

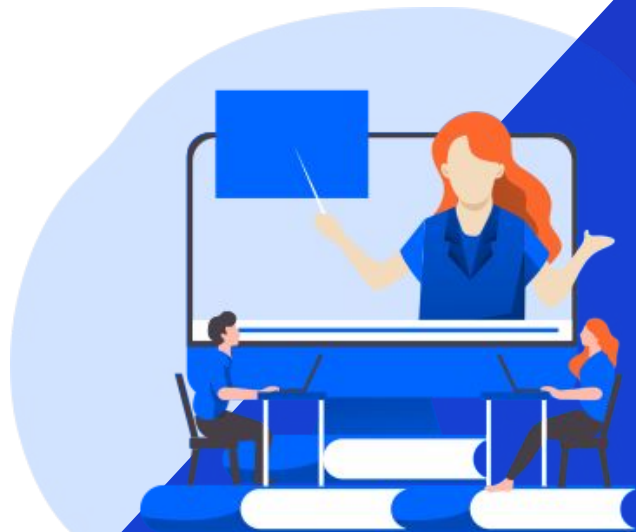


Presentation skills

Stage fright +

Elevator pitch

WELCOME EVERYBODY!





Kick off +
Presentation
structure

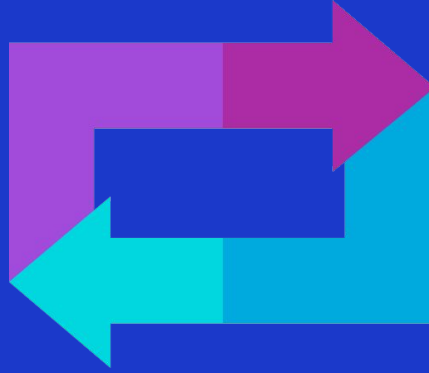
Create a
presentation
with a tool

Storytelling
focus in a job
interview

Stage fright
+ Elevator
Pitch

Energizer





Recap last week



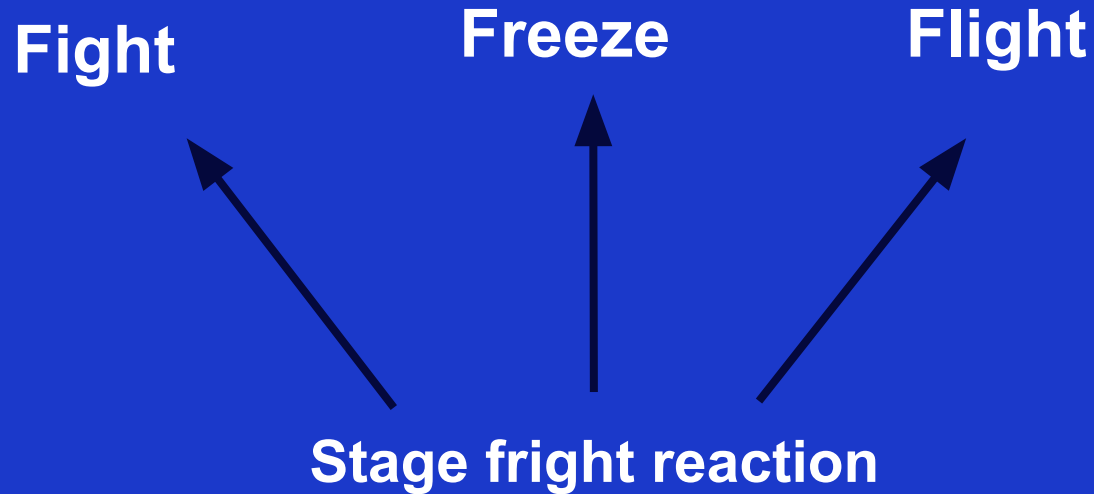
- ✓ Get a better understanding of stage fright
- ✓ Learn tools to overcome stage fright
- ✓ Learn the effective presentation tool the elevator pitch

**"The human brain is a great thing. It works from the moment you're born - right up to the time you stand up to give a speech,"
joked Mark Twain.**

The image features a solid blue background. Two stage spotlights are positioned at the top corners, angled towards the center. They cast two overlapping, semi-transparent greenish-yellow cones of light that converge on a bright yellow oval shape at the bottom center. The text 'What are the reasons for stage fright?' is centered within the intersection of the light cones.

