

Presentation skills

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Some questions

- Why do I make a certain presentation?
- To “pass the information”?
- My boss told me to?
- Or to make meaning?



Meaning

- What's the subject and why it matters to you?
- Attention leads to action
- Passion attracts attention
- Significance creates passion

Are you passionate?



This is passion



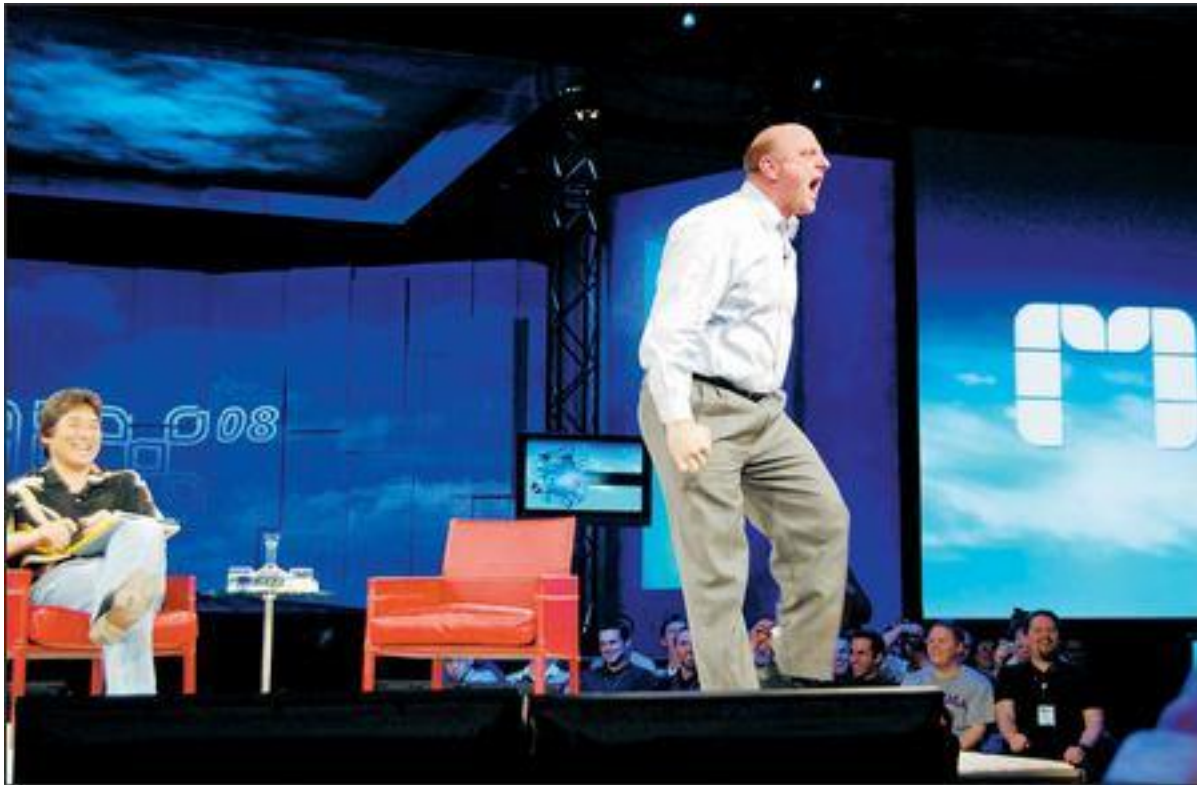


This is passion





This is passion





This is NOT





If you find no meaning, better don't present!





Structure

- The structure is the way to compose your story.
- It should be simple, memorable and convincing.

- Example: Problem – Solution – Reasoning
- Or: Problem – Pathway – Solution
- 3-4 reasons



- Everything should be made as simple, as possible, but not simpler. – A. Einstein
- Apparently, being simple is not that simple.



The Case For Alternative Assessment

- Assessments needs to fit the child rather than trying to make the child fit the assessment (Valencia 1997)
- Assessment practices should involve the students (Tierney 1991)
- Assessment activities should reflect the same life experiences and values of the learner (Linn 1991)
- Assessment programs should be multifaceted (Tierney 1991)



Rules?

