills related to your chosen topic.

You can find further answers to questions about one-on-one training with a personal trainer in the FAQs below.

## Your benefits

You learn,

- What is important when presenting.
- How to use the right media in a targeted and professional manner.
- How to adapt specifically to your target group and argue convincingly.
- The trainer focuses exclusively on you and takes your individual needs into account.

## Online Learning Platform

Once you have registered, you will be able to access your online learning platform, including extra materials for consolidating what you have learned.

## Who should attend

Specialists, office workers and managers as well as project managers who need to present in English. All those who need to work in the English language in everyday business and have to make presentations within and outside of their organisation. Language competence should be intermediate or good.

## Open Badges - Show what you can do digitally too.

Open Badges are recognised, digital certificates of participation. These verifiable credentials are the current standard for integration in career networks such as LinkedIn.

With them, you digitally demonstrate the competences you possess.

After successful completion, you will receive an Open Badge from us.

Read more:

<https://www.haufe-akademie.de/seminare-lehrgaenge/trending-topics/open-badges>



## Personal Trainer



### Jonathan Backes

Ich bin Coach, Trainer und Berater mit Schwerpunkt auf Verhandlungs-, Rhetorik- und Kommunikations-trainings. Ich arbeite mit Menschen, die klarer auftreten, überzeugender kommunizieren und ihre Interessen souverän vertreten wollen.

Mich motiviert, wenn aus innerer Unruhe Struktur entsteht und aus Unsicherheit eine klare Haltung. Diesen Beruf habe ich gewählt, weil ich überzeugt bin, dass Wirkung, Durchsetzungskraft und gute Entscheidungen erlernbar sind. Nicht durch Tricks, sondern durch Selbstführung, Reflexion und einen klaren, professionellen Prozess.



### Bob Feldman

I enthusiastically help you heighten and resonate your presence and to express yourself with confidence and impact. At the same time, I guide you into deeper self-exploration, looking at personal values and visions, reducing stress and increasing energy. We need a balance between the outer and inner, between productivity and empathy, between standing out and turning inwards with time for reflection. Born and raised in Chicago, I have lived and worked in Asia and Europe for the past 30 years, training and coaching individuals from all levels and all industries, informed and infused with my long experience as an actor, therapist and educator.



**Steven Ojoo**

I'm Steven Ojoo, consultant, trainer, and coach. I help individuals, teams, and organizations strengthen soft skills, communicate clearly, lead confidently, and collaborate effectively across intercultural contexts. I am motivated by empowering people to realize their potential and achieve lasting growth. My practical, interactive approach covers communication, feedback, conflict resolution, presentations, team building, and negotiation. Seminars and workshops are tailor-made to meet each organization's needs, enabling leaders and teams to create sustainable impact.



**Dr. Nigel Paterson**

I am widely experienced in the field of education, training and the third sector. I love learning, so I continue to read and attend training in order to develop my expertise. Even from before my first degree at Cambridge, I have found great pleasure and satisfying success in helping others to learn and to learn from them in the process. Over the years I have developed a special focus in helping individuals and organisations who are in some kind of transition to achieve their full potential or to reach their intended horizon. I have also become very interested in helping people to communicate better and more effectively.



**David Preston**

Menschen dabei zu helfen, klarer und wirkungsvoller zu kommunizieren, war schon immer mein Antrieb – von meinen Anfängen als Englischlehrer bis zu meiner heutigen Arbeit als Kommunikationstrainer.

Mich zeichnet aus, dass ich Kommunikationspraxis mit wissenschaftlichen und psychologischen Erkenntnissen verbinde. Ich zeige nicht nur wie Kommunikation funktioniert, sondern auch warum – und wie sich dieses Wissen konkret im Berufsalltag einsetzen lässt.

Meine Motivation ist es, Menschen Werkzeuge an die Hand zu geben, mit denen sie sofort sicherer auftreten, überzeugender argumentieren und Gespräche bewusster steuern können.

**Training details**

Einzeltraining | Online

4 Stunden

**Participation fee**

€ 1.140,- excl. VAT

€ 1.356,60 incl. VAT

## Your registration options

Online: [www.haufe-akademie.de/41084](http://www.haufe-akademie.de/41084)

E-mail: [anmelden@haufe-akademie.de](mailto:anmelden@haufe-akademie.de)

Book your training course quickly and easily online. Please be sure to enter the name of the participant and the full billing address with telephone number and e-mail address.

In our Questions & Answers (FAQ) section you will find all the answers to the most frequently asked questions about our training courses:

<https://www.haufe-akademie.de/faqs>

You can also find our detailed conditions of participation on the Internet under [www.haufe-akademie.de/agb](http://www.haufe-akademie.de/agb) or in the overall program.

You can find the complete data protection regulations at [www.haufe-akademie.de/datenschutz](http://www.haufe-akademie.de/datenschutz).

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