✓ **Congratulations! You passed!**

Grade received 100%

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To pass 80% or higher

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1. A data analyst gives a presentation about predicting upcoming investment opportunities. How does establishing a hypothesis help the audience understand their predictions?

   1 / 1 point

   ○ It visualizes the data clearly and concisely

   ○ It describes the data thoroughly

   ⦿ It provides context about the presentation's purpose

   ○ It summarizes the findings succinctly

   ✓ **Correct**
   Establishing a hypothesis provides the audience with context about the analyst's presentation. In this scenario, it establishes what the analyst wants to prove or disprove about which investment opportunities are most promising.

2. You are giving a presentation to an audience that knows very little about your subject. Which concept in the McCandless Method offers you the opportunity to avoid people getting distracted by something they don't understand?

   1 / 1 point

   ○ Tell the audience why the graphic matters

   ⦿ Answer obvious questions before they're asked

   ○ Introduce the graphic by name

   ○ State the insight of the graphic

   ✓ **Correct**
   According to the McCandless Method, the earliest opportunity to provide context to your audience is when you answer obvious questions before they're asked.

3. An analyst introduces a graph to their audience to explain an analysis they performed. Which strategy would allow the audience to absorb the data visualizations? Select all that apply.

   1 / 1 point

   ☐ Practicing breathing exercises

   ☐ Improving body language

   ☑ Using the five-second rule

   ✓ **Correct**
   When introducing a data visualization, an analyst can use the five-second rule to allow their audience to absorb the data visualizations presented. They can also start with broad ideas to simplify the explanation about the visualization's purpose.

   ☑ Starting with broad ideas

   ✓ **Correct**
   When introducing a data visualization, an analyst can use the five-second rule to allow their audience to absorb the data visualizations presented. They can also start with broad ideas to simplify the explanation about the visualization's purpose.

4. You are preparing to present in front of a large audience. Which of the following is a best practice for speaking to an audience?

   1 / 1 point

   ○ Take as few pauses as possible

   ○ Speak as quickly as possible

   ⦿ Speak at a relaxed pace in short sentences

   ○ Take long pauses between sentences

   ✓ **Correct**
   Speaking at a relaxed pace in short sentences is a best practice for a presentation. A large audience will have an easier time following your points if you use public speaking best practices.

5. You are running a colleague test with your coworkers. One coworker points out that she doesn't understand one of your graphs. What can you do to prepare for presenting to your stakeholders? Select all that apply.

   1 / 1 point

   ☐ Move the graph to a later slide

   ☐ Remove the graph

   ☑ Redesign the graph

   ✓ **Correct**
   If you receive a concern from a colleague about one of your data visualizations, you can redesign it or elaborate on the data it displays. By running a Colleague Test, you can catch and fix issues with your presentation before getting in front of your audience.

   ☑ Elaborate on the data from the graph

   ✓ **Correct**
   If you receive a concern from a colleague about one of your data visualizations, you can redesign it or elaborate on the data it displays. By running a Colleague Test, you can catch and fix issues with your presentation before getting in front of your audience.

6. Your stakeholders express concern that the results of your analysis are very different from the predictions they made last year. Which kind of objection are they making?

   1 / 1 point

○ Data

○ Analysis

◉ Findings

○ Presentation skills

> ✓ **Correct**
> When a stakeholder is concerned about the results of your analysis, they are making an objection about your findings. This is when someone objects to problems or inconsistencies in your final results.

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7. You are on a team of analysts presenting to your stakeholders. Your teammate responds to an objection about your steps of analysis by repeating the steps and then getting defensive when the stakeholders don't seem to understand. What could they have done to respond to the objection more appropriately? Select all that apply.

1 / 1 point

☑ Describe the approach you took in your analysis

> ✓ **Correct**
> Instead of getting defensive, your coworker should have acknowledged that the objection was valid. Simply repeating the steps you took may not be helpful. By describing your approach and promising to investigate the matter further, your coworker can respond to an objection appropriately and reassure the stakeholders.

☐ Remind the stakeholders of your successes

☑ Acknowledge that the objection is valid

> ✓ **Correct**
> Instead of getting defensive, your coworker should have acknowledged that the objection was valid. Simply repeating the steps you took may not be helpful. By describing your approach and promising to investigate the matter further, your coworker can respond to an objection appropriately and reassure the stakeholders.

☑ Promise to investigate your analysis question further

> ✓ **Correct**
> Instead of getting defensive, your coworker should have acknowledged that the objection was valid. Simply repeating the steps you took may not be helpful. By describing your approach and promising to investigate the matter further, your coworker can respond to an objection appropriately and reassure the stakeholders.

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8. You are presenting to a large audience and want to keep everyone engaged during your Q&A. What can you do to ensure your audience doesn't grow disinterested despite its size?

1 / 1 point

○ Wait longer for the audience to ask questions

◉ Ask your audience for insights

○ Keep your pitch level

○ Repeat your key findings

> ✓ **Correct**
> One way to engage a large audience is to ask them if they know anything about the topic you're presenting about. In a large audience, it is more likely that an audience member may have information or anecdotes to contribute. You can enrich the discussion if they would like to share their insights.