

# **1B** Opening and closing

**8** Evaluate your own and others' presentation openers and closes using the feedback form below.

Feedback 1B: Opening and closing									
PRESENTER:	Presentation topic:								
OPENER	CLOSE								
Attention Yes/No? Comments:	Summary Yes/No? Comments:								
Benefit Yes/No? Comments:	Action Yes/No? Comments:								
Credibility Yes/No? Comments:	Wisdom Yes/No? Comments:								
Direction Yes/No? Comments:	Emotion Yes/No? Comments:								
Score out of 10:	6 7 8 9 10 😊								



### **2B Smooth structure**

8 Evaluate your own and others' presentation structure using the feedback form below.

Feedback 2B: Smooth structure									
PRESENTER:				Prese	ntation	topic:			
STRUCTURAL F	EATURES								
Logical organisati Comments:	on Yes/No?								
Signposting Yes/N Comments:	o?								
Link phrases (e.g.	cause–effect, a	ction–purp	oose) Yes	/No?					
Comments:									
Function phrases Comments:	(e.g. features, 6			No?					
Score out of 10:	2 3	4	5	6	7	8	9	10	<u></u>

# **3B Voice power**

7 Evaluate your own and others' vocal intelligence using the feedback form below.

Feedback 3B: Voice power									
PRESENTER:	Presentation topic:								
VOCAL INTELLIGENCE	COMMENT								
Pausing	Too much – sounds staccato								
	Effective – varies use of pauses								
	Too little – sounds monotonous								
Stress	Too much – sounds emphatic								
	Effective – subtle use of stress								
	Too little – sounds weak								
Speed	Too fast – hard to follow								
	Effective – varies speed								
	Too slow – a bit boring								
Intonation	Too much – sounds erratic								
	Effective – sounds rhythmic								
	Too little – sounds flat								
Volume	Too loud – a bit aggressive								
	Effective – varies volume								
	Too quiet – difficult to hear								
<u>~</u>									
Score out of 10:									
⊗ 1 2 3 4 5	6 7 8 9 10 😊								

#### 4B Visual aids

10 Evaluate your own and others' presentation of visual aids using the feedback form below. Use both sections – visual aid design and visual aid description – only if you actually present the visual.

Feedback 4B: Visual aids										
PRESENTER:				Preser	ntatio	on topic:				
VISUAL AID DESIGN	COMM	IENTS				SUGGES	TIONS			
Overall impact										
Creativity										
Clarity/legibility										
Simplicity										
Signal-to-noise ratio*										
VISUAL AID DESCRIPTION	COMM	IENTS				SUGGES	TIONS			
Introduction of visual										
Context-setting										
Highlighting of key points										
Interpretation of visual										
Score out of 10:					1					
☼ 1 2	3	4	5	6	7	8	9	10	<u></u>	

<sup>\*</sup> Does the information stand out from the decoration?



# **5B Facts and figures**

**9** Evaluate your own and others' presentation of facts and figures using the feedback form below.

Feedback 5B: Facts and figures									
PRESENTER:		Presentation topic:							
DATA	COMMENT	ΓS AND S	UGGES'	TIONS					
Key data focused on?									
Yes/No									
Figures articulated well?									
Yes/No									
71 1 10									
Figures rounded? Yes/No									
Figures set in context?									
Yes/No									
Trends accurately described?									
Yes/No									
0									
2	L								
Score out of 10:	4 5	6	7	Q	0	10			
☼ 1 2 3	4 5	U	/	0	9	10	$\bigcup$		



### **6B Body language**

10 Evaluate your own and others' body language using the feedback form below.

Feedback 6B: Body language											
PRESE						Preser	ntation	topic:			
1	Overall body language  static ▶ stiff ▶ conservative ▶ neutral ▶ expressive ▶ dramatic ▶ erratic  Examples of reinforcing body language (supporting your message)										
Example	es of reinfo	orcing b	ody lang	guage (su	pportin	g your n	nessage)				
Example	es of distra	acting bo	ody lang	uage (blo	ocking y	our mes	sage)				
Suggest	 out of 10:	 :			. – – –						
$\odot$	1	2	3	4	5	6	7	8	9	10	©

