



KOUNNIS ACADEMY

Professional & Personal Development

Delivering **Powerful** Presentations

**Master the Art of Impactful Presentations
and transform how you communicate,
inspire, & lead**

The programme has been approved by the HRDA. Enterprises/
organisations participating with their employees who satisfy
HRDA's criteria, are entitled to subsidy.



Programme Overview

It combines the theoretical knowledge presenters need to have about powerful and impactful presentations, with practice. After participants get familiar with the various stages of presentations, i.e. planning, preparing, and delivering a presentation, they will practice storytelling, professional presentations, and impromptu presentations.

Participant profile

Business professionals, who have the task of promoting professional services to clients
Salespeople, and team leaders/managers



Key Skills Developed

- ✓ Describe the fundamentals of communication and effective presentations
- ✓ Formulate the 3 presentation stages: planning, preparation and delivering
- ✓ Demonstrate confidence and influence the audience through body language
- ✓ Develop techniques to engage, influence and captivate the audience
- ✓ Select the most appropriate and influential presentation technique
- ✓ Organise and structure a powerful and impactful presentation
- ✓ Explain the delivery technique chosen for maximum impact
- ✓ Support arguments and points of view to convince the audience

Program Modules

Module 1

The 3 stages of powerful presentations

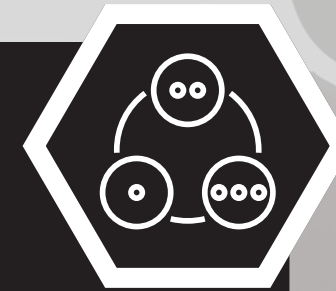
- Planning a presentation
- Preparing a presentation
- Delivering a presentation



Module 2

Communication and Body Language

- Verbal and non-verbal communication
- Principles of effective oral communication
- Professional body language



Module 3

Storytelling & impromptu presentations

- The power and technique of storytelling
- Managing impromptu/unexpected presentations
- Practice storytelling



Module 4

Practising Presentation Skills

- Business presentation by each participant
- Feedback from other participants



Module 5

Practising impromptu presentations

- Short impromptu presentation by each participant



Programme Faciliator

Marios Melanides

BA (Political Economy), MBA (HRM), Certified HRDA trainer

His career started in London, where he worked for two years in two different Accounting firms. Upon his return to Cyprus in 1989, he joined Laiki Bank, where he worked in the area of Human Resources and Training & Development for 11 years. During this period, he was heavily involved with Manpower Planning and the Development of Performance Management Systems. Part of his role was to design and deliver relevant training programs to the members of staff, as well as to managerial staff. His career continued with Sharelink Financial Services (SFS) Ltd from 2001 to 2002, at the position of Head of Human Capital. A major part of his role was to set up the Training Department and deliver courses such as, Performance Management, Excellent Customer Service, Interviewing Skills, Presentation Skills, Communication Skills, etc. In 2002, he moved to PwC Ltd in the position of Manager in the Human Capital Department. In 2008 he was promoted to the level of Director of Human Capital, a position that he held until the end of March 2022. During his tenure with PwC part of his role was to train managerial staff in Performance Evaluation & Coaching Skills, Interviewing Skills, etc. Since the set up of MMELANIDES People Advisory in October 2022, Marios provides HR advisory services and delivers training programs to public and private organizations as an independent HR consultant. He also provides a wide range of HR-related services through a network of associates in Cyprus and abroad.

Marios is a founding member of the Cyprus Human Resource and Management Association (CyHRMA), a member of the Cyprus Economic Society (CES), and a member of the Board of Directors of PASYKAF.



Guest Speaker



Constantinos Kounnis

Founder and Managing Director of
C.Kounnis & Partners & Kounnis Academy

BA (Econ), MA (Cantab), FCA, ADIT, Certified
HRDA Trainer

Programme Details:

Duration

7 Hours / 7 CPD's

Language

Greek

Delivery Method

Face to Face

Time & Location

09:00 - 17:00

Kounnis Academy Training
Center

Fees

€190 - Original Cost

€50 - Cost after HRDA
subsidy

Seminar Dates

19 November 2024



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