

Pitching:

How to influence decision making



Preparation for the course



- ✓ multilingual **online** questionnaire, internationally validated
- ✓ detailed report to know your **natural** communication and influencing **style**

Course structure – virtual classroom

- ✓ 4 modules (2 hours each) with exercises during and between one module and another
- ✓ **individual development plan** at the end of the last module
- ✓ follow-up (2 hours) after 6 weeks to share the progress and results obtained and continue the application of the techniques acquired
- ✓ **maximum 6 participants**

Individual coaching upon request during or after the course for a **customised** approach based on your specific needs

Why participate?

Pitching is the ability to make a brief and effective presentation which persuades the decision making of the audience.

The course provides **proven techniques and tools** for improving both the planning and the delivery of a pitch.

The course includes **simulations with feedback** in order to facilitate participants' engagement and learning.

Objectives

- ✓ acquire a **systematic method** to **design** the pitch structure and develop **key messages** based on audience characteristics
- ✓ improve the ability to **make a pitch** through the consistency between verbal, para-verbal and non verbal aspects
- ✓ apply the techniques and tools provided to your own pitch and receive immediate **feedback**

Language English, Italian

Contact us for more information!



**Performance
Technology
Solutions**

Via Valparaiso 10, 20144 Milano 02 72 09 45 14
www.ptsonweb.com info@ptsonweb.com