JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

NLP and Enneagram Presentation Skills Training Course

17 – 28 October 2027
Doha

jupiterprime.uk

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

NLP and Enneagram Presentation Skills Training Course

Ref: 1146_43175 **Date:** 17 – 28 October 2027 **Location:** Doha **Fees:** 9900 GBP

NLP and Enneagram Presentation Skills is a 2-week training course for managers and professionals who present to boards, executive committees and senior clients, and who each prepare and deliver a Tailored Executive Presentation. Senior audiences decide quickly, and a message that ignores how different people take in information is often lost. The course is led by Jupiter Prime Training for presenters who must persuade people with very different priorities.

Why NLP and Enneagram Presentation Skills Matters Now

Three pressures shape senior presenting today: shorter decision windows in executive meetings, hybrid rooms where some listeners join on screen, and leadership teams with mixed cultural and professional backgrounds. Presenters who build rapport fast and frame the case for each listener's concerns win approvals, budgets and trust. Those who deliver one fixed script lose attention, invite challenge and see proposals deferred. The course draws on Neuro-Linguistic Programming NLP for rapport, sensory language and the Meta Model, and on the Enneagram, a nine-type model of motivation, to anticipate how each decision-maker listens.

Who Gains Most from NLP and Enneagram Presentation Skills

- Managers who take investment cases and proposals to boards or executive committees
- Specialists who brief non-technical directors on engineering, risk or finance findings
- Business development leads who pitch to senior client buyers and procurement panels
- Project and portfolio sponsors who report status and request decisions from steering groups
- Department heads who address town halls and announce change to large internal audiences

Leadership pipelines in banking, engineering and professional services gain most when several presenters attend together and agree a shared approach to audience profiling before major pitches.

NLP and Enneagram Presentation Skills Capabilities

Participants learn to read a senior room before entering it, then shape structure, language and delivery for the people who decide.

- Assess the likely Enneagram types of key decision-makers — tailoring the opening and evidence
- Apply NLP rapport techniques such as pacing and leading — building trust in the first minutes
- Design a persuasive structure using the Minto Pyramid and 4MAT sequence — board approval decisions
- Build sensory-rich language and reframes for objections — sceptical directors and finance committees
- Test vocal, gesture and spatial anchoring choices in rehearsal — confident delivery under scrutiny
- Communicate under hostile questioning with Meta Model clarifying questions — keeping control of the agenda

Key NLP and Enneagram Presentation Skills Terms

- Rapport — a state of mutual trust and responsiveness that makes listeners more open to a presenter's message.
- Pacing and leading — matching an audience's current view before guiding it towards a new position.
- Representational systems — the visual, auditory and kinaesthetic channels people favour when processing information.
- Enneagram type — one of nine motivational patterns describing what a person seeks, fears and pays attention to.
- Reframing — changing the context or meaning of a statement so an objection becomes a reason to agree.
- Anchoring — linking a gesture, position or phrase to a state or idea so it can be recalled later.

NLP and Enneagram Presentation Skills Day by Day

Day 1: The Senior Audience Landscape

- Executive Attention Patterns — What Boards Listen For First
- Stakeholder Influence Grid — Who Decides, Who Advises, Who Blocks
- Hybrid Room Dynamics — Presenting to In-Person and Remote Listeners
- Baseline Presentation Recording — Personal Starting Point for Feedback
- Presenter Credibility Factors — Expertise, Warmth and Composure

Day 2: NLP Foundations for Presenters

- NLP Communication Model — Filters That Shape What Audiences Hear
- Representational Systems — Visual, Auditory and Kinaesthetic Preferences
- Sensory Acuity and Calibration — Reading Real-Time Audience Reactions
- Pacing and Leading — Moving Listeners from Current View to Proposal
- Rapport Through Matching — Posture, Tempo and Vocabulary

Day 3: Language Patterns That Persuade

- Meta Model Questions — Clarifying Vague Objections and Assumptions
- Milton Model Patterns — Softening Resistance with Permissive Language
- Embedded Suggestions and Presuppositions — Framing the Desired Decision
- Sensory-Rich Storytelling — Making Data Memorable for Directors
- Content and Context Reframing — Turning Objections into Reasons