**What are the reasons
for stage fright?**

What happens when we are facing stage fright?





Quick tips:

- Use every moment to train yourself
- Be perfectly prepared, leave nothing to chance, know every sentence
- If possible do an interview, instead of a presentation
- Have a small paper ball in your hand



- **B** ('Bewegung') - Move around for a few minutes before the performance
- **R** ('Ruhe') – Find a quiet place and focus on yourself
- **A** – Affirmations help to take away your fear (e.g. "Everything will be cool!", "I'm super prepared - Nothing can go wrong!")
- **V** - Visualize everything going super smooth and imagine the audience applauding
- **O** - Offensive! You're going out there now and rocking the gig like the star you are!

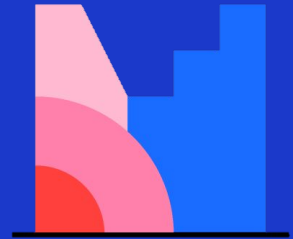


Coffee Break

Mentimeter

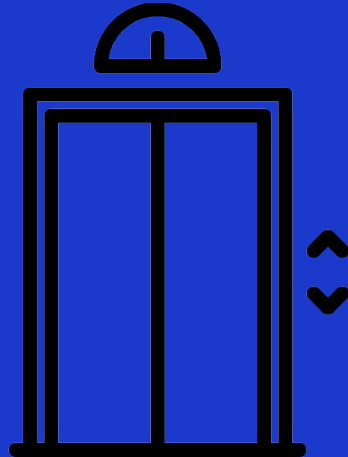
What is an Elevator Pitch

CODE:



Elevator Pitch:

There is not one way -
however there are few points in common



Elevator Pitch

- Presentation of an idea / a person in short time (30 sec - 3 min)
- Keep the content short & understandable
- Communicate the added value in a convincing way
- Should ignite a two-sided conversation
- Practice your Elevator Pitch loud and revise it
- Structure (next slide): minimum one sentence for each point

Elevator Pitch - Structure

Who are you? & Who do you help?

- Addition: What is your context / your role?

Why are you here?

- Who are the actors, what is the problem & solution, what is the connection between you and your counterpart?

What makes you unique? What is the concrete added value?

- Why are you the solution? - Biggest problems you solved or some of your greatest accomplishments

Include a call to action / request for your wish

Good evening Mr Renz, my name is Meike Hille, I study computer science at the university in Berlin.

Who are you? & Who do you help?

Addition: What is your context / your role?

Could I perhaps take a minute of your time?

I have been following your website with great interest for some time. I found the integration of the user platform and the connection to your existing system last year particularly successful: In this way, you have ensured that the operation is more uncomplicated and easy to understand.

Why are you here?

Who are the actors, what is the problem & solution, what is the connection between you and your counterpart?

I am currently working on my thesis on the topic 'Development of Frontend Single Page Web Applications'. Perhaps I could also support your team with the strategies I am developing in my work as part of an internship?

