

FACILITATOR: MARIANNE VINCENT

Professional Background

Marianne is the Director of Training Quality at People Potential. She is the Master Trainer and developer of Presentations Alive!™, People Potential's flagship presentation skills programme. More than 15,000 corporate participants across the Asia-Pacific region have gone through the programme in the past 24 years.

She is a co-author of People Potential's 2017 book, *Articulate: New Methods for Managers to get Buy-In*.



Marianne works primarily with senior managers and talent for their presentations:

1. Executive Presence Coaching
2. Masterclass: Advanced Delivery Skills
3. Presentations Alive!™ (customised for senior managers)
4. Just-in-Time coaching (for business pitches to senior management)

She also trains and/or co-developed the following programmes:

- The Case Maker™
- Think on Your Feet®
- Presentations Alive!™ Licensing (for in-house trainers)



Academic Background

A Master Practitioner of NLP (Neuro-Linguistic Programming); Marianne also holds advanced NLP certifications in Language Patterns (Terrence McClendon, Australia), and Modelling (Robert Dilts, David Gordon, USA). Her uniqueness stems from the fact that besides being a gifted trainer, she also brings extensive knowledge about upfront performance and practice methods from her previous training abroad as a concert pianist.

Community Involvement

Marianne works with NGOs to strengthen their presentation skills. She has run programmes for many NGOs including a leading environmental organisation, a civil society organisation committed to promoting the rights of women, and a charity that helps people worldwide who are tempted to suicide or despair. She regularly conducts trainings in People Potential's NGO series.

Clients

Marianne's portfolio includes clients in China, Hong Kong, Indonesia, Malaysia, Singapore and the UK:

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| • Alliance Bank | • Experian | • Motorola |
| • AmBank | • Exxon Mobil | • Novartis Pharmaceuticals |
| • AmGeneral Insurance | • Finance Accreditation Agency | • OCBC |
| • ANZ | • iCIMB | • Petronas |
| • Astro | • International Medical University (IMU) | • S P Setia |
| • Bank Islam | • IJM | • Sony |
| • BOC | • Johnson & Johnson | • Standard Chartered |
| • CIMB | • Keysight Technologies | • Sunway Group |
| • Coca-Cola | • Maybank | • Taylor's Education Group |
| • Continental Tyres | • MHE Demag | • Time dotCom |
| • Dell | • MMC Gamuda | • TM |
| • Deutsche Bank | • MRCB | • WWF Malaysia |
| • Edotco | • Monash University | |

Publications & Conferences

- (Book, Co-author, to be published in 2017) *Articulate: New Methods for Managers to Get Buy-In*
- (Booklet) *Voice Development for Presenters*
- (eBook) *How to Choose a Licensed Programme*
- (Article) *How to Choose A Training Provider*
- (Article) *The Presenter On A Mission*, published in *Inspire*
- (Article) *The Answer That No One Wants*, published in *HR Matters*
- (Article) *Accelerated Learning in Asia*, published in *Training Matters*
- (Conference) *Keynote Speaker at New Zealand Accelerated Learning Conference*