



BUSINESS ANALYSIS CONFERENCE EUROPE

16 - 18 September 2024 • London, UK

Please score and comment on this session and speaker in the event mobile app



Public Speaking

Death
Spiders
Darkness
Heights



Developing Your Presentation Skills

David Beckham
Principal Consultant
ChuDo Consulting

Jason Valentine
Senior BA
Aviva

Prepare

Manage the fear

Speak with belief

Engage

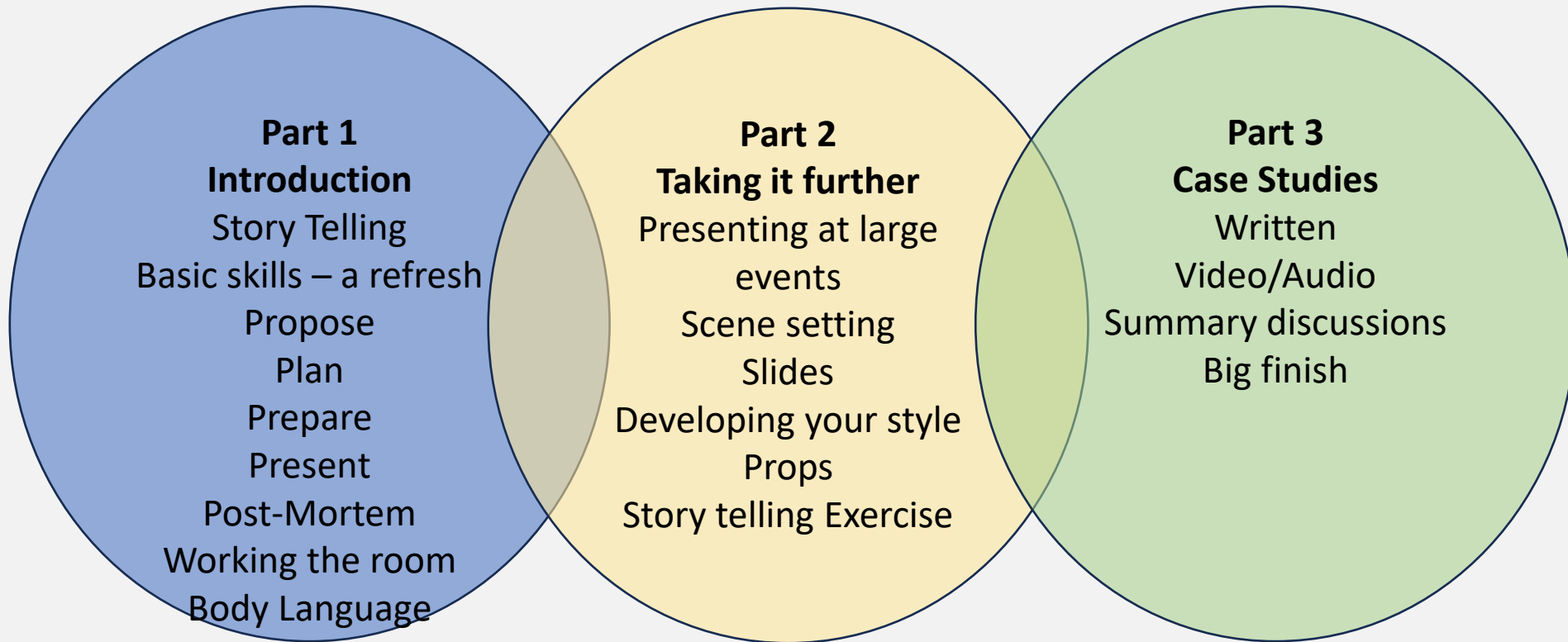
Inspire

“All the great speakers were bad speakers at first.”

Ralph Waldo Emerson



Agenda



We will have a break half-way through and there will be plenty of chances for Q & A



So, what makes a good presentation for us?

Engaging

Fun

Informative

Charismatic

It should

tell a good

Prepared

story Interesting

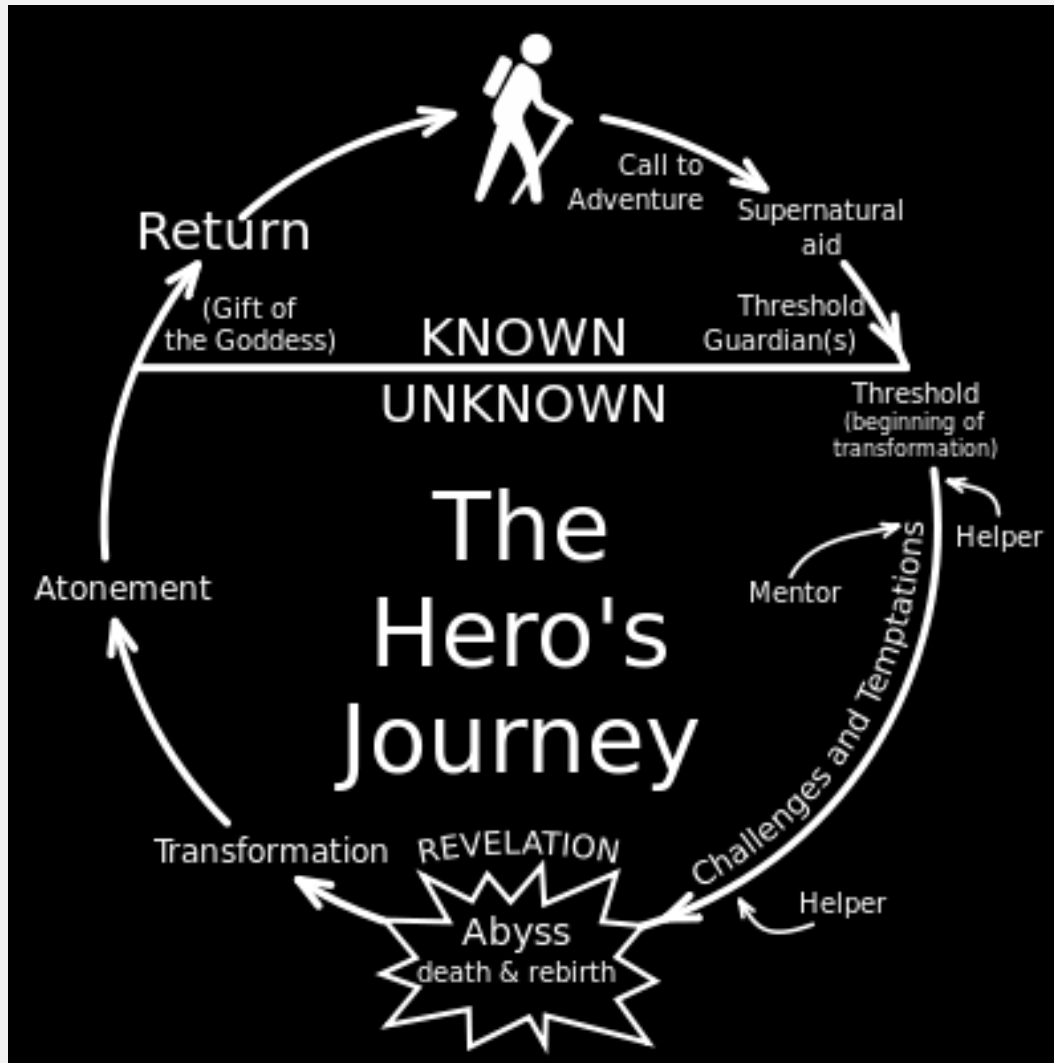
Interactive

Professional



Telling your own story

Most stories follow a distinct form which Joseph Campbell described as the Hero's Journey



A good story

Tim Urban

'Inside the mind of a master
procrastinator'



Once Upon A Time.....

THERE WAS A..... WHO HAD..... THAT WAS.....

(CURRENT STATE)

THIS WAS/MEANT THAT

(THE CHALLENGE)

BUT.....

(CROSSING THE THRESHOLD)

HOWEVER.....

(TRIALS AND
TRIBULATIONS)

AFTER.....

SO

AND.....EVENTUALLY

(REVELATION)

THEY LIVED HAPPILY EVER AFTER!

(FUTURE STATE)



THE REQUIREMENT STORY

ONCE UPON A TIME....

THE CHALLENGE

At the beginning of the year it was identified that new business administration were encountering errors when setting up new policies which meant that extensive rework was having to be done. This in costs of 150% on normal processing and was also affecting staff engagement and morale.

THE CALL

It was decided that this was no longer supportable in the face of potential new business volumes so it was decided to take action by recruiting volunteers who cared about this issue.

A small team of IT Change and Business SMEs spent three weeks brainstorming, prioritising and defining requirements and potential solutions. Despite the challenges of timescale and budget they were able to identify five key areas where change was required. Upon delivering the agreed amendments rework was reduced to a mere 2% of cases. These amendments have now been shared with other teams with similar issues in the hope that they will gain equivalent benefit at lesser cost

THE RETURN AND GIFT

TRIALS AND
TRIBULATIONS!

PRESENTATION TEMPLATE

TITLE:

BIG IDEA (IN LESS THAN 100 WORDS)

WHAT THE AUDIENCE WILL SAY
AFTERWARDS...

THROUGH-LINE

BREADCRUMBS

OPENING LINE

JOURNEY

STAR

WHAT DO THE AUDIENCE WANT TO KNOW?

WHAT ARE THEY GOING TO ASK?

