

The art and science of an effective presentation

Identify presentation skills and practices

Caveats and limitations to data

Listen, respond, and include

Weekly challenge 4

Reading: Glossary: Terms and definitions

5 min

Quiz: Weekly challenge 4

8 questions

Course wrap-up

⚠ Try again once you are ready

Grade received 75%

Latest Submission Grade 75%

To pass 80% or higher

Try again

Weekly challenge 4

Quiz • 40 min

Review Learning Objectives

Submit your assignment

Try again

1. A purchaser at your company wants to optimize the price they will pay to order office supplies for the coming year. Which of the following is a good initial hypothesis to test in order to help the purchaser optimize their spending? Select all that apply.

0 / 1 point

☒ Office supply prices increase seasonally

3 every 24 hours

✓ Correct

⊗ Receive grade

☐ Office supply prices remain the same throughout the year.

To Pass 80% or higher

☒ The budget for office supplies should increase.

⊗ This should not be selected

Review [the video that discusses establishing a hypothesis](#) ↗.

👍 Like

👎 Dislike

🚩 Report an issue

☐ The budget for office supplies can remain the same.

Your grade

75%

View Feedback

We keep your highest score

2. According to the McCandless Method, what is the most effective way to finish presenting data to an audience?

1 / 1 point

☒ Tell your audience why it matters

☐ Answer any obvious questions before they're asked

☐ State the insight of your graphic

☐ Call out data to support your insights

✓ Correct

3. You are introducing a data visualization during your presentation and are concerned that it may overwhelm your audience. How can you allow the audience to process the information when you first introduce the visualization?

1 / 1 point

☐ Thoroughly explain the context

☐ Describe each graph quickly

☒ Wait five seconds

☐ Define each parameter

✓ Correct

4. You are preparing for a presentation and want to make sure your nerves don't distract you from your presentation. Which practices can help you stay focused on an audience? Select three that apply.

1 / 1 point

☒ Keep the pitch of your voice level

✓ Correct

☒ Be mindful of nervous habits

✓ Correct

☐ Speak as quickly and briefly as possible

☒ Use short sentences

✓ Correct

5. You run a colleague test on your presentation before getting in front of an audience. Your coworker asks a question about a section of your analysis, but addressing their concern would mean adding information you didn't plan to include. How should you proceed with building your presentation? Select all that apply.

1 / 1 point

☐ Remove the section of the analysis that prompted the question

☒ Expand your presentation by including the information

✓ Correct

☒ Keep the concern in mind and anticipate that stakeholders may ask the same question

✓ Correct

☐ Leave the presentation as-is

6. One of your stakeholders tried to reproduce the work you presented by using a copy of your scripts and was unable to get the same results. Which kind of objection are they making?

0 / 1 point

☐ Analysis

☐ Finding

☒ Data

☐ Presentation Skills

⊗ Incorrect

Review [the video on types of objections](#) ↗.

7. One of your co-workers is giving a presentation on the results of an analysis the two of you have been working on. Someone in the audience points out that the data system you used has frequent errors. How should you deal with this comment?

1 / 1 point

☐ Assume you were given valid data

☐ Ignore the question and move on

☒ Explain how you cleaned and formatted the data

☐ Tell them they should have looked at the appendix

✓ Correct

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

☐ Repeat your key findings

☐ Keep your pitch level

☒ Ask your audience for insights

✓ Correct

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