

Presenting Your Solution



Pitfall 1: "In the Weeds"



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By the end of this lesson you will be able to...

- Identify a common pitfall in presenting your solution:
Trying to sound "smart".

A common pitfall people have is they want to sound smart

- You think "now's my chance. I have to sound really smart, and the best way to do that is to get as technical as possible and present all the technical details."
- Let's look at Leo's attempt to "sound smart".



Leo bad video here

A common pitfall people have is they want to sound smart

- He may think he's "sounding smart" by confusing his audience, but he's really just making them confused. Remember, your audience is smart too (maybe smarter than you). It does no good to insult them. Also, it's not even clear he knows what he's talking about!
- Think back to Leo's first example. There was less technical detail, but it was clear what he was trying to say.

Lesson: More is not always better.

- If your audience doesn't understand your solution, no one will care about your work. Sometimes (often) less is more.
- If you want to go deep to show depth, go deep on one particular piece, not across the board.