MEMORABLE LINES, QUOTES AND
ANECDOTES

BIG FINISH

 MEDIA:

Part 1 The Basics of Presentation - a refresh

5 P's of
presentation

Generating
Ideas

Opening/
closing

Two mantras

Managing
the
experience

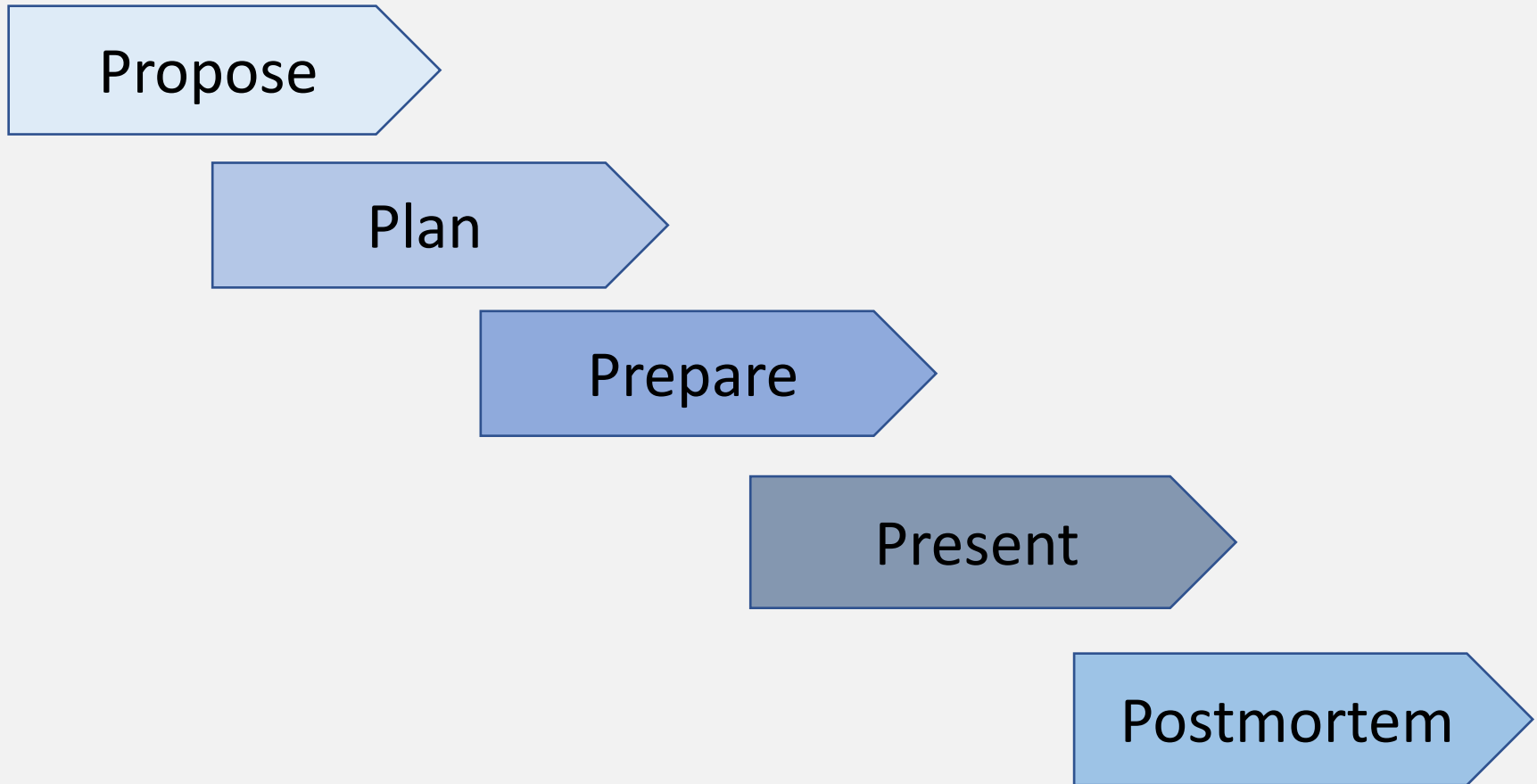
Physical
mechanics

Working the
room (or
Zoom)



Five P's of presentation

“It usually takes more than three weeks to prepare a good impromptu speech.” – Mark Twain



Basics of Presentation

Cicero's five canons of rhetoric

- Invention
- Disposition
- Style
- Memory
- Pronunciation

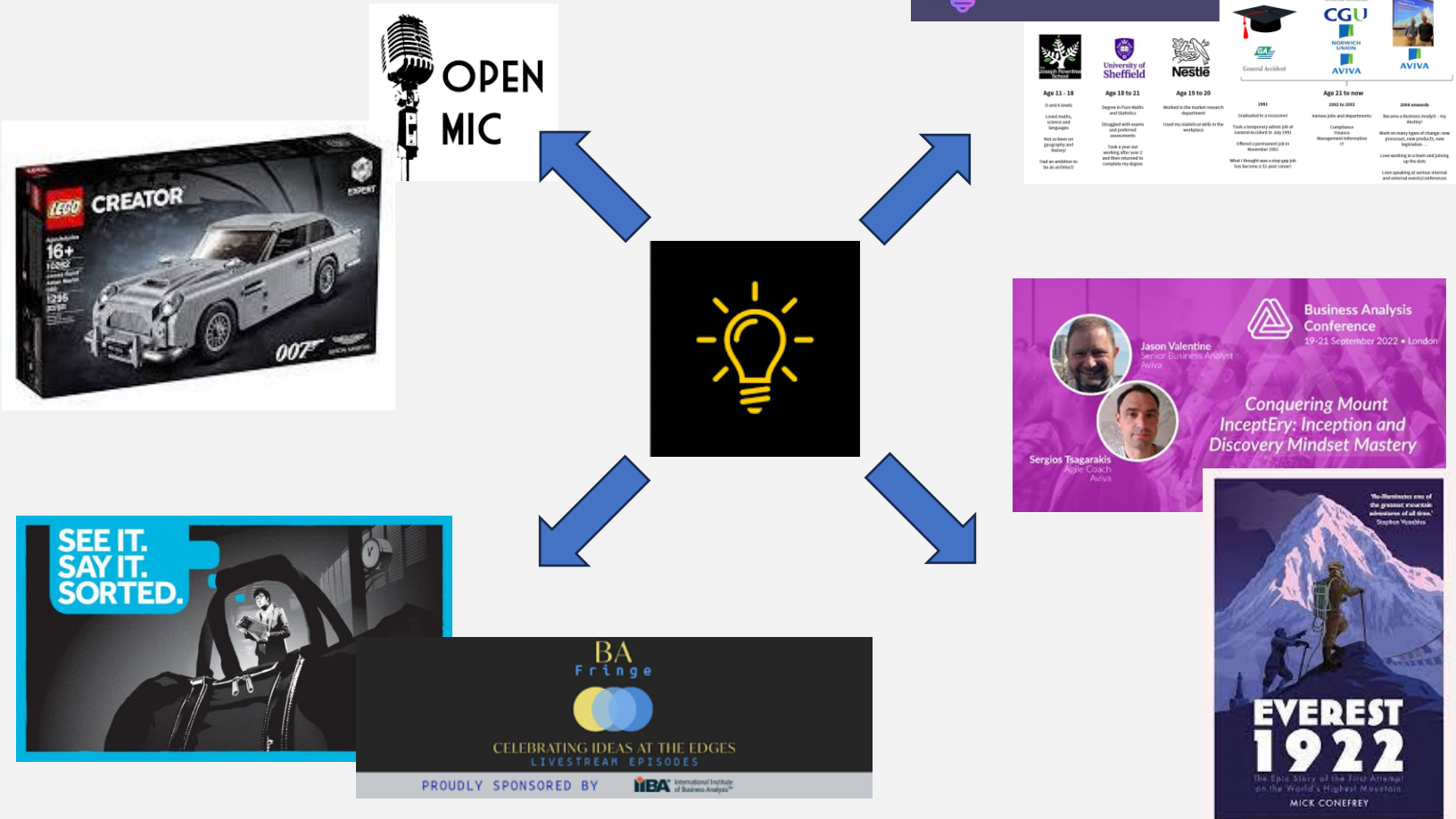


- Someone provides a brief versus
- “Hang on lads... I’ve got an idea.....”



Propose

Jason's idea moments



Plan

- P.P = P.P
- Plan your desired outcome – what type of presentation is it?

Present
argument or
theory

Product
launch

Sell something

Inspire

Announcement
(bad)

Announcement
(good)

Information
update

Train others



Plan

- Put yourself in the place of the audience – what are they going to be thinking?

How much is it?

When does it start?

What's in it for me?

Does what I'm hearing make sense?

Where's the proof?



Presentation mantras

**Tell them what you're going to tell them
Tell them
Tell them what you've told them**

**If you and your slides are saying the same
thing then chances are, one of you doesn't need
to be there.....**



Opening

“A long time ago, in a galaxy far, far away.....”

George Lucas, Star Wars





- Use a famous quote
- Reiterate your title and emphasise what you've told them
- Issue a challenge
- Describe a positive and powerful future state
- Use a prop to visually demonstrate a conclusion
- Either leave them thinking or wanting!
- Compelling statistic
- Brief story
- Summary of your three key points

“What we do in
life..... echoes in
eternity”

Maximus Decimus Meridius

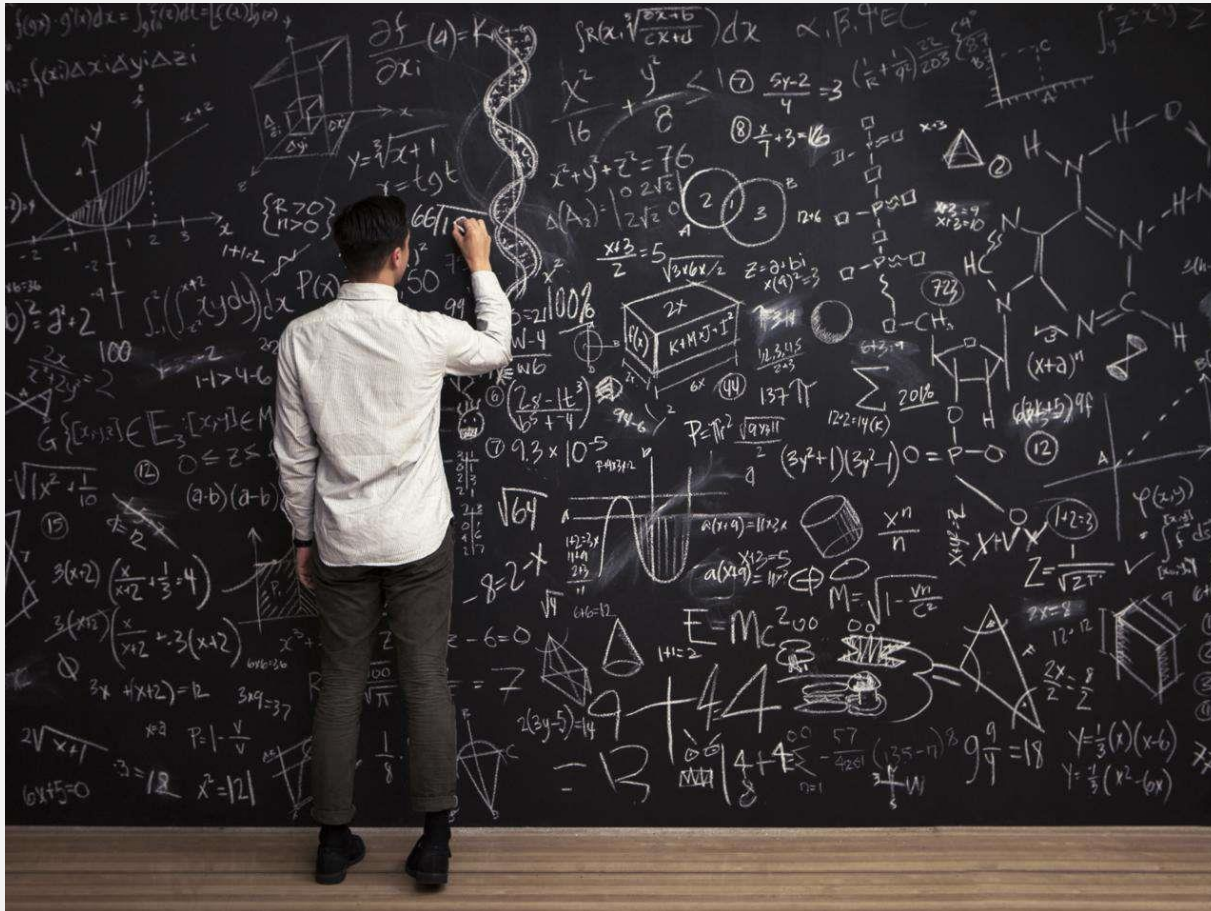


- Rehearse
 - Preferably in front of a friendly (but honest) audience
 - Edit
 - Rehearse some more!



