BLACKBIRD FOR TRAINING

Effective Briefing Skills and Techniques

22 November – 3 December 2027
Lisbon (Portugal)



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Ref: 3254879_324544 **Date:** 22 November – 3 December 2027 **Location:** Lisbon (Portugal) **Fees:** 9400 GBP

Introduction

In today's dynamic professional environment, the ability to deliver concise, impactful, and strategic briefings is an essential skill for leaders, managers, and professionals across various sectors. This course aims to equip participants with advanced skills and contemporary techniques in briefing preparation and delivery, leveraging modern communication tools, persuasive storytelling, and digital platforms. Participants will learn to influence decision-making, communicate critical information efficiently, and tailor briefings to diverse stakeholders and contexts.

Course Objectives

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

- Develop clear and compelling briefing messages tailored to specific audiences.
- Structure and deliver briefings with confidence and authority.
- Employ visual and digital tools to enhance briefing effectiveness.
- Apply modern communication strategies, including cognitive load management and data storytelling.

Course Outlines

Day 1: Foundations of Effective Briefing

- Understanding the purpose and various types of briefings within modern organizations.
- Identifying the key components of an effective briefing.
- Analyzing audience needs and expectations to tailor communication.
- Exploring the psychology of attention and information retention.

Day 2: Structuring Your Briefing

- Organizing information logically and establishing a clear hierarchy.
- Applying the Pyramid Principle and message-first structuring techniques.
- Utilizing outlines and standardized briefing templates.
- Managing time effectively during briefings.



Day 3: Content Development and Clarity

- Focusing on core messages and priorities.
- Eliminating unnecessary information to ensure clarity and brevity.
- Adapting language and tone to suit different audiences.
- Reducing cognitive load through streamlined materials.

Day 4: Visual and Digital Tools

- Designing impactful slides and visual aids.
- Incorporating charts, infographics, and data visualization techniques.
- Integrating multimedia and interactive elements.
- Leveraging modern communication platforms such as Zoom, Microsoft Teams, and Prezi.

Day 5: Delivery Skills - Verbal and Nonverbal

- Controlling voice modulation, pace, and intonation.
- Utilizing body language and facial expressions to enhance communication.
- Employing engaging and persuasive speaking techniques.
- Managing anxiety and establishing presence.

Day 6: Stakeholder Engagement

- Identifying stakeholder personas and adapting briefings accordingly.
- Handling questions and feedback with diplomacy and tact.
- Influencing decision-makers through strategic messaging.
- Customizing briefings for executive leadership versus technical teams.

Day 7: Briefing in Crisis and High-Stakes Situations

- Communicating effectively under pressure.
- Structuring urgent briefings and situation reports.
- Applying crisis communication frameworks.
- Maintaining credibility and composure during challenging scenarios.

Day 8: Data-Driven Briefings

- Utilizing evidence and data to support messages.
- Presenting data in formats conducive to informed decision-making.
- Employing dashboards and real-time updates.
- Avoiding data overload and bias.



Day 9: Storytelling in Briefings

- Enhancing briefings with narrative structure.
- Applying emotional intelligence to connect with audiences.
- Incorporating case studies and analogies effectively.
- Balancing storytelling with factual and logical content.

Day 10: Final Integration and Future Trends

- Developing a personal briefing style.
- Utilizing peer feedback and review processes.
- Exploring applications of artificial intelligence and smart tools in briefing.
- Examining emerging trends in executive communication and briefing formats.

Why Attend this Course: Wins & Losses!

- Acquire advanced briefing skills and leverage modern communication tools.
- Enhance your ability to influence decision-makers and communicate with various stakeholders.
- Utilize data storytelling and visual tools for greater impact.
- Be prepared to handle high-stakes and crisis situations with confidence.

Conclusion

Effective briefing skills and techniques are critical for professional and leadership success. Through this course, you will develop your personal briefing style, master modern visual and digital tools, and achieve a positive impact on your audience and decision-makers.

Join us to become proficient in delivering strategic messages and excelling in every briefing scenario!