Day 4: The Enneagram and Audience Motivation

- Nine Enneagram Types — Core Motivations, Fears and Attention
- Head, Heart and Gut Centres — How Listeners Process Arguments
- Type Spotting from Behaviour — Clues in Questions and Language
- Presenter Self-Typing — Blind Spots in Personal Delivery Style
- Ethical Use of Typing — Avoiding Stereotypes and Manipulation

Day 5: Tailoring Messages to Enneagram Types

- Type-Based Opening Hooks — Capturing Each Decision-Maker's Interest
- Evidence Selection by Type — Data, Stories or Principles
- Risk Framing for Cautious Types — Reassurance Without Overloading
- Vision Framing for Achievement Types — Ambition and Measurable Gain
- Mixed-Type Committee Strategy — Balancing Several Listeners at Once

Day 6: Persuasive Structure

- Minto Pyramid Principle — Leading with the Answer for Executives
- 4MAT Sequence of Why, What, How and What If — Covering Learning Styles
- Problem-Solution-Benefit Arc — Building the Investment Case
- Signposting and Chunking — Keeping Complex Content Navigable
- Executive Summary Slide — The One Page a Board Remembers

Day 7: Voice, Body and Spatial Anchoring

- Vocal Variety and Pausing — Emphasis That Signals Priority
- Gesture and Posture Congruence — Body Language Matching the Message
- Spatial Anchoring on Stage — Positions for Problem, Solution and Future
- State Management Before Speaking — Accessing a Resourceful State
- Camera Presence for Remote Panels — Eye Line, Framing and Energy

Day 8: Handling Questions and Resistance

- Question Anticipation Matrix — Likely Challenges by Decision-Maker
- Bridging and Redirecting Techniques — Returning to Core Messages
- Hostile Question Handling — Staying Calm and Credible
- Silence and Disagreement Reading — Calibrating Unspoken Resistance
- Closing for Commitment — Asking Clearly for the Decision

Day 9: Visual Design and Data for Senior Audiences

- Slide Design for Executives — Fewer Words, Clearer Signal
- Data Visualisation Choices — Charts That Answer Board Questions
- Appendix and Backup Slides — Depth Without Clutter
- Pre-Read Documents and Briefing Notes — Shaping Opinion Before the Meeting
- Rehearsal with Video Feedback — Measuring Delivery Improvements

Day 10: Practising the Tailored Executive Presentation

- Audience Type Profile for a Real Board — Applying Enneagram Mapping from Day 4
- Structured Storyline Draft — Applying the Minto Pyramid from Day 6
- Objection Reframe Drill — Applying Language Patterns from Day 3
- Live Question Simulation with Peer Panel — Applying Techniques from Day 8
- Tailored Executive Presentation Delivery — Recorded and Reviewed by Peers

Applying NLP and Enneagram Presentation Skills After the Course

- Profile the likely Enneagram types of the next steering group or board audience and redesign the opening and evidence for the two most influential members.
- Run a rehearsal with a colleague using the question anticipation matrix and record how each challenging question was bridged back to the core message.

NLP and Enneagram Presentation Skills Questions FAQ

What are NLP and Enneagram presentation skills, and why do they matter now?

They combine NLP rapport and language methods with Enneagram motivation types to tailor presentations to each listener. They matter now because senior audiences decide faster, meet in hybrid rooms and come from increasingly varied backgrounds.

Which roles gain most from NLP and Enneagram presentation skills training?

Managers and specialists who present to boards, executive committees or senior clients gain most. Anyone pitching investment cases, briefing directors on technical findings or announcing change to large groups will use the methods immediately.

How do NLP and Enneagram presentation skills differ from a general presentation course?

They focus on the psychology of the listener rather than slides and stage technique alone. General courses cover structure and delivery; this one adds audience typing, rapport, persuasive language patterns and reframing for decision-makers.

What do you bring back from NLP and Enneagram presentation skills training?

You bring back a rehearsed presentation built for a real senior audience, with type profiles, a structured storyline and an objection plan. You can reuse the profiling method for every future pitch.

NLP and Enneagram Presentation Skills: The Way Forward

The Tailored Executive Presentation first informs how a participant opens and frames the next proposal put to senior decision-makers. Presenters use it with sponsors and colleagues who help rehearse major pitches. After its first use, the perspective worth revisiting is how accurately the audience profiling predicted the questions and reactions that actually came.