• Review

- Make sure you haven't gone off on a tangent
- Double check spelling
- Check for Death by PowerPoint



Prepare

- Logistics
 - Prepare back up material and hand outs
 - Set the room up early
 - Make sure you have all the stuff you need; paper, pens etc



Manage the Fear : Master the Event

“There are only two types of speakers in the world. 1. The nervous and 2. Liars.”

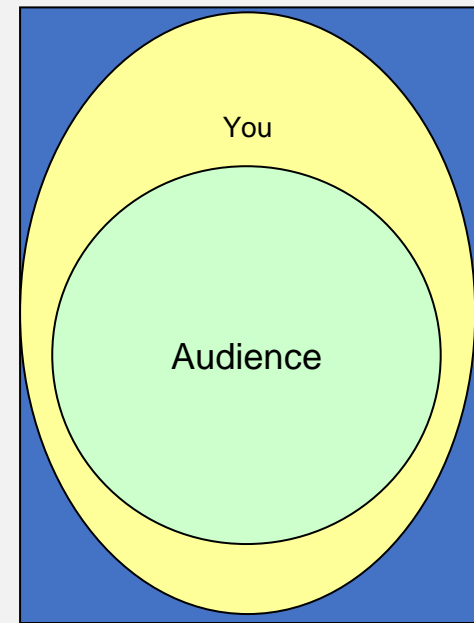
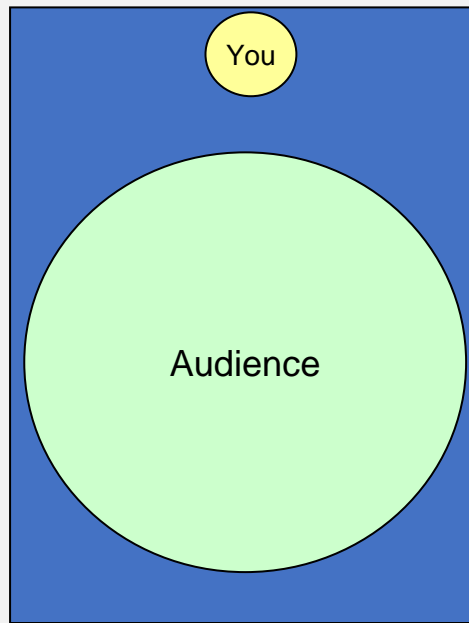
Mark Twain

- Plan everything thoroughly
- Know exactly what you need.....
- And bring it....!
- Do a reconnaissance
- Remember the little details
- Do what you need to do to be comfortable and relaxed
- Get there early!



Manage the Fear : Master the Room

- Establish your intent from the moment you walk in
- Know how you're going to approach the 'countdown'
- Own the room



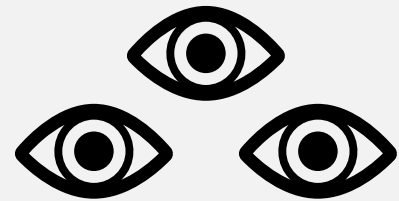
Manage the Fear : Master the Mind

- Have active, positive assumptions
 - The audience members are interested
 - They want to see success
 - The good things they will say afterwards
- Rehearse for disaster (just in case)
- If nothing else, memorise your opening
- Positive imagery and self-talk – visualise success



A brief look at Visualisation...

- Make it realistic, based on experience not imagination
- Make it rich, include sounds, music, emotions etc
- Include memorable and simple words
- Don't be too specific



A personal example

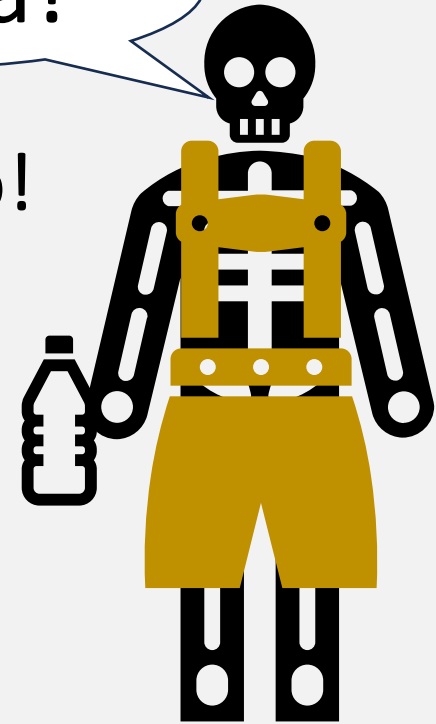
- Real Moment : Aviva inspire event
- Emotion : Elation, energy, open, flow
- Music: A bit of the Prod



Manage the Fear : Master the Body

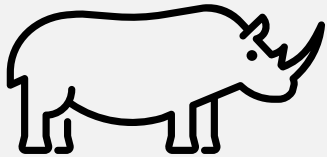
- Warm up your voice
- Keep hydrated but not overly so!
- Relax and ground yourself
- Breathe low not high
- Find your centre of balance
- Dress for comfort

Laaaaaaa!



Manage the Fear : Master the Unexpected

- Switch off your phone
- Only have your presentation open on your laptop
- Check
 - Your pockets
 - Your zips
 - Your hair
 - Your smile



Manage the Fear: Mastering Difficult Moments

Something goes wrong

- Take a breath
- Ask yourself “***Dave’s important two-part question for just this type of moment***”

“Has anybody died.....?”

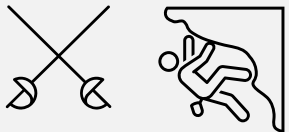
“Has the Universe ended.....?”

- Make a feature out of a mistake



Manage the Fear: Dealing with the Audience

- Decide if you will take questions during or after
- Anticipate what people are likely to want to know
- Develop appropriate answers
- When a question is asked.....
 - Summarise the question for understanding
 - Explain your answer
 - Example
 - Restate your answer



Manage the Fear: Handling Difficult Individuals

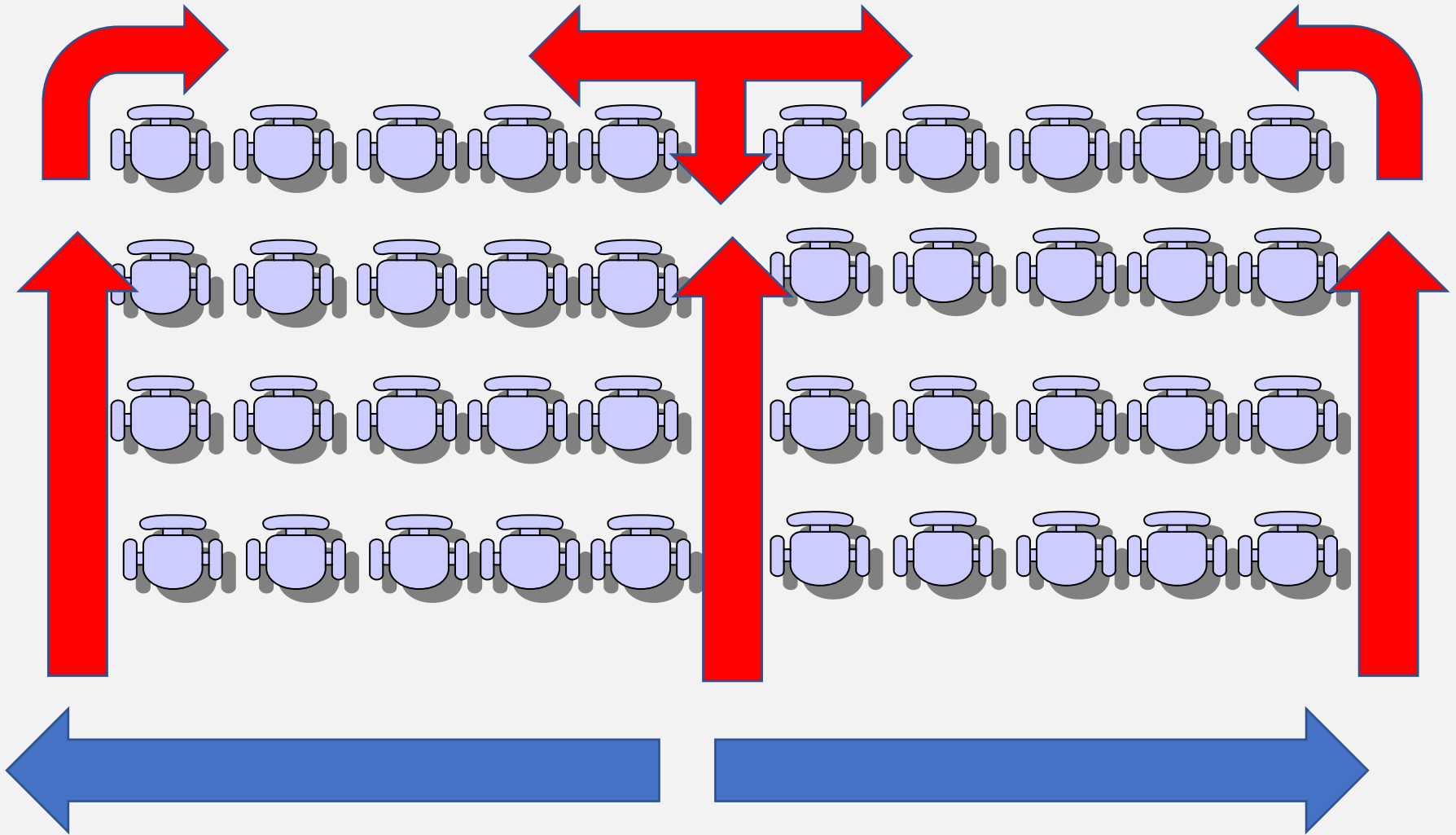
- Treat them respectfully – even if they don't extend you the courtesy
- Don't take it personally – remain calm
- Escalate professionally as appropriate – use support if available

Type	Initial strategy	Final strategy
Late arrival	If alone and trying not to be noticed - ignore	If a coach party/noisy, pause, wait until they have settled
Interrupter	Politely respond but point out you'll take questions at the end	Thank them for their obvious interest and suggest they catch you afterward. Use 'power of group' if necessary
Hijacker	Politely respond but point out you'll take questions at the end if time permits	Thank them for their insight but suggest they catch you afterward. Use 'power of group' if necessary.
Early leavers	If alone and trying not to be noticed - ignore	If a coach party/noisy, pause, wait until they have left – and don't take the mickey after they've left!
??		

