

Power Presentations: How to increase your presentation and negotiation skills

Daily business life is full of presentations – from selling an idea to selling your services. It's not always the most highly qualified person or company that wins the job (or wins over the audience on an idea). The winners are usually those who present themselves and their ideas the best! This 45-minute seminar will be about how to sharpen your skills at compelling presentations. Learn how to better read your audience, word-craft your speech, make your ideas easy to digest and radiate confidence – with appropriate humility!

Brief bio

Dr. Sheila Kessler is the author of *Winning Sales Presentations, Compelling Proposals and Informal Negotiating Skills*. She was Strategic Sales Manager at Fluor Daniel (a Fortune 500 engineering/construction firm) for nine years. In that role she orchestrated and coached major sales presentations and proposals. Her training and coaching programs increased the sales hit rate from 23 percent to 67 percent. As President of Competitive Edge for the past ten years, she has coached / trained individuals and groups at over 100 of the Fortune 1000 companies, government agencies (including OCTA) and small companies.

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