

YOU are the presentation!

The art of the pitch

Getting Your Point Across Effectively

1. How do I get people to pay attention?
2. Why should people listen to me?
3. Will the CEO sign a cheque after I'm done?
4. I am not creative. How can I make a dazzling presentation?
5. How can I communicate my numbers effectively?
6. How do I prepare for the unexpected.

Making a presentation is akin to telling a story. Engaging an audience, which is often comprised of people with diverse interests, is a tricky proposition. Presenters often tend to get too invested in the technicalities of the presentation and lose sight of the big picture.

Most workshops and guidebooks on the subject generally focus on presenting to large audiences. This workshop recognizes the more common need of presenting to smaller groups, such as clients, internal groups, and senior management.

Zaheer A. Kidvai will help you understand what to do, what not to do, what to put in, what to leave out, and most importantly, how to capture the imagination of your audience.

What Will be Covered

- Establishing Credibility
- Components of a Presentation
- Content and Context
- Design Matters
- Stunning Charts
- Humour and Anecdotes
- The Art of Delivery
- Damage Control
- Finding Resources

Who Should Attend

- IT Professionals
- Business Executives
- Junior Managers
- Consultants

Format

- Presentation
- Interactive Session
- Hands-on Exercises

Zaheer A. Kidvai

Workshop Facilitator

Zaheer Alam Kidvai

Master Mariner

Member of the Institution of Analysts and Programmers (UK)

BUSINESS:

2000-Current: Co-founder/CEO of Beyond information Technology Solutions Pvt. Ltd. (BITS), Karachi - a New Media company offering CD-ROM and Web-based Applications for Education, Corporate Training, Corporate Intranet Solutions.

1992-2000: Co-founder Enabling Technologies, Karachi Pakistan

1984-Current: Co-founder Solutions Unlimited, a family-owned Education Technology consultancy offering, since 1985, technology implementation programs and teacher training to schools (K-12) for Cross-Curricular Computing.

EDUCATION LINKS

Set up Department of New Media for Hamdard University, Karachi.

Headed and lectured at Department of New Media (Hamdard Institute of Information Technology) 1997-2000

Member Academic Board Textile Institute of Pakistan

Member Advisory Committee Beaconhouse National University

Member Academic Committee TNS_Beaconhouse

Member Board of Governors, Virtual University of Pakistan

Ex-Member Advisory Committee Institute of Chartered Accountants Pakistan

IT Coordinator South Asia Foundation's Learning Initiative linking several universities in the SAARC member countries.

Workshop Leader at TRC and other Teacher Training bodies.

PROFESSIONAL ACTIVITIES

Headed team that developed Pakistan's first Interactive CD-ROM and Information Kiosk System for IBM Pakistan.

Conceptualized and led development of the ABN -AMRO CD-ROM documenting 50 Years of Art in Pakistan

Authored and developed internationally acclaimed CD-ROM on The Life and Times of Pakistan's renowned poet Faiz Ahmad Faiz

Lectured in Australia as part of the Education Technology Awareness Program for Kuwaiti Ministry of Education Delegates.

Conceptualized and implemented The Cybrary, a low-cost electronic publications-sharing system for Workgroups, Educators and Students.

Speaker at several Education and Technology conferences.