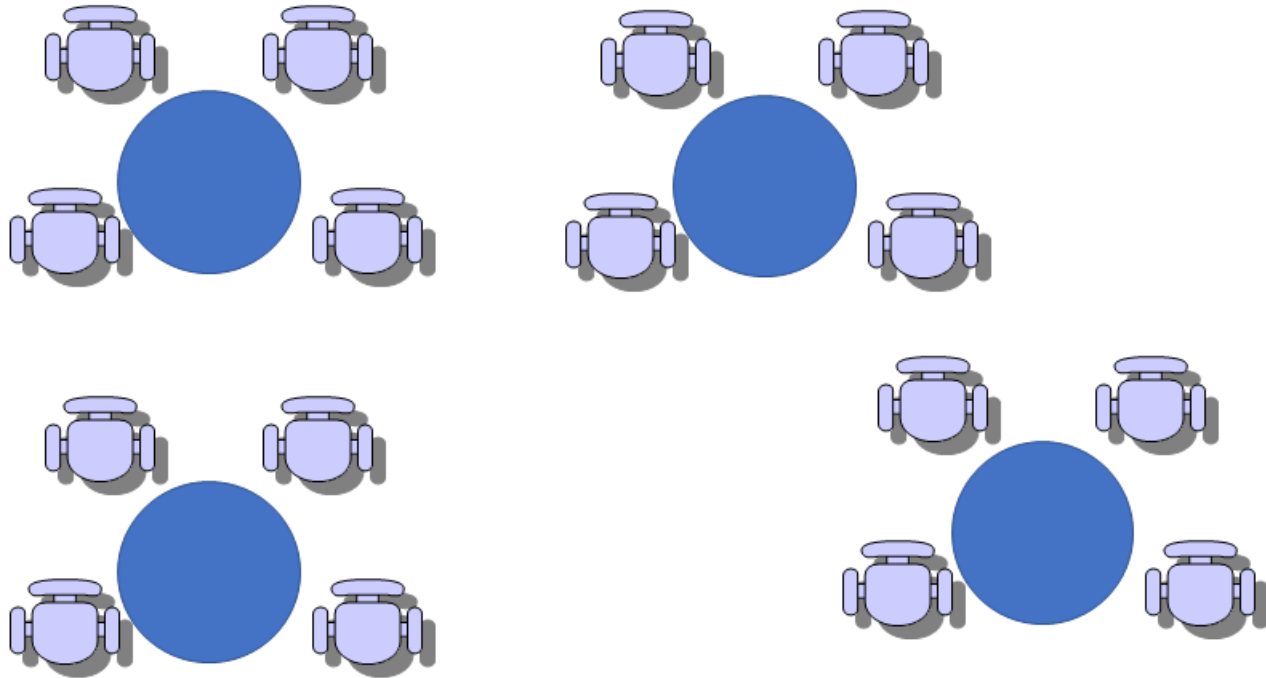


Present

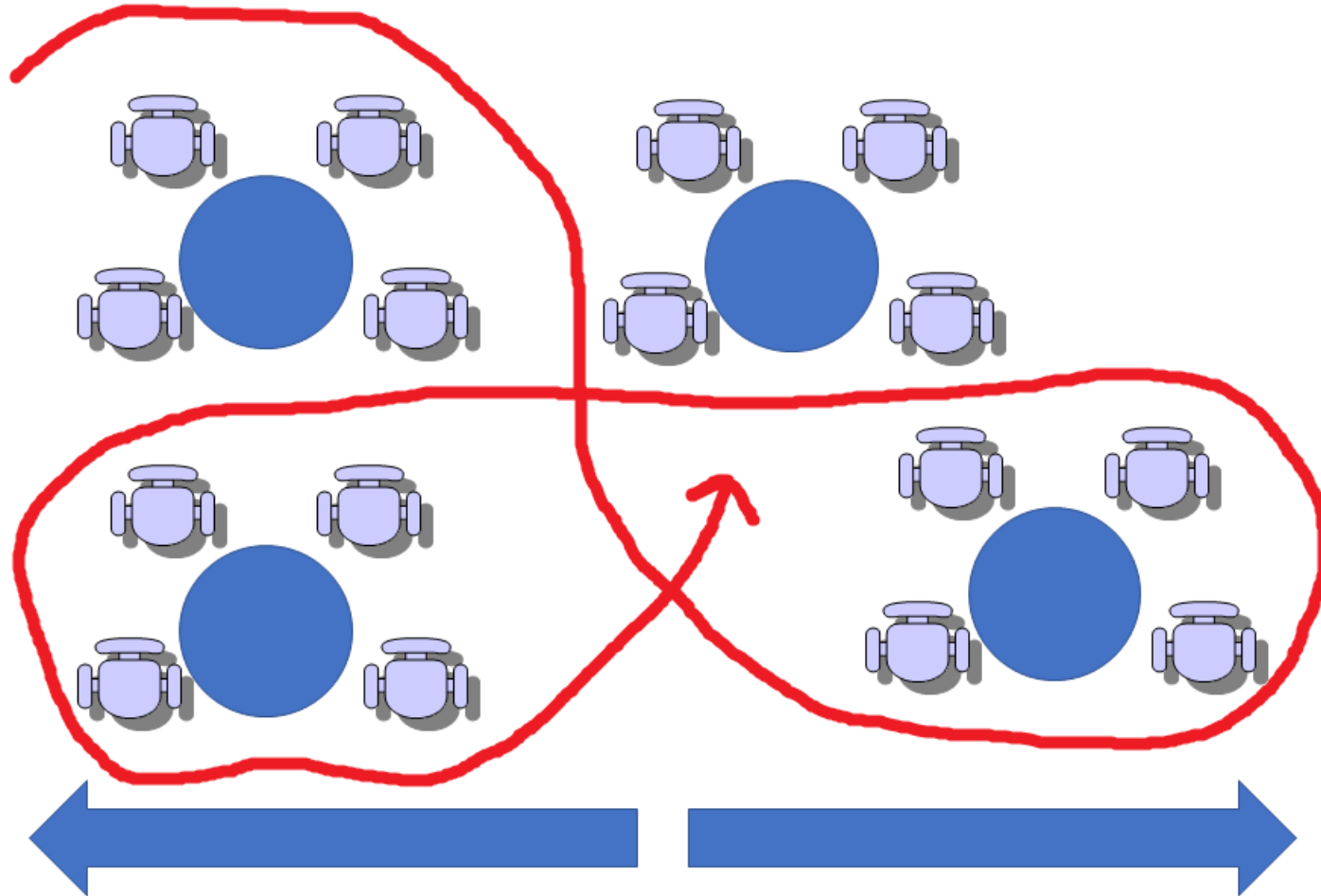
Working the room



Working the room

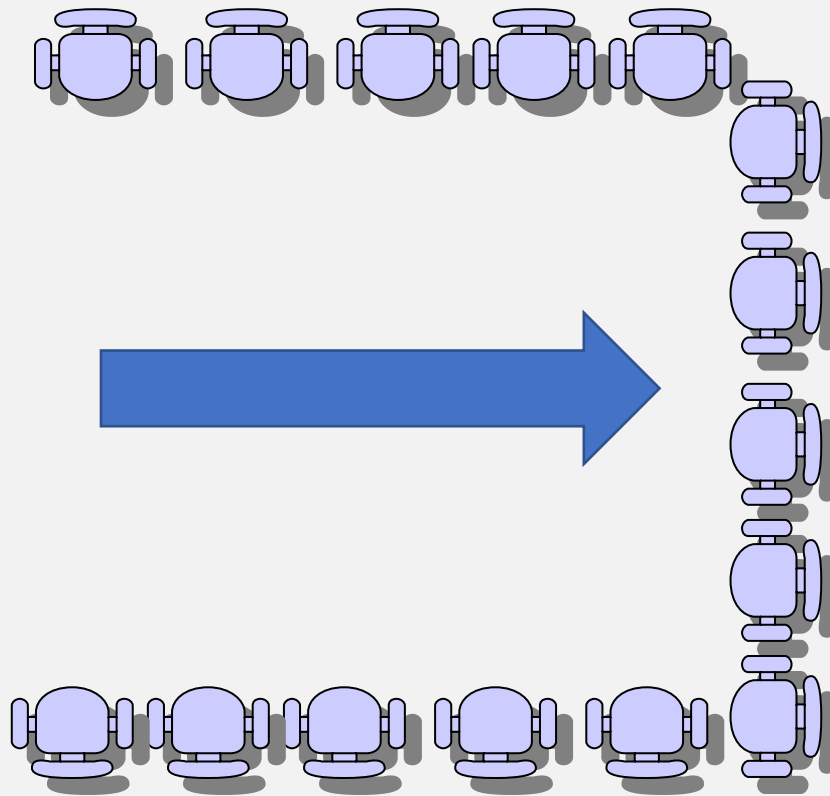
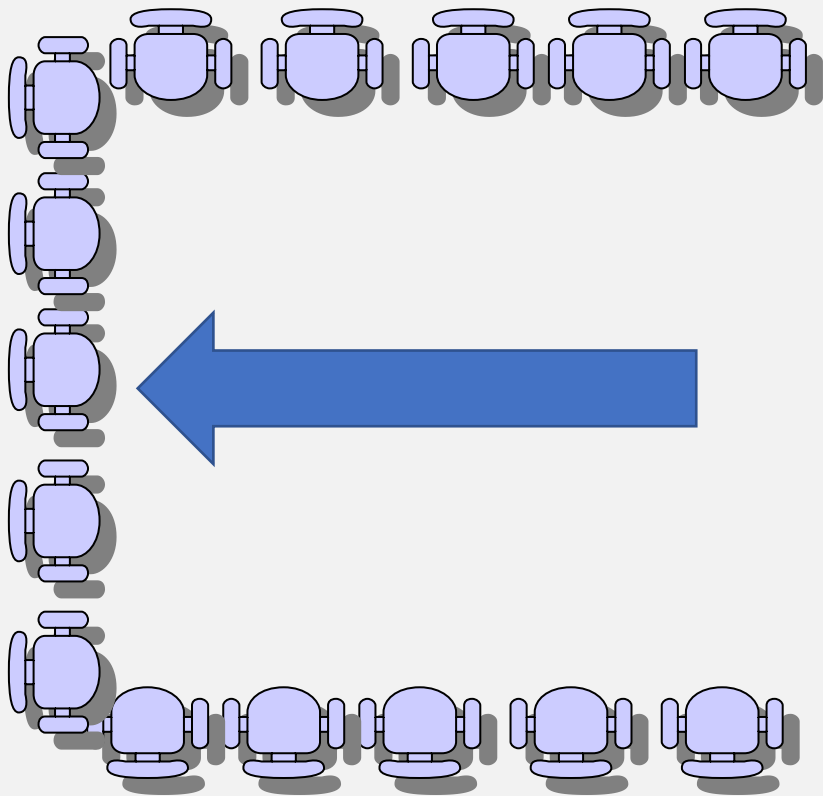


Working the room



Present

Working the room



Body Language

- Try to relax
- Avoid:



Closed body language



Even more closed with
hiding the mouth



Talking to slides not
audience

Body Language

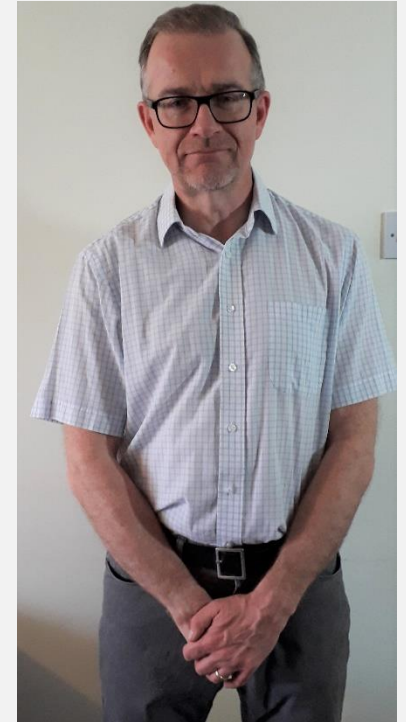
- Try to relax
- Avoid:



It's rude to point!



