Presentation Skills Workshop
Hello
my name is

Darshini Santhanam
Interactions
Overview

- Engagement: Present like a Pro
- Content: Tell the story
- Content: The Elevator Pitch
- Practice
Google™

Present Like A Pro
The 4 Ps

Power
Pitch
Pace
Pause
Body Language

Energy

Using your hands

Eye Contact

Confidence
Elements of Communication

- Tone of voice: 38%
- Language: 55%
- Words: 7%
4 more Ps

Prepare

Practice

Present

Process - analyze your performance
Tell The Story
Telling a Story

Presentation Types

Presentation Flow

Illustration, Point

Using metaphors and quotes

- Doing the real thing
- Simulation
- Discussion
- Demonstration
- Audio Visual
- Lecture
- Reading
Stupid things presenters say

“I hope you don’t find this too boring.”

“Sorry, I didn’t have time to prepare.”
The Elevator Pitch
Construct your sentence

Elevator Pitch sentence structure:
FOR (target customer), WHO HAS (customer need), (product name) IS A (market category) THAT (one key benefit). UNLIKE (competition), THE PRODUCT (unique differentiator).
**Practice**

Take 5 mins to write your pitch.

Present it to the person sitting next to you.

Observe and listen to each other present.

Give and receive feedback.
Reflection

Note things you did well.

Note 1-2 things you can improve next time.
Review

Elements of Communication
Body Language > Tone > Words

The 4 Ps
Power, Pace, Pitch, Pause

4 More Ps
Prepare, Practice, Present, Process