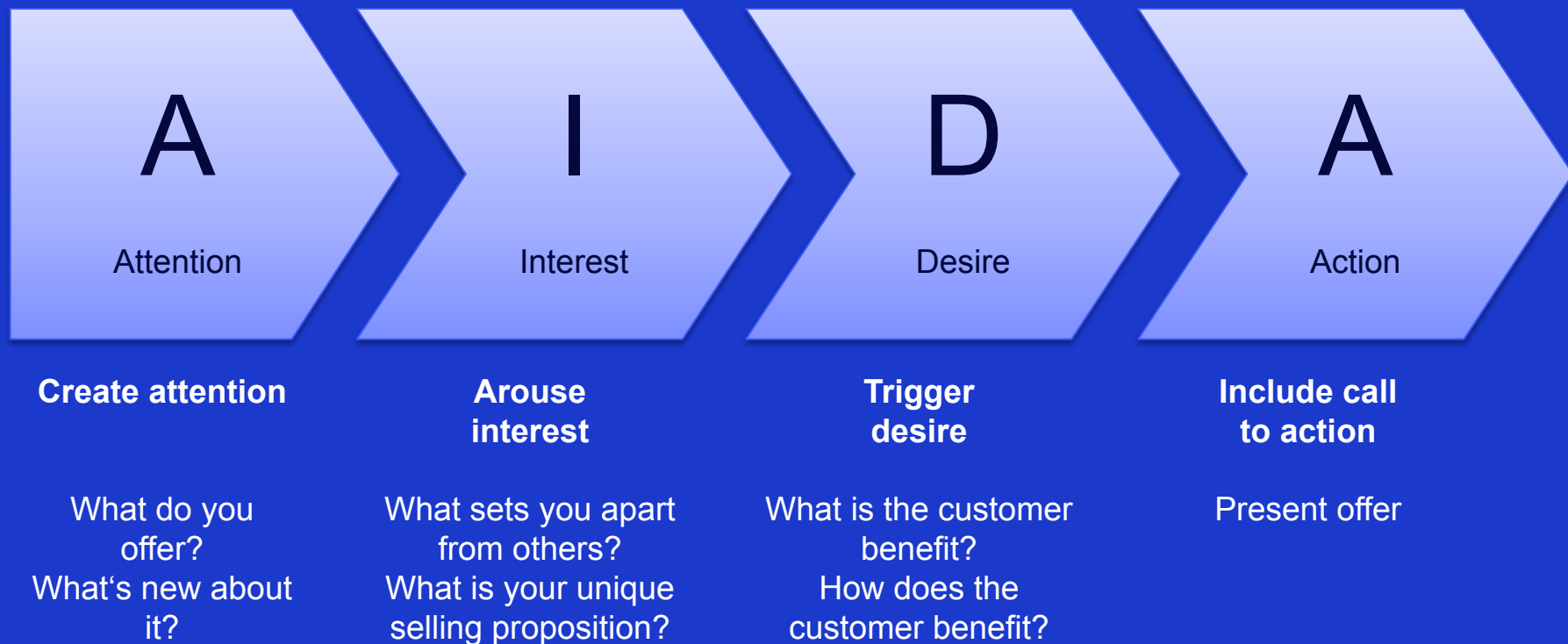
What makes you unique? What is the concrete added value?

Why are you the solution? - Biggest problems you solved or some of your greatest accomplishments

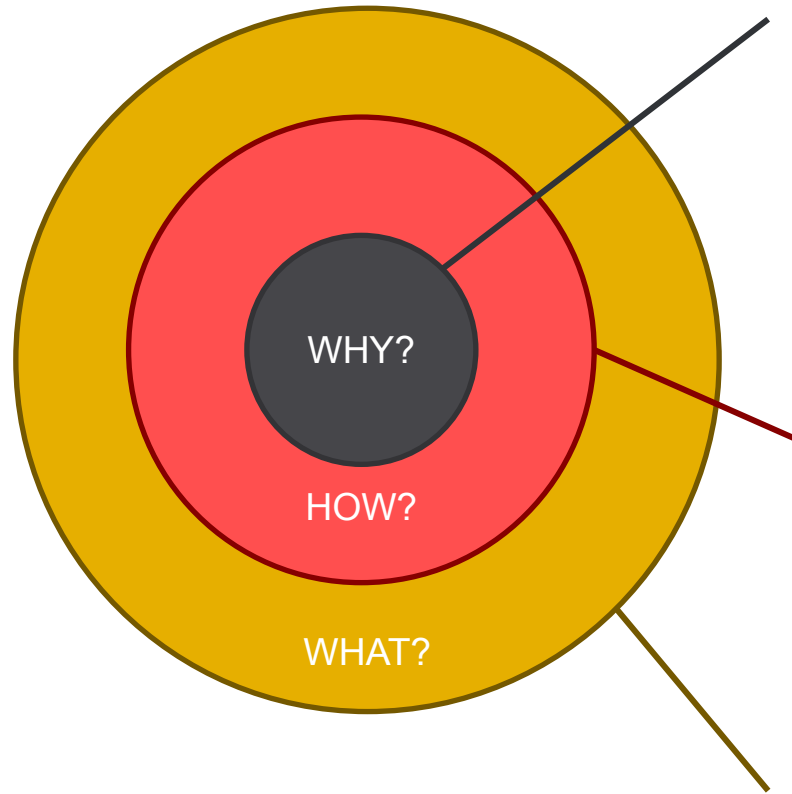
I would be happy if we could talk briefly on the phone next week; here is my card. What is the best way to reach you?