The Trump (possibly came about because his PR people told him about the previous pose!)




The Bouncer "Not coming in tonight lads"

Body Language

- Try to relax
- Avoid:



Checking for change



The shield, can also happen with a lectern



The scratcher

Body Language

- Try some of these



The gunslinger. **Meant** to be relaxed open stance

Inviting questions

Closing questions down



Body Language

- Try some of these



“Observe.... I can gesture one way and look in another”!

The
Timewarp



Body Language

- Actively pursue:
 - Eye contact (Quadrants or the clock – but avoid fixation or the imaginary parrot)
 - Movement (keep them on their toes by keeping on yours)
 - Talking with your hands



Working the Zoom



Voice
Appearance
Rapport
Setting
Props



Appearance

Smart/casual

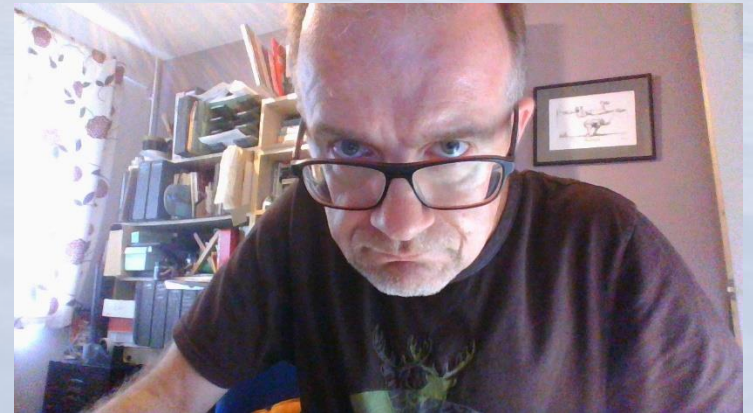
Distance

Positioning

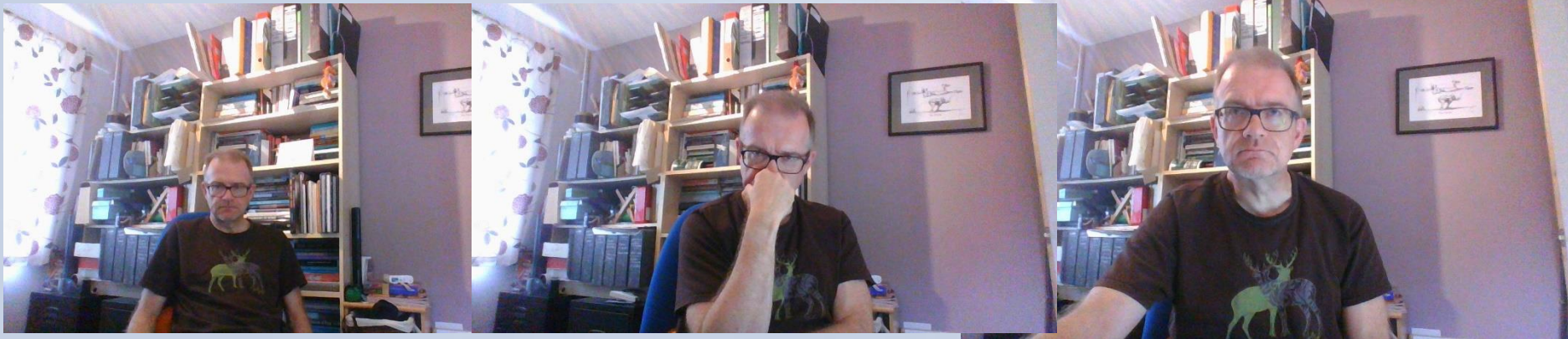
Intensity



Appearance



Appearance





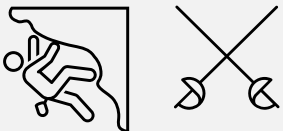
Impression Setting - You

Clothing sets the scene as to your 'vibe' – you dress as you want to feel and how you want the audience to feel to a certain extent

Using a clicker is easier and looks more professional

Remember, your energy will set the tone

And the performance doesn't necessarily start when you get up on stage.....



Present

Voice
Volume



Tone



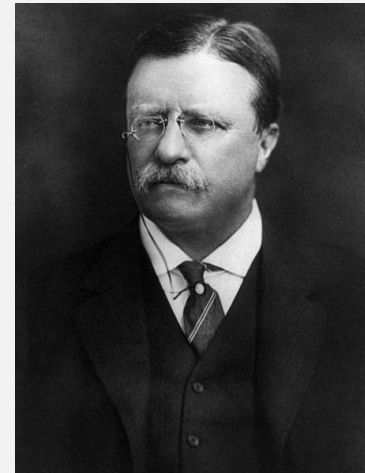
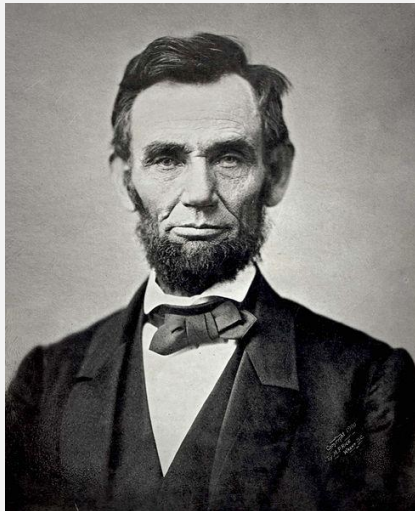
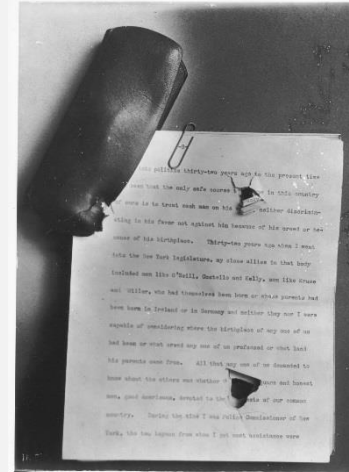
Rhythm



Emphasise not **exaggerate**



Impression Setting 2 - props



Virtual Props

Demos

Models

Personal touches



Post-mortem



- Allow yourself some recovery time after your session
- Get honest feedback – not just positive!
- Recognise what went well
- Amend what could have gone better
- Give yourself a pat on the back for getting through it!
- Practice!



Part 2 Taking It Further

In this section we will cover:

Presenting at
conferences

Developing
your slides

Developing
your style

Telling your
own story



Presenting at Conferences

- Don't be intimidated by the larger scale – you can still own even a big room
- Familiarise yourself with the equipment such as microphones, pointers, clickers etc
- Make sure your IT kit is compatible with the venue equipment
- Make friends with the event staff such as technicians and room assistants
- Identify whether any questions will require a walking microphone and adjust accordingly



Developing your own style

Watch other speakers

Humour – keep it comfortable

Slides vs Self

Use anecdotes to make it real

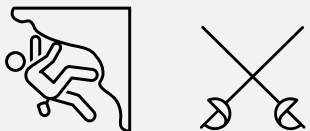
Decide what's important to you – then say it

Get mobile

Use changes of pace and

Study other speeches

Think about how to improve your vocal impact



Scene Setting – a little mood music

You could choose some background music to build excitement whilst the audience awaits your entrance

Walking on

Alternatively, you could choose some music to walk on to.....



Slides

Visual – avoid walls of text, use more pictures

Scale – appropriate to laptop/phone

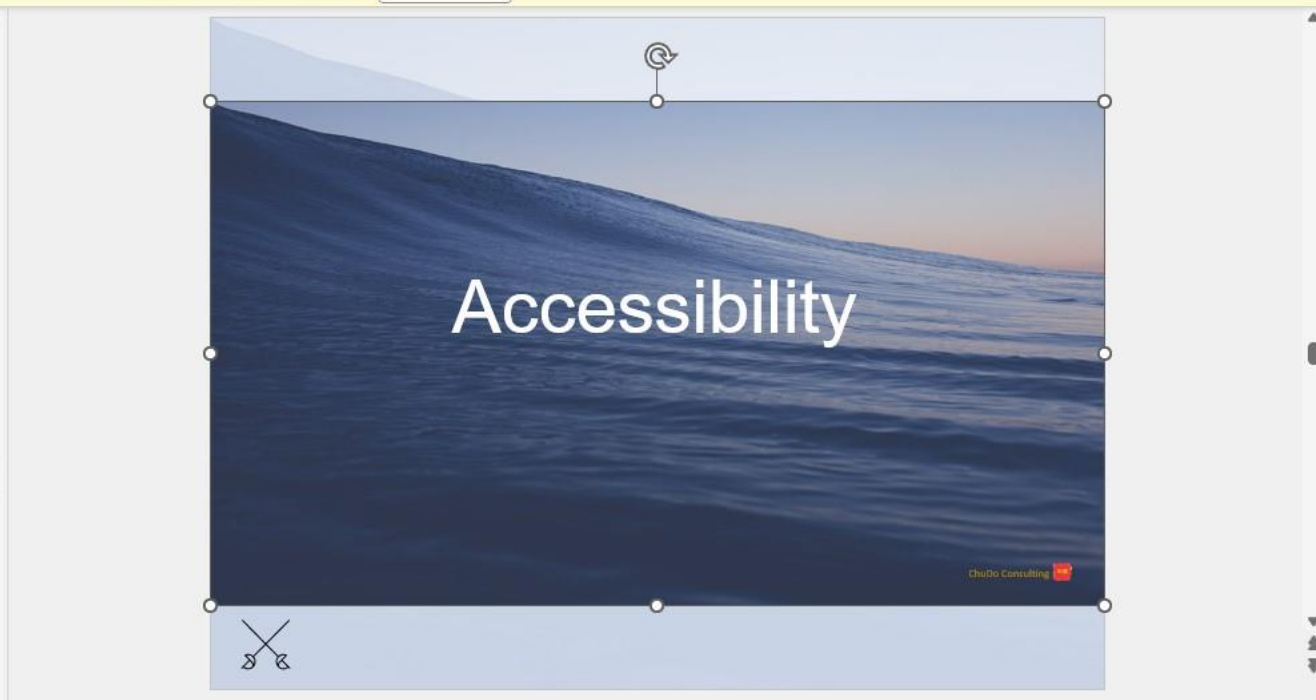
Colours – need to be easy to absorb



Review ribbon: Check Accessibility, Font Color, Text Highlight Color, Shape Fill, Shape Outline, Inspect without Color, Spelling, Slide Title, Reading Order Pane, Alt Text, Mark as Decorative, Link Text, Always Use Subtitles, Subtitle Settings, Insert Captions, Accessibility Help.