# **7A Rapport building**

7 Evaluate your own and others' persuasiveness and rapport using the feedback form below.

Feedback 7A: Rapport building									
PRESENTER:	Presentation topic:								
RAPPORT LANGUAGE	PERSUASION FACTOR								
First person plural Effectively used? Yes/No	Strong arguments								
Question tags Effectively used? Yes/No	Weaker arguments								
Negative questions Effectively used? Yes/No	Omissions								
Involvement expressions Effectively used? Yes/No	Am I persuaded? Yes / Partly / Not really Why (not)?								
Score out of 10:									
<u>⊗</u> 1 2 3 4 5	6 7 8 9 10 🕲								

# **7B Rapport building**

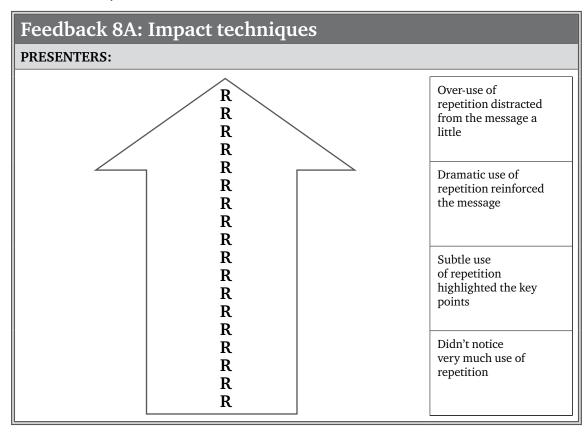
**6** Evaluate your own and others' humour and rapport using the following grid. Unless you've filmed your presentations, it may be easier to get different people to concentrate on different aspects of your performance.

PRESENTER:			Presentation	Presentation topic:				
RAPPORT LAI	NGUAGE	HUMOUR		BRAIN-FRIENDLY ACTIVITIES				
<b>First person plu</b> Effectively used?	<b>ral</b> Yes/No	Opener/close Yes/No Comments:		Visual				
				Auditory				
Question tags Effectively used? Yes/No		Quote/headline Yes/No	e					
		Comments:		Logical				
Negative questions Effectively used? Yes/No		Photo/cartoon Yes/No Comments:		Physical/spatial				
				Interpersonal				
<b>Involvement ex</b> Effectively used?		Spontaneous h	umour					
	Com			Intrapersonal				
Visual language Yes/No	Auditory language Yes/No	Logical language Yes/No	Physical/spatial language Yes/No	Interpersonal language Yes/No	Intrapersonal language Yes/No			
Score out of 1	0:		±					
☼ 1	2 3	4 5	6 7	8 9	10 🕃			

### **8A** Impact techniques

8 Evaluate your own and others' use of repetition using the feedback form below. Circle an 'R' each time you see or hear a repetition of a key phrase/word or sound in the speech script.

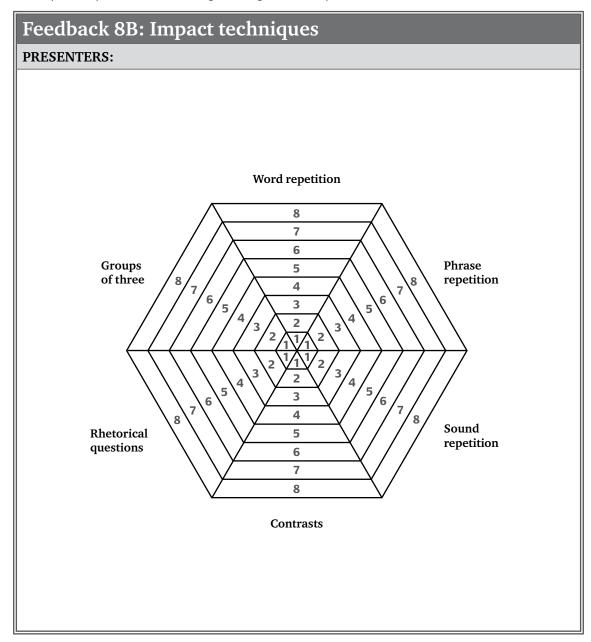
Depending on how many you circle, give yourself (or another speaker) one of four evaluations. Fifteen or more repetitions will probably be overdoing it. Eleven or twelve (with a good mixture of words and sounds) are about optimal to create a dramatic effect and six or seven (again, a mixture of words and sounds) to create a more subtle effect. Three or fewer may have little effect.



