



Facilitative Presenting

While we have specific information we want to get across to others, we can create more engagement – and gain insights – through interaction. In virtual environments, this balance of presenting and facilitating can be particularly challenging. Rather than talking at the audience and hoping they'll stay focused, facilitative presenting creates a dynamic dialogue that's much more likely to lead, engage and persuade.

BRODY's Facilitative Presenting program focuses on how to encourage audience participation in a presentation while staying on track with your target message.

Learning Outcomes

Participants who complete this program will be better able to...

- Plan ahead for moments of interaction and dialogue
- Design presentations so that audiences want to participate
- Facilitate discussion and elicit questions while keeping the presentation on track
- Handle participant challenges and field questions confidently

Content:

1. Why Facilitative Presenting?
 - Engage. Encourage sharing. Foster collaboration.
2. Know your PAL™ (Purpose, Audience, Logistics)
3. Key elements of presentations
 - Powerful openings & conclusions
 - Presentation structure and organization
 - Stories & examples to build audience interest
4. Using your Virtual Presence to encourage interaction
5. Techniques for facilitating discussion and questions
 - Listening and asking questions
 - Facilitation techniques for the virtual environment
 - Behaviors that kill discussion and how to avoid them
6. Managing participant challenges

Optional: Small Group Coaching (90 minutes for each group of 3)

Participants deliver a 5-minute presentation with facilitated discussion in small groups, including Q&A. They are recorded and receive coaching and feedback from peers and trainer.