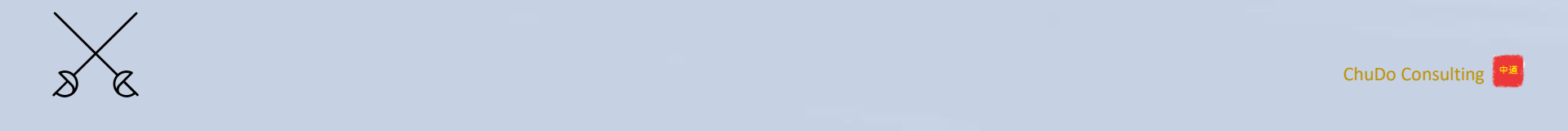
SECURITY WARNING: References to external media objects have been blocked. Enable Content

Slide navigation pane showing slides 58-63. Slide 60 'Accessibility' is selected.



Click to add notes

Accessibility pane: Inspection Results. Errors: Missing alt text (386), Missing slide title (24). Warnings: Missing audio or video subtitles (4), Hard-to-read text contrast (3), Check reading order (100). Tips: Keep accessibility checker running while I work. Additional Information: Read more about making documents accessible.

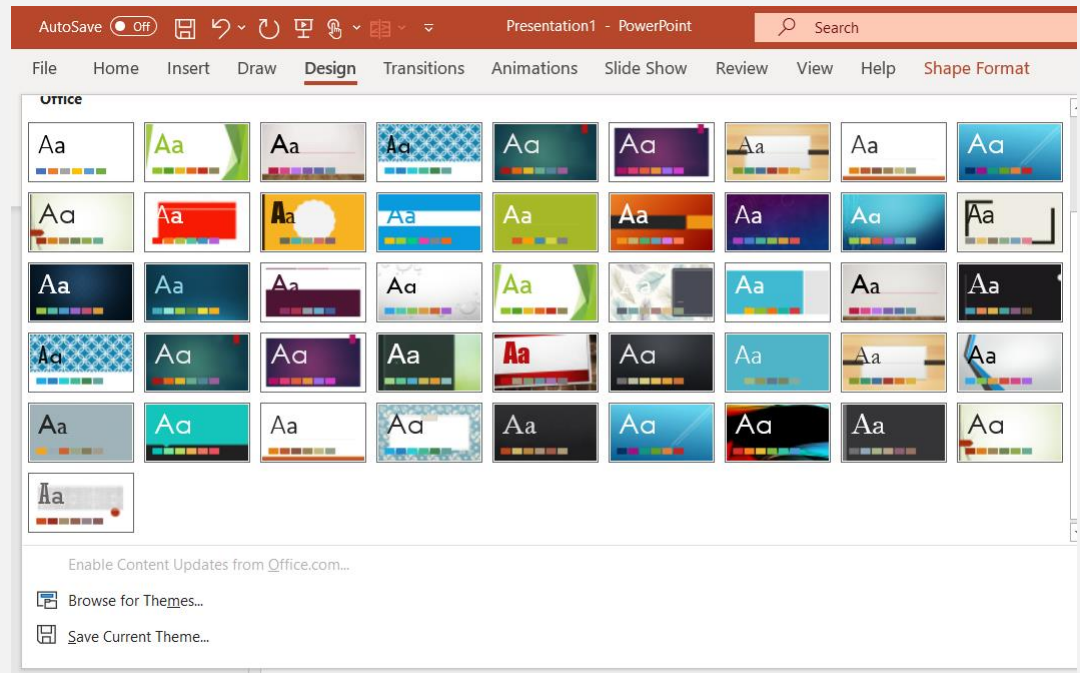


PowerPoint Tricks

Slide design

Design

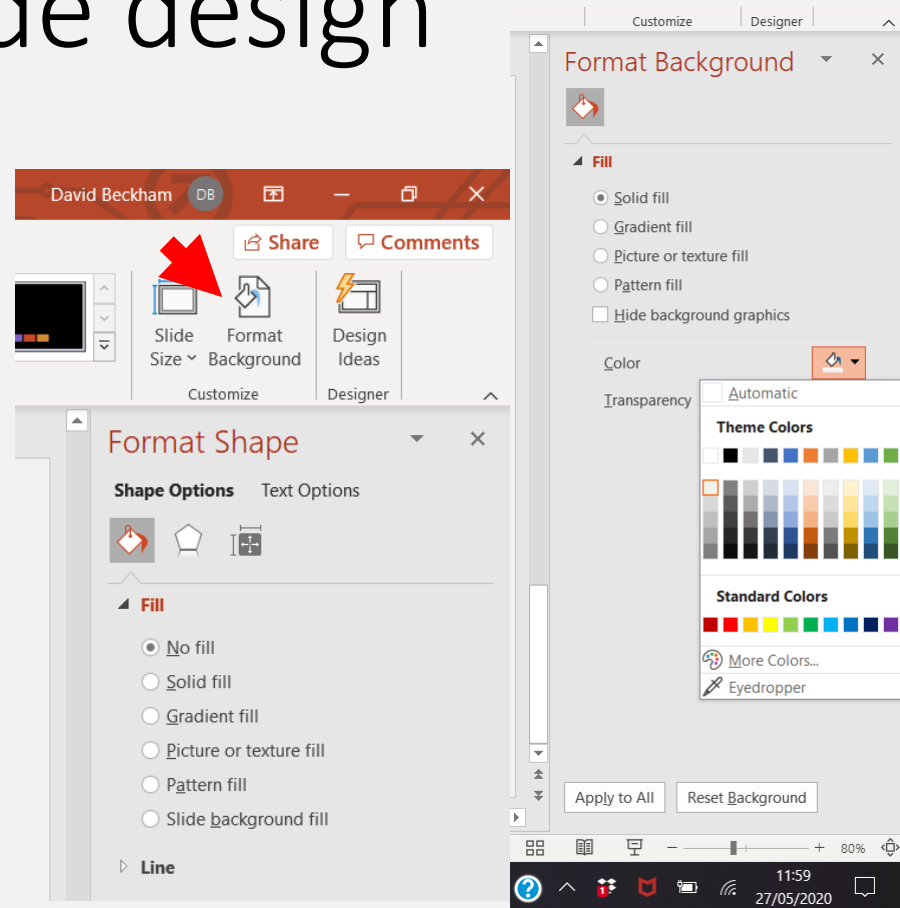
Keep it simple,
uncluttered and elegant



Slide design

Design

Personally I prefer to just use different colour fills



The Power of Change

A Personal Journey

David Beckham

THE MYTHIC BA

DAVID BECKHAM
PRINCIPAL CONSULTANT
CHUDO CONSULTING

The Art of Influence

How to build effective business relationships

David Beckham
Principal Consultant
ChuDo Consulting

Fonts

Fonts should be clear and preferably size 28 +

Avoid over elaborate fonts except in *moderation* and/or for **dramatic (Playbill)** or **comedic (jokerman)** purposes.

Remember.... Fonts have personality.....

Impact and **STENCIL** can change the mood.

Ink Free and *Viner Hand ITC* are more chatty

THE SERIF HAND EXTRA BLACK is kind of coffee table

Get to know them!!

Animation

The appropriate use of animation can really enhance a presentation

Get familiar with your animation pane

File Home Insert Draw Design Transitions **Animations** Slide Show Review View Help

None Appear Fade Fly In Float In Split Wipe Shape Wheel Random Bars Effect Options

Animation Advanced Animation

Start: Duration: Delay: Reorder Animation Move Earlier Move Later

Animation Panel Trigger

10

11

12

13

14

15

16

Animation

0

The appropriate use of animation can really enhance a presentation

0

Get familiar with your animation panel

IRMUK ChuDo Consulting

Animation Pane

Play All

- Title 1: The a...
- Title 1: Get f...

Animation effects: None, Appear, Fade, Fly In, Float In, Split, Wipe, Shape, Wheel, Random Bars, Effect Options, Add Animation, Trigger, Animation Painter, Animation Pane, Timing (Start, Duration, Delay), Reorder Animation, Move Earlier, Move Later.

Slide thumbnails: 0, 1, 2, 3, 4, 5, 6

Animation

The appropriate use of animation can really enhance a presentation

Get familiar with

These functions are very useful so in the words of my Old Zen Master, "Study them well"

IRM UK | ChuDo Consulting

Animation Pane

Play All

- 0 Title 1: The a...
- 0 Title 1: Get f...

Seconds: 0 | 2 | 4 | 6 | 8 | 10

Media

The appropriate use of media can also really enhance a presentation

First you need to insert the relevant file, in this case a music file I already have on my laptop (This is my preferred way in case I can't get internet access for the event itself)

Go to the *insert* menu

File Home **Insert** Draw Design Transitions Animations Slide Show Review View Help

New Slide Table Pictures Screenshot Photo Album Shapes Icons 3D Models SmartArt Chart Get Add-ins My Add-ins Zoom Link Action Comment Text Box Header & Footer WordArt Date & Time Slide Number Object Equation Symbol Video Audio Screen Recording

Slides Tables Images Illustrations Add-ins Links Comments Text Symbols Media

17 Animation

18 Animation

19 Animation

20 Media

21 Animation

22 Animation

Animation

IRM UK

ChuDo Consulting

Insert Audio

Insert audio from your computer or a variety of online sources. You can also record audio with a microphone.

