

# 2018 BLOCH EXECUTIVE SERIES

## Perfecting the Presentation:

### *How to Develop and Deliver Messages that Inspire Action*

Tuesday, March 6 | 9AM – 4PM

#### 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

Anyone desiring to enhance their communication and/or presentation skills.

#### About the Instructor



**Mike Allison** is an Adjunct Professor and Bloch Executive Education instructor within the Bloch School at UMKC. He is also the Vice President of Training and Development at AMC Theatres, where he directly partners with senior leadership to drive comprehensive strategies that enable the organization to build, support, and retain the talent needed to realize business outcomes. Prior to joining AMC in early 2017, Mike spent nearly 20 years at Cerner Corporation. For most of that period, Mike held executive responsibilities within both the client and associate learning organizations. His learning teams, many of which were internationally based, provided practical and effective end-to-end learning solutions to Cerner

clients and associates around the world. Before joining Cerner, Mike 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.

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at the UNIVERSITY OF MISSOURI-KANSAS CITY