Participant-Centered Presentations or…

It’s all about them!

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Learning & Development Consulting, LLC
Think of a time…
Getting to know us
Needs, Expectations, Concerns

Norms

• Be present.
• Be responsible.
• Be Easy.
Today’s Goals

Array of practical skills

• Keep your audience engaged
• Assess and respond to their needs
• Apply principles of participant-centered presentations

Your Top Four
Traditional Teaching Model

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Interactive Teaching Model
Set the tone from the start

“Bad” Teacher
“Good” Teacher

• Encourages
• Affirms
• Develops the confidence of

The Participants!

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The “Grabber”

• Get’s attention
• Relevant

Examples?

Tim Flannery Video

Kelly McGonigal Video
Key Concept #1
In two parts

Start like a “good” teacher!
Get their attention first thing!
How do we find out what they really want?

Work with a partner for two minutes.

Make a list of things you want to know about your audience.
Find out what they want!

Key Concept #2
Mantra

• Begin where they are.
• Build on what they know.
• Let them learn by doing.
Guiding Principles

• Build self esteem.

• Build social support.

• Build self-responsibility.
Challenges

Tips and Techniques

• Rank
• Environment
• Questions
• Mandatory
• Complaints
• “Problem” participants
• Secondary agendas
Challenges

• Rank
• Environment
Seating Arrangements

- U-Shape
- Ballroom
- Chevron
- Fan

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Challenges

• Rank
• Environment
• Questions
Asking Questions
When you ask questions about experience or opinion, the answer can never be... *wrong.*
Key Concept #3

It’s all about them!
Challenges

• Rank
• Environment
• Questions
• Mandatory
Mandatory

Voluntary
SDS

- Stroke
- Divert
- Summarize
Challenges

• Rank
• Environment
• Questions
• Mandatory
• Participants
Problem
Participants
Challenges

• Rank
• Environment
• Questions
• Mandatory
• Participants

• Secondary Agendas
Secondary Agendas

I FORGOT WHAT WE ARE PROTESTING

THERE'S GOING TO BE BEER RIGHT?
Control what you can; turn loose of the rest!

Key Concept #4
Different Strokes…
Presence

• 55%  Body language
• 38%  Tone of voice
• 7%  Spoken word
Key Concept #5

Practice makes better!
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<td></td>
<td></td>
<td>• Engage</td>
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<td>• Assess and respond</td>
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<td>• Apply principles</td>
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Your top four...
Reminders

- Be enthusiastic
- Have flexibility
- The power of the presenter
- Sponge negativity
- Share yourself
- SDS
- Use TACT
Thank you!