File Home Insert Draw Design Transitions Animations Slide Show Review View Help

Share Comments

New Slide Table Pictures Screenshot Photo Album Shapes Icons 3D Models SmartArt Chart Get Add-ins My Add-ins Zoom Link Action Comment Text Header & Footer WordArt Date & Time Slide Number Object Equation Symbol Video Audio Screen Recording

17 Animation

18 Animation

19 Animation

20 Media

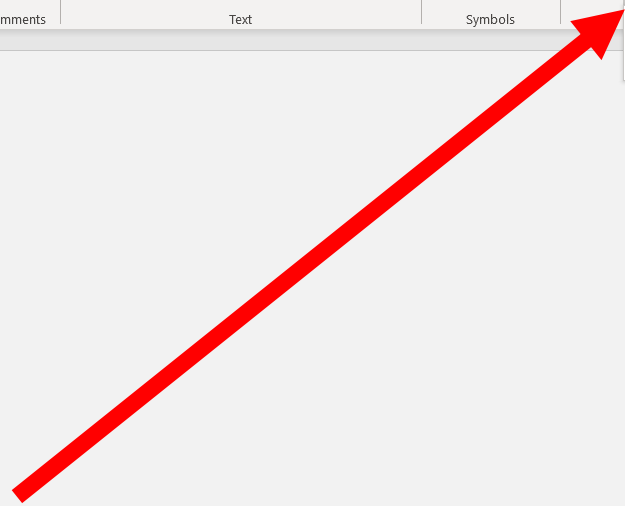
21 Animation

22 Animation

Animation

IRM UK

ChuDo Consulting



Audio

Audio on My PC...

Record Audio...

Insert Audio

← → ↑ > This PC > Windows (C:) > Users > davej > Music > Search Music

Organise New folder

- Documents
- Pictures
- Presentations
- presentationskill
- Screenshots
- slide decks
- Microsoft PowerP...
- Dropbox
- OneDrive
- This PC
- Network

Name	#	Title	Contributing artists	Album
Amazon Music				
01 - Address on the ...	1	Address on the Space Effo...	John F. Kennedy	Greatest Presiden
01 - Battle without ...	1	Battle without honor or hu...	NİYARI	Battle without ho
01 - Common Peopl...	1	Common People (Album ...	William Shatner	William Shatner P
01 - Entends Tu Les ...	1	Entends Tu Les Chiens Ab...	Vangelis	Entends Tu Les Cl
01 - Morning Of	1	Morning Of	Colin Stetson	The First - Origina
01 - Predator - Mai...	1	Predator - Main Theme	Geek Music	Predator - Main T
01 - The Day Is My ...	1	The Day Is My Enemy	The Prodigy	The Day Is My En
02 - Days Are Forgo...	2	Days Are Forgotten [Expli...	Kasabian	Velociraptor! [Exp
02 - Starlight	2	Starlight	Muse	Black Holes And I
03 - Meditational R...	3	Meditational Raga	Jovari Ensemble	Indian Sitar Music

File name: Audio Files

Tools

David Beckham DB

Share Comments

Comment

Text Header & Footer WordArt Date & Time Slide Number Object Equation Symbol Video Audio Screen Recording

Comments Text Symbols Media

Animation

23 Animation

24 Animation

IRM UK

ChuDo Consulting

Insert Audio

This PC > Windows (C:) > Users > davej > Music >

Search Music

Organise New folder

Name	#	Title	Contributing artists	Album
Amazon Music				
01 - Address on the ...	1	Address on the Space Effo...	John F. Kennedy	Greatest Presiden
01 - Battle without ...	1	Battle without honor or hu...	NİYARI	Battle without ho
01 - Common Peopl...	1	Common People (Album ...	William Shatner	William Shatner F
01 - Entends Tu Les ...	1	Entends Tu Les Chiens Ab...	Vangelis	Entends Tu Les Cl
01 - Morning Of	1	Morning Of	Colin Stetson	The First - Origina
01 - Predator - Mai...	1	Predator - Main Theme	Geek Music	Predator - Main T
01 - The Day Is My ...	1	The Day Is My Enemy	The Prodigy	The Day Is My En
02 - Days Are Forgo...	2	Days Are Forgotten [Expli...	Kasabian	Velociraptor! [Exp
02 - Starlight	2	Starlight	Muse	Black Holes And I
03 - Meditational R...	3	Meditational Raga	Jovari Ensemble	Indian Sitar Music

File name: 01 - Predator - Main Theme

Audio Files

Tools Insert Cancel

David Beckham DB

Share Comments

Comment

Text Header & Footer WordArt Date & Time Slide Number Object

Equation Symbol

Video Audio Screen Recording

Comments

Text

Symbols

Media

IRM UK

ChuDo Consulting

23 Animation

24 Animation

Slide 23 of 24

Type here to search

Notes

83%

11:00 28/05/2020

Preview

Play Add Remove

Bookmark Bookmark

Trim Audio

Fade Duration

Fade In: 00.00

Fade Out: 00.00

Editing

Volume

Start: In Click Sequence

Play During Show

Play Across Slides

Loop until Stopped

Rewind and

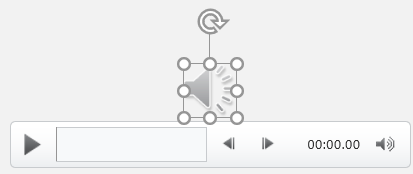
Audio Options

No Style

Play in Background

Audio Styles

Animation



20

Media

The appropriate use of media can also really enhance a presentation.

Find you need to insert the subject file, in this case a music file, already have an audio layout (this is a preferred way in case I can't get internet access for the user's skull)

Go to the smart menu

21

22

23

Animation

24

Animation



Preview

Play Add Bookmark Remove Bookmark Trim Audio

Editing

Fade Duration

Fade In: 00.00

Fade Out: 00.00

Volume

Start: **In Click Sequence**

Play Audio

Loop

Play During Show

Rewind and Continue

Audio Styles

No Style

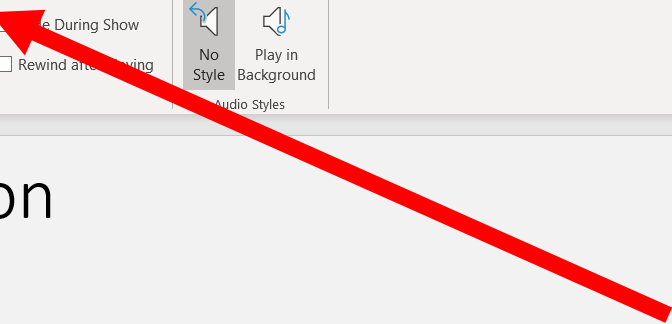
Play in Background

In Click Sequence

In Click Sequence

Automatically

When Clicked On



Animation



00:00.00

IRM UK

ChuDo Consulting

Preview Bookmarks Editing Audio Options Audio Styles

Play Add Bookmark Remove Trim Audio

Fade Duration Fade In: 00.00 Fade Out: 00.00

Start: Automatically Hide During Show

Volume Play Across Slides Loop until Stop Rewind after Playing

No Style Play in Background

25 Animation

26 Animation


27 Animation

28 Animation

29 Animation

30 Animation

Animation



IRM UK ChuDo Consulting

Play Add Bookmark Remove Trim Fade Duration Fade In: 00.00 Fade Out: 00.00 Start: Automatically Hide During Show Play Across Slides Loop until Stopped Rewind after Playing No Style Play in Background

25 Animation
26 Animation
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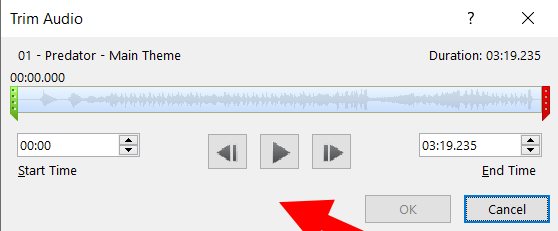
Animation

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File Home Insert Draw Design Transitions Animations Slide Show Review View Help Audio Format Playback

Preview Bookmarks Editing Audio Options Audio Styles

Animation



Trim Audio dialog box showing audio waveform for "01 - Predator - Main Theme" with duration 03:19.235. Start Time is 00:00 and End Time is 03:19.235. Includes OK and Cancel buttons.

