

PERSUADING WITH DATA



WHEN

Nov 12–13, 2026

PRICE

\$4,900

WHERE

Cambridge, MA

EXECUTIVE CERTIFICATE TRACK

Management and Leadership

Communicating and persuading effectively with data is a crucial skill for anyone who wants to lead in a modern organization. If presenting and explaining data to a non-technical audience is part of your job, this course is for you. Highly practical and collaborative, this course combines visualization and strategic communication best practices to help you communicate more effectively and influence others to take action based on data. This interactive course will give you the opportunity to improve your communication skills through practice and detailed feedback from the instructor and your classmates. You will have the opportunity to use that feedback to improve a current slide or presentation you are working on. By the end of this class, you will emerge with impactful materials, useful frameworks, and an improved ability to persuade others with data.

Please visit our website for the most current information.

executive.mit.edu/pwd

MIT
MANAGEMENT
EXECUTIVE EDUCATION

FACULTY*



Miro Kazakoff

TAKEAWAYS

This course will help you develop and delivery data-based presentations that:

- Persuade audiences through clear data visualizations
- Organize evidence logically to support your persuasive argument
- Make complex data understandable to non-analytical audiences

Through practice and feedback, you will learn how to communicate with increased confidence and clarity.

WHO SHOULD ATTEND

This course is designed for professionals who frequently need to communicate data to less technical audiences including customers, senior leaders, other groups in your organization, and outside stakeholders.

*Please note, faculty may be subject to change.



Excellent course, with tools and techniques that have already enabled me to impactful decision briefs to my leadership. Interactive exercises were the most beneficial aspect, with relevant feedback provided by fellow students and instructors.

OVERALL RATING | ★ ★ ★ ★ ★

– Daniel N.

CONTACT INFORMATION

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