- Brake them!
- One idea per slide
- Few matching colors
- Pictures



Creating contrast

- If you want something to be memorized, you have to make it to **STAND OUT** in some way.
- We notice and remember *differences*.
- We can achieve it using colors, intonation, sound, emotion – everything, to **create contrast!**



- “Maybe they will forget, what you have told them, but they will never forget how you made them feel.”

Karl Büchner



How we take information



Verbal

Voice

Body language



Types of perception

- **Visual predicates:** see, picture, focus, imagination, dark, illustrate ...
- **Audio predicates:** speak, accent, tone, loud, hear, say, shrill ...
- **Kinesthetic predicates:** contact, grab, movement, torture, rough, warm, impact...



The audience

- Who?
- Expectations?
- Knowledge?
- Attitude?
- Questions?
- Objections?
- Specifics?
- ...



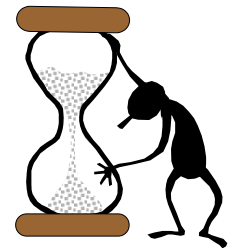
The time





The 5 – minutes presentation

- 30 sec – introduction
- 4 min – main part
- 30 sec - conclusion

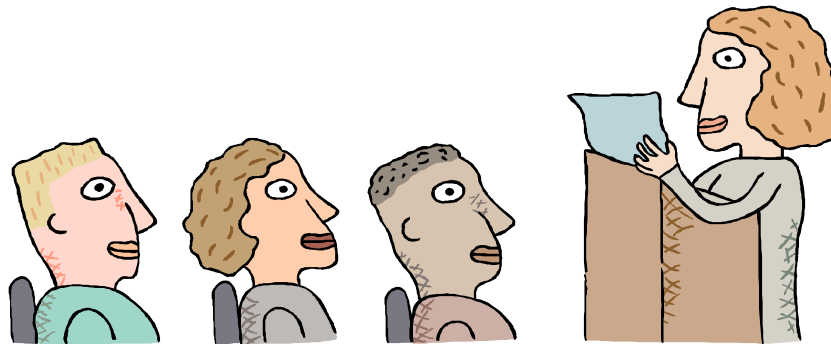




Tell them what are you going to tell them.

Than tell them.

Than tell them what you have told them.





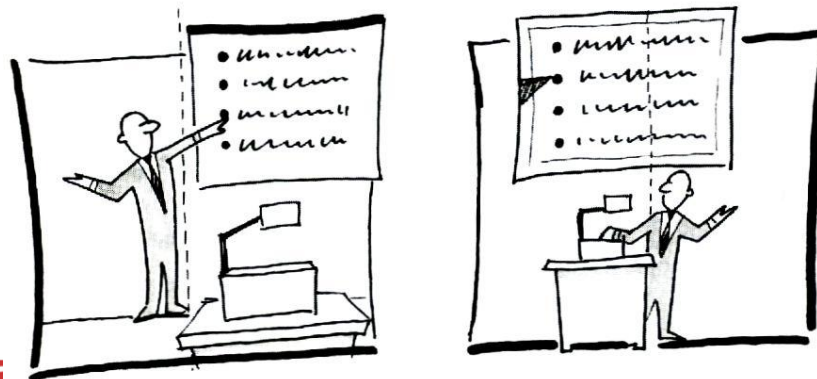
Means of influence

Trias	Intensifying through	Goal
Docere	Tempo	Sense
Delectare	Melody	Feeling
Movere	Volume	Action



