What You Will Learn

Albert Einstein once famously said, “If you can’t explain it simply, you don’t understand it well enough.” Whether you are having an informal conversation with your peers, speaking with your boss in a 1-1 setting, or delivering a formal presentation to a client, you are constantly being evaluated on how well you communicate. Numerous studies show that those who are able to clearly and succinctly articulate facts and points of view often enjoy greater professional success. Furthermore, those who develop effective communication and presentation skills tend to be those who truly lead others toward meaningful action.

In this interactive and experiential session, participants will learn how to deliver formal and informal presentations which inspire and influence. Specifically, those in attendance will learn best practices for holding the attention of others while maintaining an appropriate confidence level and presence. Participants will also discover how to open and close presentations in a manner that leads to action, handle objections in real time, and make meaningful connections with those listening to the message.

Key Topics

- Developing high interest presentations which “stick” with participants
- Incorporating attention grabbing techniques throughout the presentation that stimulate the minds of those in attendance while maintaining focus on key points
- Understanding the importance of proper body language, tone, and word choice – especially in handling objections
- Building confidence and remaining calm under pressure
- Gaining immediate interest from your audience through powerful openings
- Closing with actionable next steps

Who Should Attend

This session is appropriate for all individuals wanting to improve their communication and presentation abilities.

About the Instructor

Mike Allison is an instructor for Bloch Executive Education, and serves as the sr. director over Associate Learning for Cerner Corporation. Mike leads US and internationally-based teams which develop and deliver world-class, end-to-end learning solutions for thousands of employees and partners across the globe. He also personally instructs and coaches front-line and sr. leaders across a variety of venues. Since joining Cerner in 1997, Allison has also served as a director, practice manager, business development manager, and consultant within both the client learning and consulting organizations. Prior to joining Cerner, Allison was involved in city management for three years, working primarily as a management analyst for the city of Kansas City, Mo. He earned a bachelor’s degree in international relations and a master’s degree in public administration from Brigham Young University.

Register Online

To register for this seminar or learn more about Bloch’s seminar offerings, please visit bloch.umkc.edu/execedseminars.