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PRESENTING TO INFLUENCE

BY ELITE INDIGO

From confident presentations to meaningful connections—one skill at a time.

Walk away with actionable strategies to deliver impactful presentations, build rapport, and communicate with clarity to influence your audience effectively

REGISTERED HRD CORP TRAINING PROVIDER

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100% HRDF Claimable

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Presenting to Influence

• Program Overview

A Winning Presentation

- Breaks your fear and build eloquence in speech (Power of fake it to make it)
- Connects your thoughts directly to the audiences' and get your ideas across easily (Power of Getting Straight to the point)
- Builds your rapport, trust and credibility (Power of Liking)
- Provide clarity and make consensus and approvals possible (Clarity leads to success)
- Yields a high success rate in meeting the intent of the presentation

• Course Objectives

By the end of this program, participants will be able to:

- Organise ideas and thought effectively
- Express technical ideas in an easy way
- Structure ideas into presentation template
- Techniques of present to win
- Best use of body language
- Build quick rapport and first impression
- Preframing to set the winning state
- Defeat the stage fear
- Active listening and evaluation
- Technique to answer difficult questions

• Key Learning

Participants will learn to :

• Master the Articulation Formula for structured, impactful communication.
• Use the SBI Model to provide actionable, specific feedback.
• Strengthen relationships by embracing curiosity, openness, and interest in others.
• Navigate challenging conversations effectively with the CLEAR Model.

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• Training Methodology

A fun and interactive workshop with practical sessions, role playing, live pitching, impromptu speaking, and personal evaluation for Pre-course and Post-course presentation.

• Duration

Two (`2) Full-Day Workshop – 16 hours ;

• Target Audience

This course is ideal for:

- Managers seeking to present ideas clearly and inspire their teams.
- Senior Executives aiming to influence key stakeholders with strategic messaging.
- Technical Specialists who need to simplify complex information for diverse audiences.
- Financial Analysts looking to present data-driven insights persuasively.
- Public Affairs Experts focused on building public trust and effective narratives.
- Sales & Marketing Professionals striving to create engaging and persuasive pitches.
- Training Professionals wanting to design and deliver more impactful sessions.

Participants will confidently engage in discussions and activities that strengthen their presentation and communication skills. They will gain practical tools and techniques to deliver impactful messages, build rapport, and handle audience interactions effectively, fostering clarity, trust, and influence in professional settings.

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• Course Outline & Schedule

Duration	Day 1	Day 2
1 Hour	**Module 1: Get to the Point**	**Module 6: Fake It to Make It**
1 Hour 30 Mins	**Module 2: Making the Presentation**	**Module 7: Avoiding Common Communication Traps**
1 Hour	**Lunch**	**Lunch**
1 Hour 30 Mins	**Module 3: Before the Presentation**	**Module 8: Active Listening**
1 Hour 30 Mins	**Module 4: During the Presentation**	**Module 9: Make Presentation Effective**
1 Hour 30 Mins	**Module 5: Handling Questions**	**Recap of all Modules 1-9 and Reflection**

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Presenting to Influence

What participants are saying about this Training Programme?

"I personally strongly recommend this course to whoever that needs to present frequently. I had to settle a matter with Senior Management, I updated my presentation slides based on the tips I've learned and the presentation went very well without further questions. I also see some significant improvement from the other team members after attending the training course."
— Intel MCI Automation Integrator

"I really enjoyed this class a lot. I'm a good listener but when it comes to participation, I'm not good with that. But in her class, I can say I participated around 70-80% of the time as it was like a 2-way conversation."
— Dell Employee

"Class is engaging, content is interactive, new skill (presentation skill, PPT design skill) is learned."
— Intel Employee

"Love the training! It was definitely eye-opening and will be helpful for me when I present in a formal presentation or in a normal conversation."
— Tiffany, Intel Employee

"Keep it up, I would love to repeat this course next year and see how I have improved."
— Khairul , Intel Employee

"Learned a lot of things that I'm not aware of on how to present and influence."
— Muhammad Nasih, Intel Employee

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Presenting to Influence

• Trainer Profile



The Facilitator

Sunnie Toh

Professional Trainer and Leadership Coach
Certified NLP Expert | Communication Specialist | Leadership Mentor

Sunnie Toh is a dedicated trainer and coach with over five years of experience in leadership development and communication. She specializes in helping individuals and teams unlock their potential through mindset shifts and practical strategies for growth. Sunnie has collaborated with organizations to design impactful programs that inspire confidence, clarity, and connection.

Her mission is to empower individuals to embrace growth, foster meaningful connections, and create lasting positive change. Sunnie lives by the belief that "Purpose fuels progress."

Sunnie's Facilitation Style

3E – Engaging, Empowering, Effective

Engaging: Captivating participants with dynamic and interactive sessions that spark curiosity and active participation.

Empowering: Equipping individuals with the tools and confidence to take ownership of their personal and professional growth.

Effective: Delivering practical strategies and actionable insights that drive measurable outcomes and long-term success.

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Presenting to Influence

What participants are saying about the Trainer?

"The trainer is really good in engaging to ensure we understand deeply. We need more. 2 days is not enough! We need more from her."
— Emilia, Intel Employee

"Sunnie Toh was amazing. I had a great time reflecting on myself and learned a few ways to handle changes and become a better listener. Thank you."
— Sugu, Intel Employee

"Sunnie Toh is a very good trainer, who addresses our questions clearly, explanation is clear. Ensure she recalls all the modules we covered on the first day. Thank you Sunnie. Good to know you."
— Devi, Intel Employee

"The trainer is able to make the participants engaging and have a great time during each session."
— Norshaadah , Zebra Employee

"The trainer, Sunnie, is really knowledgeable in the area and she is very engaging. I really like her training sessions."
— Jane, Zebra Employee

"The most fun, interactive, full of passion trainer I have encountered so far. Well done. I feel enlightened after attending this course. Thank you."
— Angeline, Zebra Employee

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ABOUT ELITE INDIGO

We are dedicated to empowering businesses to achieve their full potential. With a team of seasoned professionals and a wealth of industry experience, we offer tailored consulting services to help organizations overcome challenges and seize opportunities.

WHY CHOOSE US?

98% Customer Satisfaction based on Google Reviews



4.9 ★★★★★ 600 Google reviews

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Sharpen your technical prowess from programming, software and more.

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TEAMBUILDING

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