

**PRESENTING**  
**ON**  
**PRESENTING**

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# AGENDA

← Set a foundation  
or tell a story

- Overview
- Dos & DON'Ts
- Tips & Tricks

# DIFFERENT TYPES

Large Workshop

Small Workshop

Business Presentation

Talk/Keynote

# DOs & DON'Ts



Templatize slides

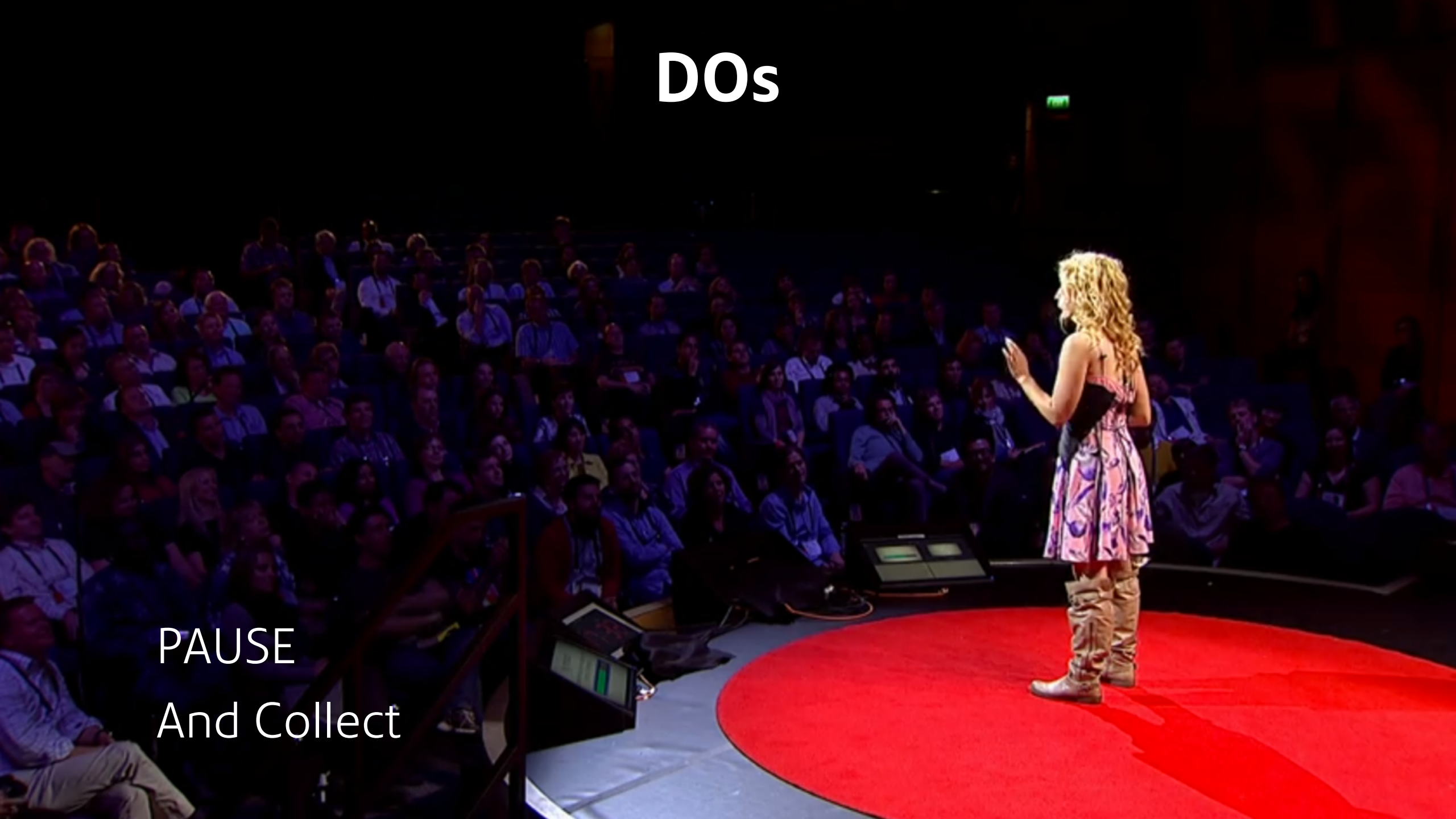
# DON'TS

NEVER say  
UM or LIKE



# DOs

PAUSE  
And Collect



# DON'TS

Text

FILLED

Slides

# Chilean Exports

- Fresh fruit leads Chile's export mix - Chile emerges as major supplier of fresh fruit to world market due to ample natural resources, consumer demand for fresh fruit during winter season in U.S. and Europe, and incentives in agricultural policies of Chilean government, encouraging trend toward diversification of exports and development of nontraditional crops - U.S. Dept. of Agriculture, Economic Research Service Report
- Chile is among the developing economies taking advantage of these trends, pursuing a free market economy. This has allowed for diversification through the expansion of fruit production for export, especially to the U.S. and Western Europe. Chile has successfully diversified its agricultural sector to the extent that it is now a major fruit exporting nation. Many countries view Chile's diversification of agriculture as a model to be followed.
- Meanwhile, the U.S. remains the largest single market for Chile's fruit exports. However, increasing demand from the EC and Central and East European countries combined may eventually surpass exports to the U.S., spurring further growth in Chile's exports.
- If you've read this far, your eyes probably hurt and you've been reading this tedious long-winded text instead of listening to me. I'm insulted- can't you see I'm doing a presentation up here? Look at me! Congratulations, however, on having such good eyesight.



