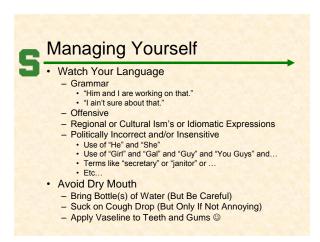
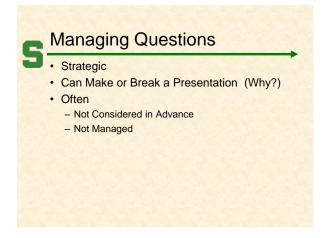
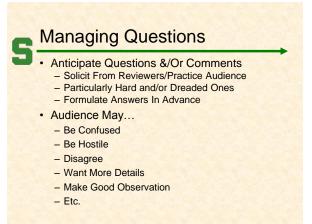




# Managing Yourself • Look Appropriate - Dress - Hygiene • Eliminate Nervous Habit "Temptations" - Empty Pockets • Change • Keys - Spit Out Gum - Etc... • Be Careful With Wireless Controller







### **Managing Questions**

- Anticipate Questions &/Or Comments
- Formulate Answer In Advance
- Create "Extra" Slides
- · Place Past "End"
- Use PowerPoint Hyperlinks



## **Managing Questions**

- Say During Introduction When Okay to Ask
  - During?
  - Preferably at End?
- · What if you don't understand the question?
  - Because
    - · Didn't Hear
    - · Couldn't Parse Accent
    - · Don't Understand the Question
  - Politely Ask Questioner to Repeat



### **Managing Questions**

- Good to Repeat Question
  - Others Hear It
  - Gives Speaker Chance to Think
- Good to Say
  - "That's a great question."
  - "That's a great idea."
- · Okay to Say...
  - "I'm sorry I didn't quite hear that. Can you repeat it?"
  - "I'll get to that later in the presentation.
  - "I'm sorry I'm not sure what you're asking."
  - "Can someone else help me understand the question?"
  - "Why don't we talk off-line later."
  - Etc...



### **Managing Time**

- Practice Timing
- Be Aware
  - When and Where You Are
  - Adjust Dynamically
- Don't Look Directly At Time
  - Clock or Watch
  - Put a Clock/Timer Somewhere
- Never Have to Ask
  - "What time is it?"
  - "How much time do I have left?"



### Managing the (Big) Screen

### Do Not...

- Read From Screen
- · Stand (Permanently) in Front of Screen
- · Turn Your Back to Audience
- Point Up at Screen Overhead
- · Point at Laptop
- · Whip Around Laser Pointer



# Managing Your Slides

- Slides
  - Merely Aid To Presentation
  - Not a Transcript
- · Glance at Laptop Screen
- Talk "About" Slide
- · Three Don't's
  - Don't Read Slides to Audience
  - Don't Recite Slides to Audience
  - Don't Ask Audience to Read Slides
- · Better Miss a Point Than Bore Audience