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Trim Audio

01 - Predator - Main Theme Duration: 03:19.235

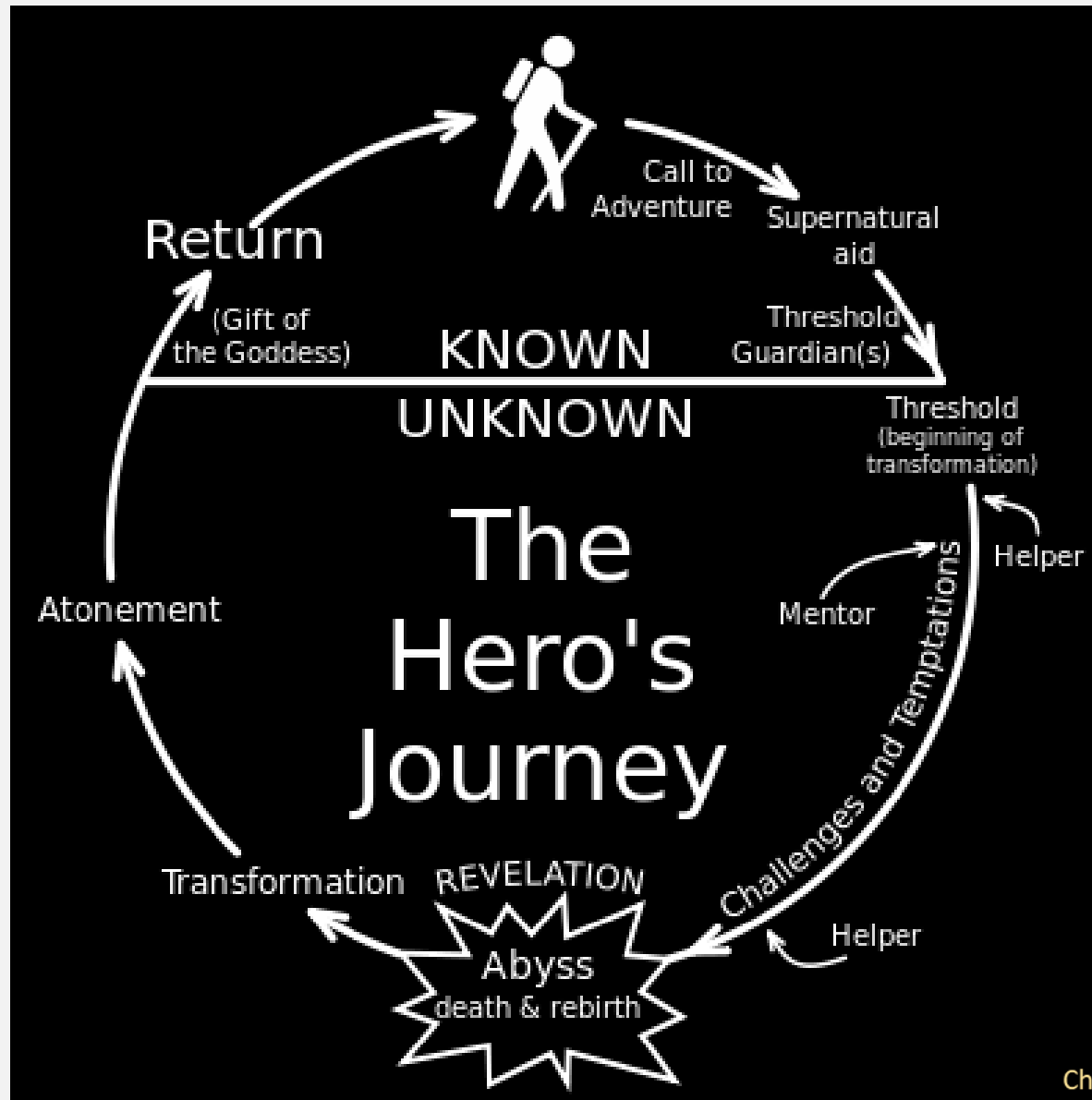
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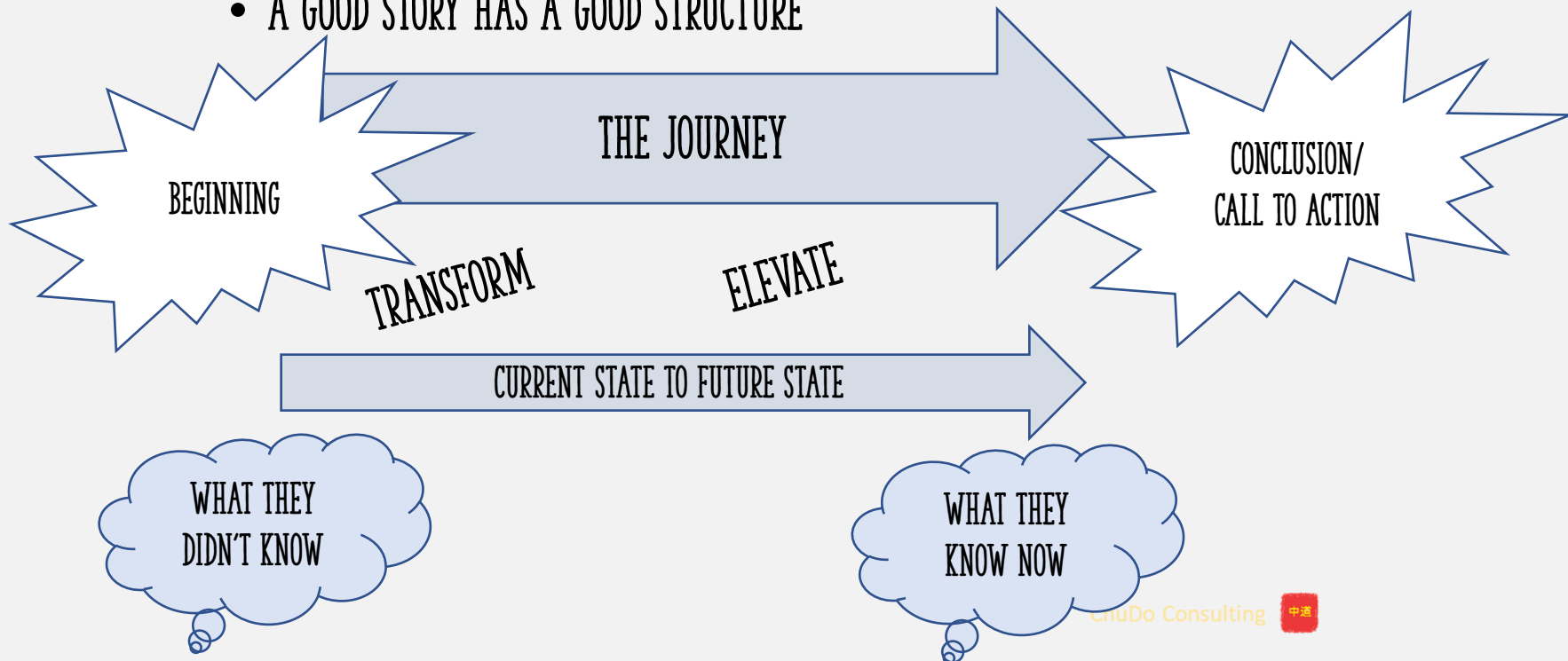
Telling your own story



TELLING A STORY

THINGS TO REMEMBER:

- BE SURE YOU KNOW WHO THE HERO IS.... CLUE: IT'S NOT YOU!
- A GOOD STORY HAS A GOOD STRUCTURE



PRESENTATION TEMPLATE

TITLE:

BIG IDEA (IN LESS THAN 100 WORDS)

WHAT THE AUDIENCE WILL SAY
AFTERWARDS...

THROUGH-LINE

BREADCRUMBS

OPENING LINE

JOURNEY

STAR

WHAT DO THE AUDIENCE WANT TO KNOW?

WHAT ARE THEY GOING TO ASK?

MEMORABLE LINES, QUOTES AND
ANECDOTES

BIG FINISH

MEDIA:

Exercise 1

Use the presentation template to sketch up a presentation based on either:

- Your current assignment
- A personal challenge that you have overcome



Part 3: Case Studies and Conclusion



Written case studies

Examine the following speeches and try to identify:

- Techniques used by the speaker
- the context of the speech and the possible agenda of the speaker
- What is the style they are using?
- Who was the intended audience?
- What is the message you are left with?



WRITTEN CASE STUDIES CRIB SHEET

TRICOLON IS A RHETORICAL TERM FOR A SERIES OF THREE PARALLEL WORDS, PHRASES, OR CLAUSES. FRANKLIN D. ROOSEVELT'S ADVICE FOR SPEAKERS "BE SINCERE, BE BRIEF, BE SEATED"

ANAPHORA - REPETITION OF A WORD/PHRASE ..., *WE SHALL* DEFEND OUR ISLAND, WHATEVER THE COST MAY BE, *WE SHALL* FIGHT ON THE BEACHES, *WE SHALL* FIGHT ON THE LANDING GROUNDS, *WE SHALL* FIGHT IN THE FIELDS AND IN THE STREETS, *WE SHALL* FIGHT IN THE HILLS. *WE SHALL* NEVER SURRENDER. - WINSTON CHURCHILL



ANTISTROPHE - SAME WORD AT END OF SENTENCES ... "A DAY MAY COME WHEN THE COURAGE OF MEN FAILS, WHEN WE FORSAKE OUR FRIENDS AND BREAK THE BONDS OF FELLOWSHIP, *BUT IT IS NOT THIS DAY*. AN HOUR OF WOLVES AND SHATTERED SHIELDS, WHEN THE AGE OF MEN COMES CRASHING DOWN, *BUT IT IS NOT THIS DAY*. THIS DAY WE FIGHT..."

ANTITHESIS - OPPOSITE/CONTRADICTORY WORDS IN SAME SENTENCE



Case Study 1 – The Gettysburg Address

Four score and seven years ago our fathers brought forth on this continent, a new nation, conceived in liberty, and dedicated to the proposition that all men are created equal.

Now we are engaged in a great civil war, testing whether that nation, or any nation so conceived and so dedicated, can long endure. We are met on a great battlefield of that war. We have come to dedicate a portion of that field, as a final resting place for those who here gave their lives that that nation might live. It is altogether fitting and proper that we should do this.

But in a larger sense, we cannot dedicate - we cannot consecrate - we cannot hallow - this ground. The brave men, living and dead, who struggled here, have consecrated it, far above our poor power to add or detract. The world will little note, nor long remember, what we say here, but it can never forget what they did here. It is for us the living, rather, to be dedicated here to the unfinished work which they who fought here have thus far so nobly advanced. It is rather for us to be here dedicated to the great task remaining before us - that from these honoured dead we take increased devotion to that cause for which they gave the last full measure of devotion - that we here highly resolve that these dead shall not have died in vain - that this nation, under God, shall have a new birth of freedom - and that government of the people, by the people, for the people, shall not perish from the earth.

President Abraham Lincoln - November 19, 1863



Case Study 2 – Speech to the troops at Tilbury Docks

My loving people, We have been persuaded by some that are careful of our safety, to take heed how we commit ourselves to armed multitudes, for fear of treachery; but I assure you I do not desire to live to distrust my faithful and loving people. Let tyrants fear, I have always so behaved myself that, under God, I have placed my chiefest strength and safeguard in the loyal hearts and good-will of my subjects; and therefore I am come amongst you, as you see, at this time, not for my recreation and disport, but being resolved, in the midst and heat of the battle, to live and die amongst you all; to lay down for my God, and for my kingdom, and my people, my honour and my blood, even in the dust.

I know I have the body but of a weak and feeble woman; but I have the heart and stomach of a king, and of a king of England too, and think foul scorn that Parma or Spain, or any prince of Europe, should dare to invade the borders of my realm; to which rather than any dishonour shall grow by me, I myself will take up arms, I myself will be your general, judge, and rewarder of every one of your virtues in the field.

I know already, for your forwardness you have deserved rewards and crowns; and We do assure you in the word of a prince, they shall be duly paid you. In the mean time, my lieutenant general shall be in my stead, than whom never prince commanded a more noble or worthy subject; not doubting but by your obedience to my general, by your concord in the camp, and your valour in the field, we shall shortly have a famous victory over those enemies of my God, of my kingdom, and of my people.

Elizabeth I – Queen of England



And finally

“The Mountaintop”



Conclusion





What makes a good presentation?



Propose

Plan Prepare

Present



Post - Mortem

Opening

Closing



Taking Questions

Manage the Fear

Body Language

Working the room/Zoom



Style

Props



Story-telling

Media



“What we say in
presentations.....
echoes in eternity”

Dave being Maximus Pretentious



**“A COMFORT ZONE IS A BEAUTIFUL PLACE, BUT NOTHING
MAGICAL EVER GROWS THERE”**

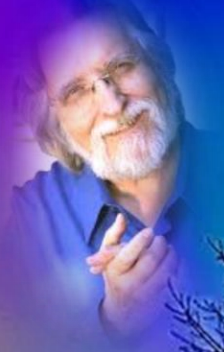
JOHN ASSARAF

5 MAGICAL BENEFITS FROM STEPPING OUTSIDE:

- ❖ **DISCOVERING YOUR TRUE POTENTIAL**
- ❖ **BUILDING YOUR SELF-CONFIDENCE**
- ❖ **BEING SEEN IN A DIFFERENT LIGHT**
- ❖ **EXPANDING YOUR CAREER HORIZONS**
- ❖ **SHARING INSIGHTS, INSPIRING OTHERS**



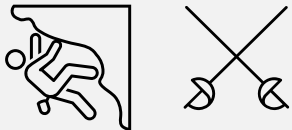
“LIFE BEGINS AT THE END OF YOUR COMFORT ZONE”
NEALE DONALD WALSH



“Light travels faster than sound. That’s why certain people appear bright until you hear them speak.”

Albert Einstein

Thank you





BUSINESS ANALYSIS CONFERENCE EUROPE

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