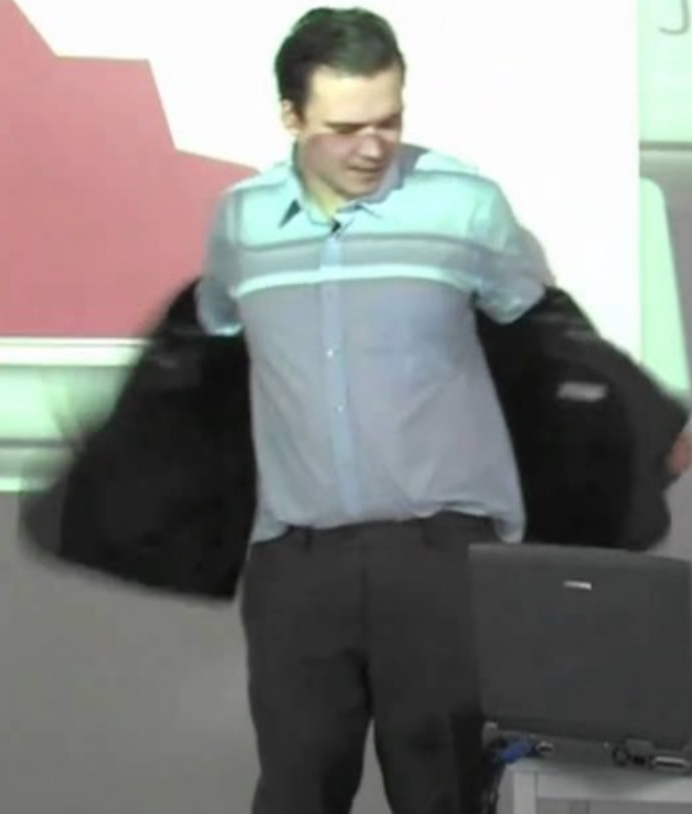


DOs

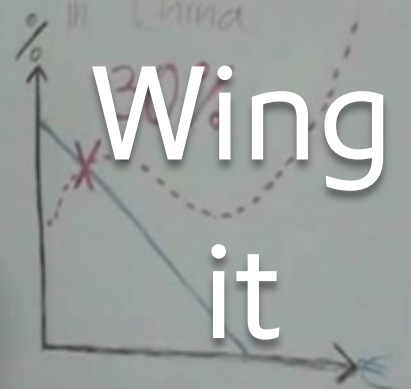


# DON'TS

Decreasing  
economic situation



Market situation  
in China



Wing  
it

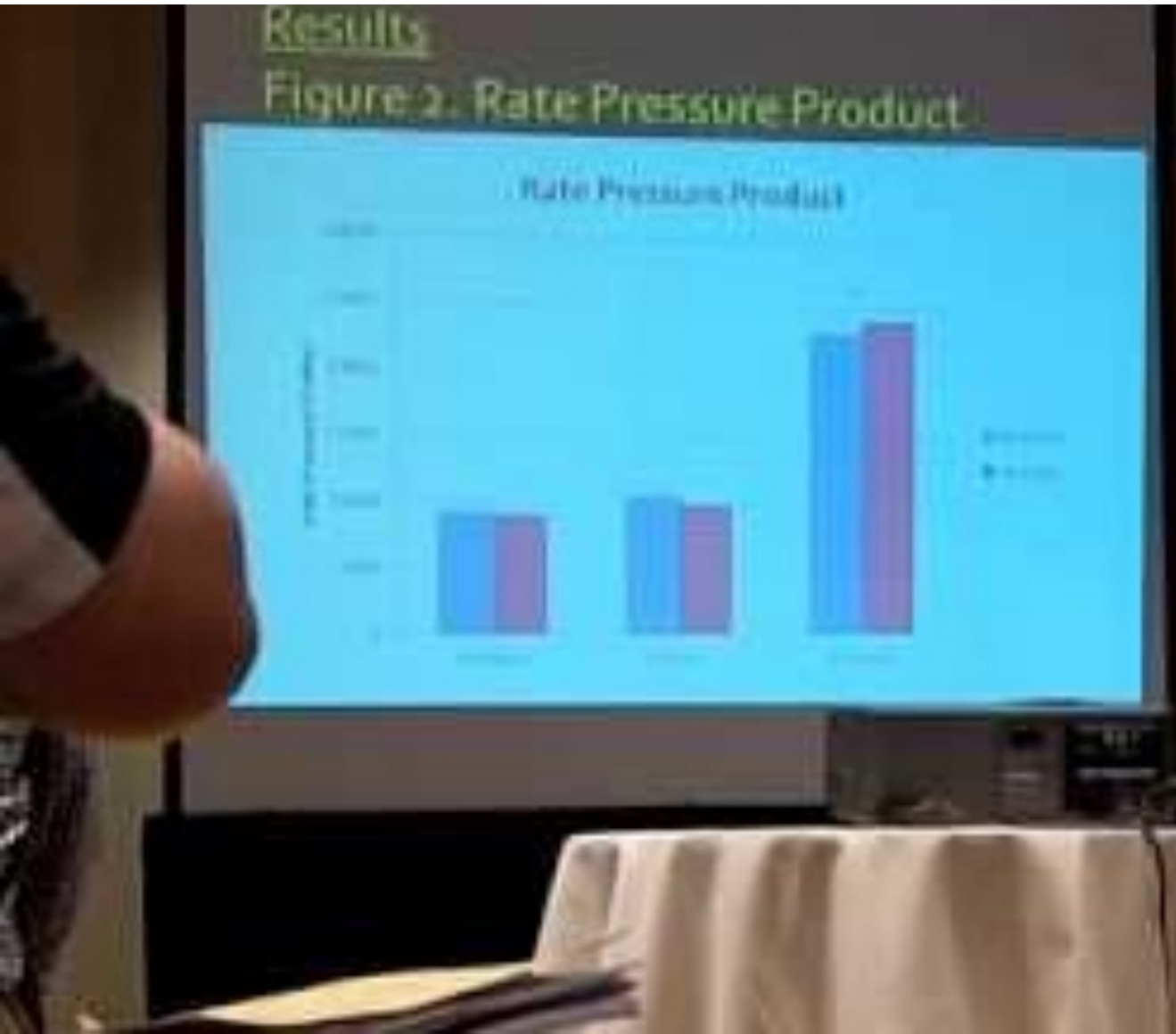
# DOs



Rehearse  
And  
Practice

# DON'TS

Read from a script  
Or  
Read from  
a slide



