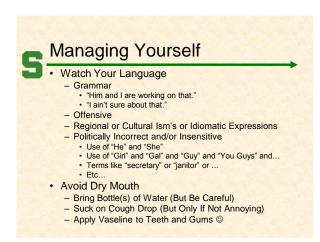
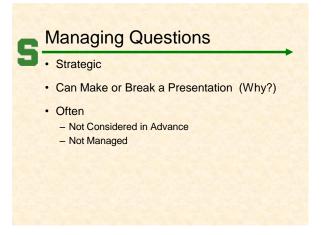
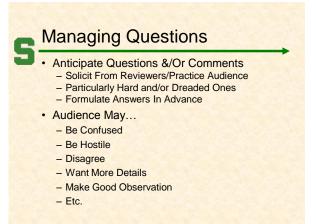




Managing Yourself Look Appropriate Dress Hygiene Eliminate Nervous Habit "Temptations" Empty Pockets Change Keys Spit Out Gum Etc... Be Careful With Wireless Controller







Managing Questions

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



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 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."
 - "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 an Audience



