Creating Influential Presentations
This one credit, weekend course is a tactical course focusing on honing presentation skills. The course format will be interactive rather than lecture based. After completing this course, students should be prepared to create an effective presentation applicable to most business situations, including dealing with new clients, asking for new business and seeking employment.

The Course

- The lecture and exercises will be based on discussing the 5Rs: Research, Resolve, Razzle-Dazzle, Request, and Reaffirmation.
- One page (approximately) research assignment, due at the beginning of class on Feb 28th. I am not assigning readings for the course or papers. However, before attending class on Feb 28th, I would like you to write up a (approximately) one page, single spaced assessment with headings (traditional business format) addressing the pros and cons of private industry using drones.
- Because this is a tactical course, I will be discussing presentation tips Friday evening and Saturday morning with you. However, if you are to learn how to make convincing sales pitches, you need to have something to say. Saturday afternoon you will be working as part of a presentation team that will create a pitch to a client on this topic.

Grading Criteria:
Research Write up: 20%
Personal Presentation 40%
Team Presentations 10%
Team Work and Class Participation 10%
Written self-evaluation of video presentation 20%