# DOs



Be Conversational    Connect with the crowd    Summarize

# Amazonia

500 km



2000 VCF  
Tree Cover



# DON'TS

get stuck in the weeds



# DOs

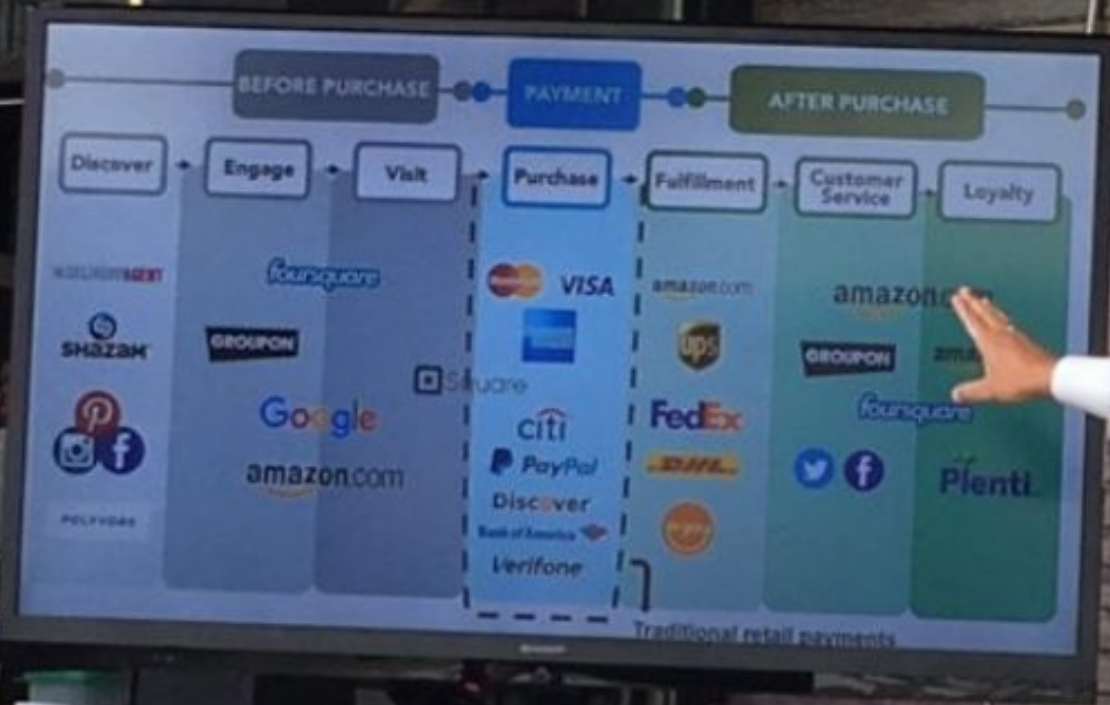
Tell a story and keep  
momentum



“On your deathbed, are you really going to wish you spent more time playing Angry Birds?”



