







#### Professor Wayne Dyksen

















# Know Your Audience Technical Non-Technical Business Marketing / Sales

- Customers
- Management
- Investors
- Etc...



Refine

Department of Computer Science and Engineering Michigan State University

ess is more.	e "Pictures"
Less	• Worth 1,000 Words
- Slides	- Photos
<ul> <li>Bullet Points Per Slide</li> <li>Words Per Bullet Point</li> </ul>	– Videos
Chose Carefully	- Illustrations
- Slides	- Diagrams
- Bullet Points	- Graphs
- Words	- Charts
Prune Continually	– Clip Art
Exception	But Keep Simple
<ul> <li>Presentation is Reference Document</li> </ul>	Too Many Worth -1,000 Words























 While a picture may be worth a thousand words, too many pictures or too much clip art can be distracting. And, avoid the use of goofy looking clip art.









#### Animated Bullet Points

- Take Time
- To Reveal
- Must Advance and Wait
- For Each Bullet Point Animated
- May Keep Looking at Slide
- To Know When To Press Button
- May Accidently Go to Next Slide

#### 5 Don't Use Animations • If • You're • Not Remember... • Really Animations use up • Going precious time. • To • Use

• Them

### Spelling and Grammar

- Mistaeks – Eazy Too Do
- Far To Common
- Unexceptable
- Make Uoy Look Bad
- Use
  - Spell Checker
  - Grammar Checker
  - Multiple Other People
  - Corporate Editor

#### Corporate Resources

- Standards
  - Style Guide
  - Presentation Templates
  - Graphics
- People
  - WritersGraphic Designers
  - Editors









- Plug Laptop to Power Outlet
   Connect to Network / Register MAC Address
- Etc



#### Apply Vaseline to Teeth and Gums ③

#### **Managing Questions**

- Strategic
- Can Make or Break a Presentation (Why?)
- Often
  - Not Considered in Advance
  - Not Managed

#### **Managing Questions**

- Anticipate Questions &/Or Comments
  - Solicit From Reviewers/Practice Audience
  - Particularly Hard and/or Dreaded Ones
  - Formulate Answers In Advance
- Audience May...
  - Be Confused
  - Be Hostile
  - Disagree
  - Want More Details
  - Make Good Observation
  - Etc.

#### 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?
  - But Only if You're In Position to Do So.
- What if you don't understand the question?
  - Because
    - Didn't Hear
    - Couldn't Parse AccentDon'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."
  - Etc...
- 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
- <u>Not</u> 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 an Audience



C	Practice
Э	With An Audience
	– Yourself (Videotape)
	- Critical Friends
	As "Real" As Possible
	– Equipment
	- Room
	- Clothing
	- Lighting
	- Timing
	<ul> <li>Time of Day (For Lighting)</li> <li>Audience</li> </ul>
	- Audience - Questions
	- Etc





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Return



#### Hyperlinks in PowerPoint - Existing File or Web Page - Place In This Document Inserting a Hyperlink

- Highlight Text
- Right Mouse Click
- Select "Hyperlink ... "
- Automatically From Existing File or Web Page
- Via Another Hyperlink From Place In This Document