



# 6 Tips for Presenting Your Business Case Successfully

Learning how to write your business case is only half of what's required. You also need to present it. Here are six tips to help you present effectively.

1



## FIND THE RIGHT DELIVERY MODE

Does your audience respond well to PowerPoint? Would they prefer video? Finding the right delivery medium is key to an effective business case presentation.

2



## PREPARE YOUR ELEVATOR PITCH

Can you explain your case in one or two compelling sentences? Make sure to have an elevator pitch ready for your presentation.

3



## CREATE A HOOK

Your business case may include facts and figures, but your audience will respond better to emotional stories.

4



## BEGIN WITH THE BUSINESS NEED

Your business case is solving a business problem. What is it? Open with this to remind your audience why your solution will benefit them.

5



## MAKE IT INTERACTIVE

Turn your presentation into an active exchange of ideas between you and your audience. Try to ask your stakeholders questions and encourage them to do the same with you.

6



## FOLLOW UP

Your stakeholders may still have concerns after your presentation. Proactively follow up to help resolve them.

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