# DON'TS



Ignore your audience

# DOs



Say hello to iPod.  
1,000 songs in your pocket.

Connect with audience  
with analogies + stories

# DON'TS

CRAZY animations

# DOs



Subtle Automated Animations or SAA

# TIPS & TRICKS

# TIPS & TRICKS

Rehearse and  
practice:

- With People
- With your phone
- With a timer

# TIPS & TRICKS

## Body Stance:

- Stay calm
- Don't move too much
- Keep your hands down



# TIPS & TRICKS

Make continuous eye contact

- It keeps audience alert
- Makes them feel connected

# TIPS & TRICKS

## Your Voice

- Avoid Monotone
- Be aware of your volume
- “Peaks and Valleys”

# TIPS & TRICKS

## Presentations

- Images > Text
- Slide advancer or timed slides

# NEXT STEPS

Let's do this together

30-60 minute sessions in 2017

- Pitch Templates
- Over the Phone
- Voice and Story Telling

THANK YOU



# APPENDIX

# Global User Experience Team (GUX)

**USER EXPERIENCE**

**DESIGN**

**DEVELOPMENT**

**GLOBALIZATION**

# WE BUILD

Craft Create Design Delight

# USER EXPERIENCES

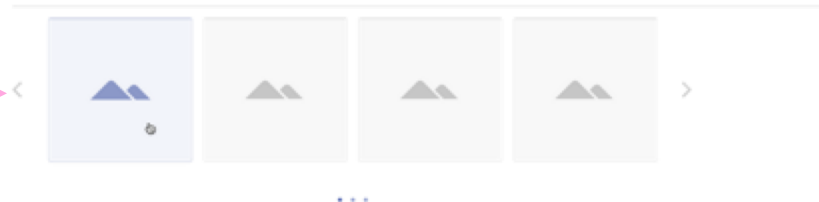
Customer Consumer Client End User

Keep it simple & straightforward



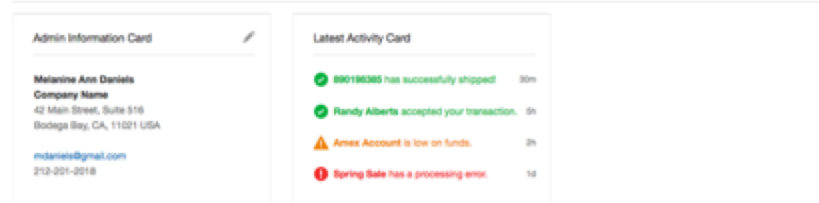
### Gallery

#### Styles



### Cards

#### Styles

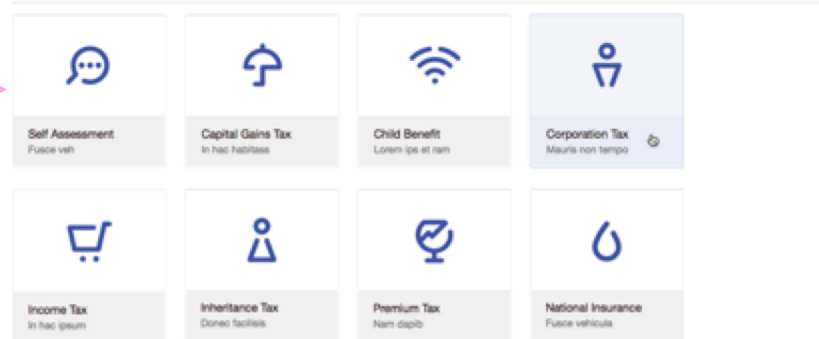


### Widgets

#### Data Styles



#### Category Styles



# More Lego Slides

- Timer countdown
- Things to think about
- What we learned page
- Questions slide to answer an questions folks might have after the challenge

# More Lego Slides

- Look at the PBI Horizon (synthesis process) on slide 38

## Point 1

Description goes here

## Point 2

Description goes here

## Point 3

Description goes here



# How do we do this?

Point 1

Point 2

Point 3



**GREAT DETAILS**

**IDEA**



# DS 2.0 REVIEW

ADAM CZARNIK



# DS 2.0 REVIEW

ADAM CZARNIK



# DS 2.0 REVIEW

ADAM CZARNIK