### 8B Impact techniques

9 Evaluate your own and others' use of impact techniques using the feedback form below. Read the speech script and circle the numbers in each 'slice' from the centre outwards each time you see a particular impact technique used – up to a maximum of 8.

At the end of the presentation, fill in the segments you've circled. Which impact techniques are preferred? Is there a good range of techniques?





# **8D** Impact techniques

7 Evaluate your own and others' use of impact techniques using the feedback form below.

Feedback 8D: Impact techniques										
PRESENTER	S:	Presentation topic:								
Repetition	Sounds Yes/No	Comments:								
	Words Yes/No	Comments:								
	Phrases Yes/No	Comments:								
	Mantras Yes/No	Comments:								
Groups of three Yes/No		Comments:								
Contrasts Yes/No		Comments:								
Rhetorical que	estions Yes/No	Comments:								
Power language	Intensifiers Yes/No	Comments:								
	Adjectives Yes/No	Comments:								
	Verbs Yes/No	Comments:								
Metaphor Yes/No		Comments:								
Score out of	10:		<b></b>		]					
□ 1	2 3	5 6 7	8 9	10	$\odot$					



# **9B Storytelling**

10 Evaluate your own and others' storytelling skills using the feedback form below.

Feedback 9B: Storytelling									
PRESENTER:		CON	MMENTS	5					
Story:		I esp	ecially like	ed the wa	y				
I noticed he/she use (Tick appropriate be		1							
dialogue	and/but								
gestures	and/but								
voice	and/but								
similes	and/but								
exaggeration	and/but								
present tenses	and/but								
He/She set the cont	ext by								
and involved the au	dience by								
- <del> </del>									
Score out of 10:	0 0	1	_	6	7	0	0	10	
	2 3	4	5	6	7	8	9	10	$\odot$



### 10A Q&A sessions

**9** Evaluate your own and others' handling of questions from the audience using the feedback form below.

Feedback 10A: Q&A sessions									
PRESENTER:		Presentation	topic:						
QUESTION TYPE	RESPONSE		COMMENT	ΓS					
1	Appropriate? Ye	es/No							
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
Score out of 10:	L		L						
_	4 5	6 7	8 9	10	$\odot$				

### 10B Q&A sessions

**9** Evaluate your own and others' handling of questions from the audience using the feedback form below.

Feedback 10B: Q&A sessions										
PRESENTER:					Preser	ntation	topic:			
AUDIENCE:										
Were the question Mostly, yes / Some				erly contex	tualised	?				
Did the presenter: Generally, yes / So				estions ask	ed?					
How well were and Very well / Quite					been					
Did the presenter						give an e	xample:			
		break up multiple questions into parts?  If so, give an example:								
		ccessfully cions?	manage	difficult	If so,	give an e	xample:			
	de	fuse any l	nostile qu	nestions?	If so,	give an e	xample:			
Did the presenter Yes / Fairly effecti			ntation ef	fectively A	FTER th	e Q&A se	ession?			
Score out of 10	):									
( <del>**</del> ) 1	2	3	4	5	6	7	8	9	10	$\odot$

# **Bringing it all together**

Evaluate your own and others' final presentation using the feedback form below.

Feedback: Bringing it all together			
PRESENTER(S):		Presentation topic:	
SKILLS		COMMENTS	SUGGESTIONS
Opening Attention Credibility	Benefit Direction		
Structure Organisation	Signposting		
Voice Pausing Intonation	Stress Volume		
Visuals Impact Creativity	Clarity Data load		
<b>Figures</b> Trends	Context		
<b>Body</b> Posture	Gestures		
Rapport Conversation	Humour		
Impact Repetition Contrasts	Groups of 3 Questions		
Stories Description Involvement	Dialogue Emotion		
Q&A Deal with Defuse Deflect Disarm	Define Divide Defer Decline		
Close Summary Action	Wisdom Emotion		