Body language

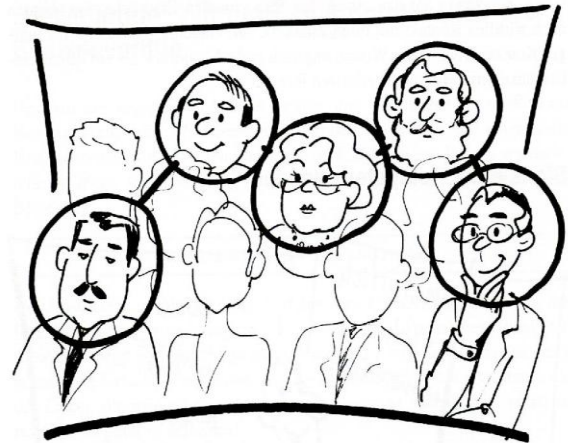
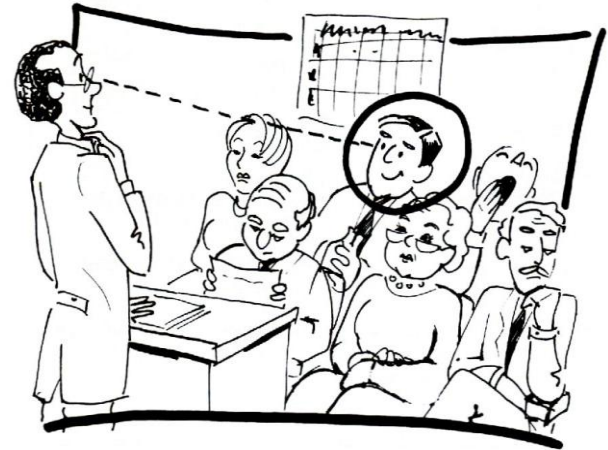
- Where to stand?
 - Maximum central position
 - Left from the visual aid
 - „If we want to move the audience, we have to move ourselves.“





Body language

- Eye contact
- Positive
1 thought
M-W Rule



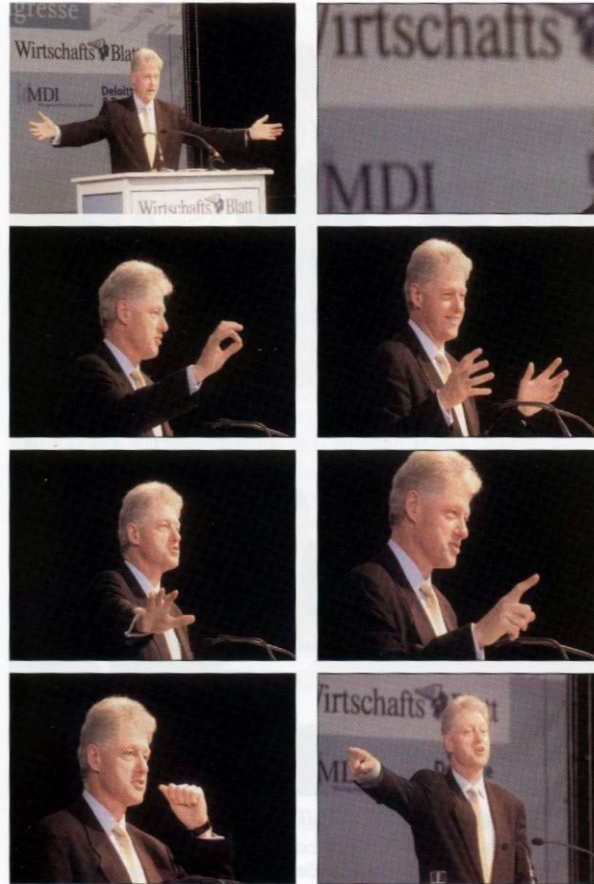


Body language

- What about the hands?
In the pockets?
Behind the back?
Fig-leaf?
Crossed?
Playing with something?