Include a call to action / request for your wish

Storytelling & Elevator Pitch



Golden Circle



WHY do you do
what you do?
What's the
purpose?

HOW do you do
what you do?

WHAT the hell do
you do?

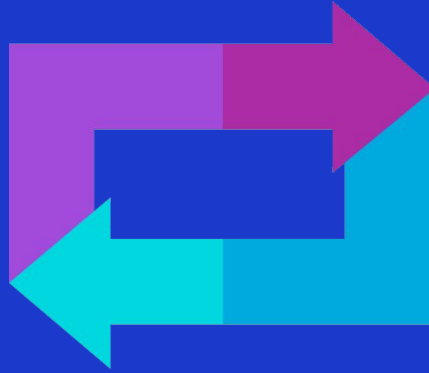
Exercise: Elevator Pitch



Questions for yourself that will improve your presentation:

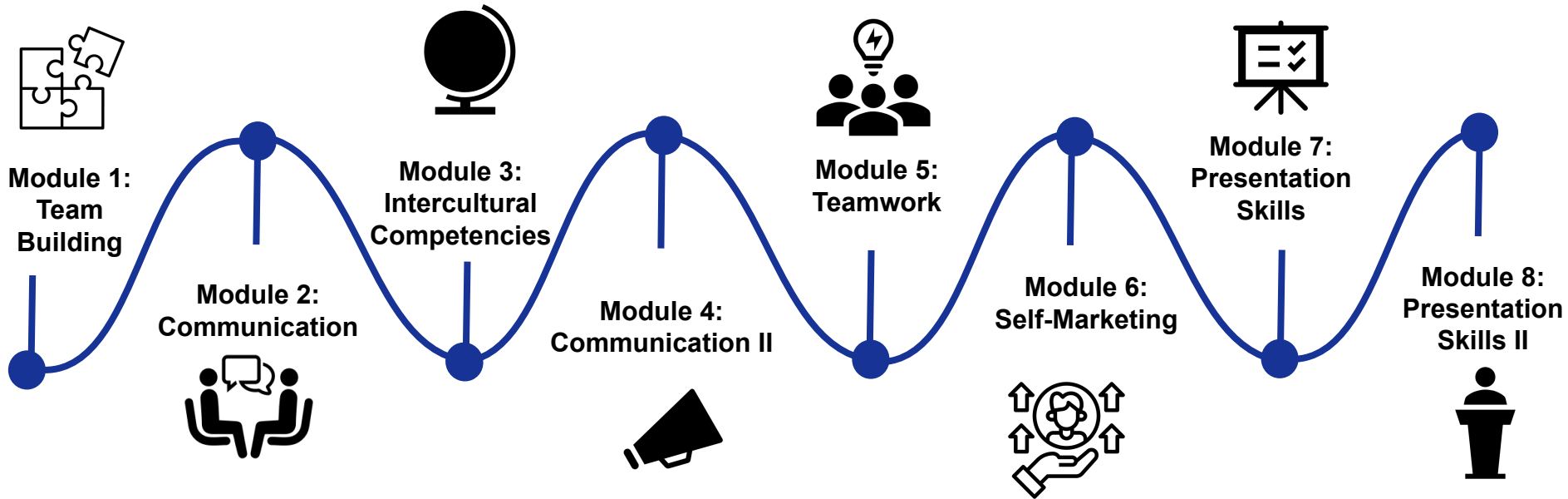
- Do you value your audience's time?
- Do you have a serving purpose?
- Do you see every presentation as an opportunity?
- Do you take something away from each presentation?
- Do you try to improve with each presentation?





Feedback round
for the last weeks

Soft –Skills Journey



Additional information

Stage fright:

- Michael Bohne: <https://www.youtube.com/watch?v=T7Fxp7GwYcs>

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