

BEYOND WORDS

Mastering Presence and Impact in everyday Conversation

ABOUT ME

I'm Katharina and I help professionals unlock their natural presence and communicate with impact.

With over 15 years experience in sales, business development and communication, alongside a professional career in acting and workshop facilitation, I bring together the best of performance and business to transform the way people connect at work.

I'm passionate about empowering people to communicate authentically, perform at their best and build lasting confidence.



Katharina Rauch

Actor, Sales & Communication Specialist, Workshop Facilitator

CORE WORKSHOP OBJECTIVE

To equip participants with practical tools and techniques that transform everyday workplace communication into meaningful, high-impact interactions that build trust, enhance engagement and deliver messages with clarity and confidence.

SESSION OUTLINE

90 MIN SPARK SESSION

INTRO/ICE BREAKER - 10 MINS

- Set energy and establish a safe, engaging space for participation
- Experience the impact of first impressions in real time
- Quick participant introduction

THE POWER OF STORYTELLING - 15 MINS

- Learn to structure stories that build trust, empathy and relatability
- Discover how to embed emotion to make your message compelling and memorable
- Apply storytelling to business contexts: presentations, client interactions and team communication

INTENTION -& SUBTEXT - 15 MINS

- Understand how every conversation starts before you speak
- Define clear intention to shape both outcome and impact
- Learn to read hidden cues and convey confidence without words
- Apply verbal & non-verbal alignment to reinforce meaning

BODY LANGUAGE - 15 MINS

- Master posture, gestures and micro movements to boost presence
- Explore tone, pitch, pace, inflection and pauses for impact
- Synchronise body and voice to maximise credibility and empathy

Exercise: Deliver a single line with varying energy levels; notice how presence transforms influence.

THE QUESTION SHIFT - OPENING DOORS VS CLOSING - 15 MINS

- Learn to craft questions that deepen dialogue, uncover insights and strengthen rapport
- Explore reflective, curiosity - based and reframed questioning techniques

Exercise: Triad role play using closed vs open vs. framed questions, observing how depth and trust change in real time

ANCHORING & BREATHING TECHNIQUES - 10 MINS

- Discover practical techniques to release tension, stabilise voice and project confidence
- Learn grounding exercises to regulate energy and enhance presence under pressure

Exercise: Guided anchoring routine to practice energy regulation on the spot

INTEGRATION & CLOSING - 10 MINS

- Solidify Insights and clarify personal takeaways
- Peer reflection and Q&A to reinforce learning
- Action planning to implement new skills in workplace

Price per Group Session (max 20 participants) - £650

Half Day, Full Day and 2 Day Sessions available

Sessions can be tailored to organisations (i.e Sales focus)

Sessions can be held in German and English