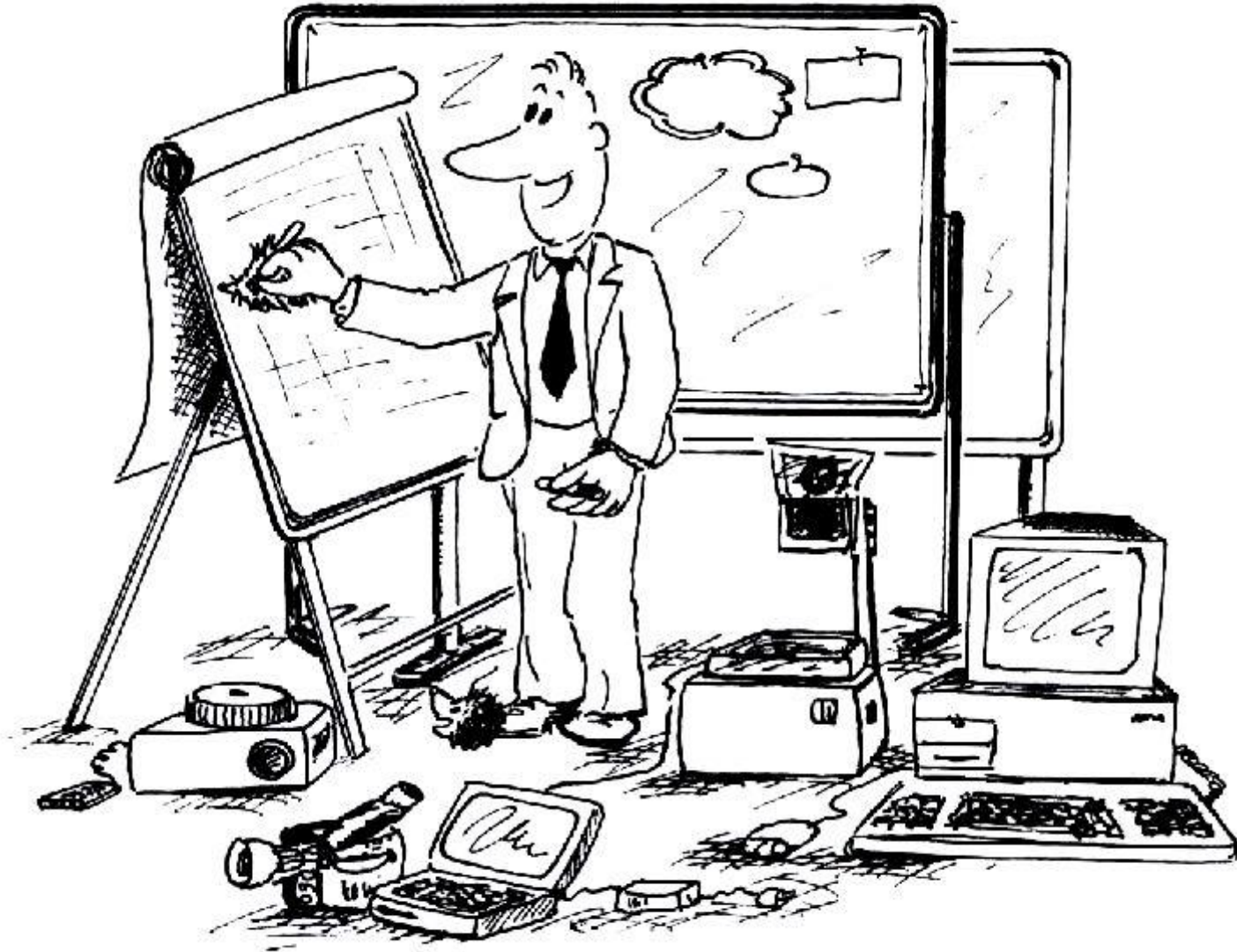
Body language





Stage fright





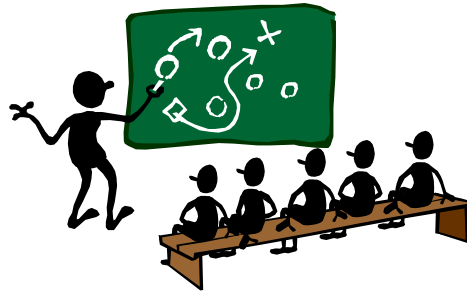


What presentation means to me?

- Design, but not only function
- Story, not only argumentation
- Symphony, not only focus
- Empathy, not only logic
- Play, not only seriousness
- Meaning and Passion



Questions?



Thank you!

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