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Learning Objectives for Today

- Spontaneous Speaking

- Networking

PLANNED PRESENTING IS HARD ENOUGH…

SPONTANEOUS SPEAKING IS EVEN HARDER…

SPONTANEOUS SPEAKING IS MORE COMMON THAN PLANNED SPEAKING

What Is Next?

Anxiety Management

Ground Rules

Speaking Spontaneously

85% OF

PEOPLE STRUGGLE WITH SPEAKING IN PUBLIC

GREET ANXIETY | “THIS IS ME BEING NERVOUS”

REFRAME AS A CONVERSATION, NOT A PERFORMANCE

Start With Questions

Conversational Language

Be Present Oriented

GROUND RULES

Anxiety Management

Ground Rules

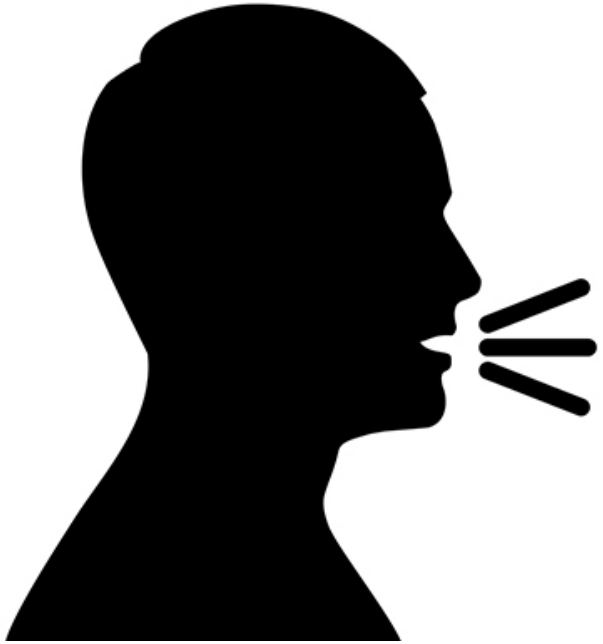
Speaking Spontaneously

STEP #1: GET OUT OF YOUR OWN WAY

STEP #2: OPPORTUNITIES (NOT CHALLENGES)

Game: Imaginary Gifts

STEP #3: SLOW DOWN AND LISTEN



STEP #4: TELL A STORY

STRUCTURE #1

Problem

Solution

Benefit

STRUCTURE #2

WHAT? SO, WHAT? NOW WHAT?

WHAT? → SO, WHAT? → NOW WHAT?

Game: Sell This Pen

downloaded from nickwallenpers.com

Learning Objectives for Today

- Spontaneous Speaking
  - Think Fast, Talk Smart: Communication Techniques - Matt Abrahams
  - How to Make Your Communication Memorable - Matt Abrahams
  - How To Have Conversations That Matter - Celeste Headlee

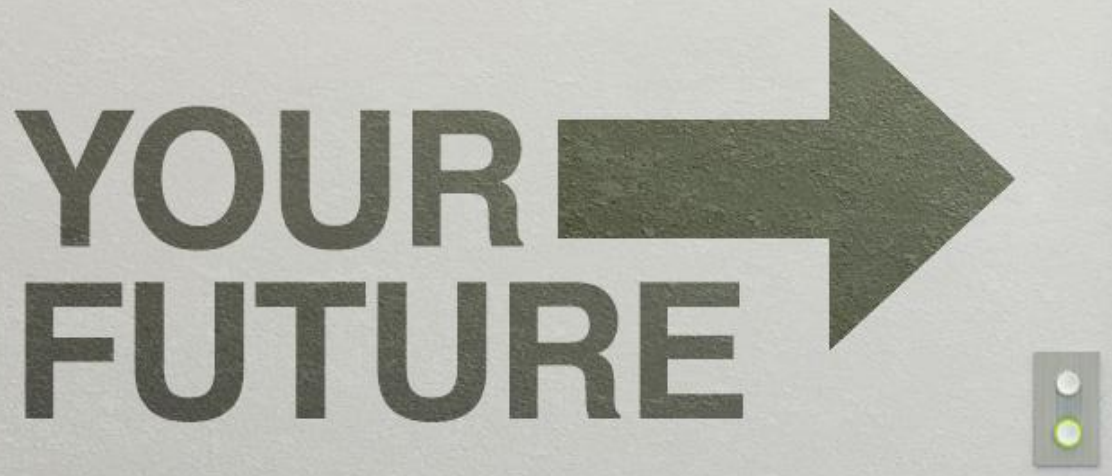
- **Networking**

Small Talk

Elevator Pitch

After-Event (Follow up) Networking

Elevator Pitch Practice



30 seconds: make I remember you.

Assignment 4

- Send A Follow Up Email to Me After This Lecture
  - Within 24 hours

Final Presentation

- Each student will present a topic related to technology
- 15 minutes for each
- For example,

1. Unhackable internet
2. Hyper-personalized medicine
3. Digital money
4. Anti-aging drugs
5. AI-discovered molecules
6. Satellite mega-constellations
7. Quantum supremacy
8. Tiny AI
9. Differential privacy
10. Climate change attribution