Hands-on Presentation Techniques

Elements of Communication

- **55%** body language
- **38%** voice, tone
- **7%** spoken words

1. Body Language
Body Language Variations

- Show Confidence
- Feel Comfortable
- Eye Contact
- Show Engagement
- Use Physical Space
- Vary Gestures
- Draw Attention
- Sell Your Story
Facial Expressions

Hand Gestures

Compliance

- Palms up 84%
- Palms down 52%
- Pointing 28%

"Make Body Language Your Superpower". Stanford Graduate School of Business. 2014.
2. Verbal Elements & Voice
I didn’t tell her you were stupid.
Verbal Complexity

Simplicity

Brevity

Confidence

3. Visual Support
"If companies would have as little respect for business as they have for presentations the majority would go bankrupt."

Dr. John Medina (Neurologist)
US Wireless Market – Q2 2010 Update

Executive Summary

The US wireless data market grew 6% Q/Q and 22% Y/Y to exceed $13.2B in mobile data service revenues in Q2 2010 - on track so far to meet our initial estimate of $54B for the year.

Having narrowly edged NTT DoCoMo last quarter for the first time, Verizon Wireless continued to maintain its number one ranking for the 1H 2010 in terms of mobile data revenues (though the difference was thinner than the amoeba membrane). The total wireless connections for Verizon were almost 100M with 92.1M being the traditional subscriber base. Rest of the 3 top US operators also maintained leading positions amongst the top 10 global mobile data operators.

Sprint had the first positive netadd quarter in 3 years and has been slowly and steadily turning the ship around. T-Mobile did better on the postpaid netadds but overall additions declined again. The larger question for the market is if 4 large players can stay competitive. Generally, the answer is no. But these are different times and there are a number of permutations and combinations that are possible.

The US subscription penetration crossed 95% at the end of Q2 2010. If we take out the demographics of 5 yrs and younger, the mobile penetration is now past 100%. While the traditional net-adds have been slowing, the “connected device” segment is picking up so much that both AT&T and Verizon added more connected devices than postpaid subs in Q2 2010. Given the slow postpaid growth, operators are fiercely competing in prepaid, enterprise, connected devices, and M2M segments.

Data traffic continued to increase across all networks. By 1H 2010, the average US consumer was consuming approximately 230 MB/mo up 50% in 6 months. US has become ground zero for mobile broadband consumption and data traffic management evolution. While it lags Japan and Korea in 3G penetration by a distance, due to higher penetration of smartphones and datacards, the consumption is much higher than its Asian counterparts. Given that it is also becoming the largest deployment base for HSPA+ and LTE, most of the cutting edge research in areas of data management and experimentation with policy, regulations, strategy, and business models is taking place in the networks of the US operators and keenly watched by players across the global ecosystem.

As we had forecasted, the tiered pricing structure for mobile broadband touched the US shores with AT&T becoming the first major operator to change its pricing plan based on consumer consumption. We will see the pricing evolve over the next few quarters as the US mobile ecosystem adjusts to the new realities and strategies for mobile data consumption.
Make it Clear - Structure

OUTLINE FIRST!!

- Controls number of slides & provides balance
  - Budget 2-3 minutes/slide (e.g. 30’ talk = 10-15 slides)

- Have one story to tell:
  - decide on underlying issue to be addressed
  - divide into logical, hierarchical subquestions
  - talk should be series of answers to these questions

- Zoom-In (intro) and Zoom-Out (closure)
The research objective of CAMP is to study and model medical procedures and introduce advanced computer integrated solutions to improve their quality, efficiency, and safety. We aim at improvements in medical technology for diagnosis and therapeutic procedures.

Biomedical Engineering is growing extremely fast, and needs a new generation of engineers who own the necessary multi-disciplinary know-how. The chair aims at bringing new elements into the curriculum of computer science students.
The research objective of CAMP is to study and model medical procedures and introduce advanced computer integrated solutions to improve their quality, efficiency, and safety. We aim at improvements in medical technology for diagnosis and therapeutic procedures.
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| Computer Aided Medical Procedures | Project Management Software Development |
Size

Computer Aided Medical Procedures

Project Management Software Development
Computer Aided Medical Procedures

Project Management Software Development
Computer
Aided
Medical
Procedures

Project
Management
Software
Development
Contrast

Computer Aided Medical Procedures

Project Management Software Development
Computer Aided Medical Procedures Project Management Software Development

Contrast
24.10.2022 Introduction Session
31.10.2022 Presentation Training
07.11.2022 CVPR Break (Individual Preparation)
14.11.2022 Slot to meet with Supervisor
21.11.2022 Slot to meet with Supervisor
28.11.2022 Object Poses + Robotic Grasping
05.12.2022 Neural Fields: NeRF Enhancements + Semantics
12.12.2022 3D Reconstruction
09.01.2023 Invited Talk
16.01.2023 Scene Mapping & High-Level Understanding
23.01.2023 Point Cloud Registration
30.01.2023 Deformable Shapes
06.02.2023 Invited Talk
Bright Background
Objects
SIX
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<td>Objects</td>
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Computer Aided Medical Procedures
Repetition
CONTRAST
DARK
SIMPLE
REPEAT
SIX
4. Content & Story
“Your job as a storyteller is to help people connect the dots.”

Kendall F. Haven (Author)
Peter truly loved her.

Last month, she finally visited a doctor.

When he got home today, Peter started crying.
Primancy-Recency effect
Set Topic
Motivate
Relate
5. Practical Advice
Hard Facts

Arrive early
Deep breaths
Drink water

Learn from others
Rehearse!
Further Literature

Nick Morgan. Give Your Speech, Change The World

David Phillips. The magical science of storytelling
TEDxStockholm. 2017

Scientific Style and Format: The CSE Manual for Authors, Editors, and Publishers

Marilynn Larkin. How to give a dynamic scientific presentation
Elsevier Connect. 2015

Janice Kersh. 7 Emotional Triggers to Hook Your Subscribers
Convince & Convert. 2017

Stephen Kosslyn et al. PowerPoint® Presentation Flaws and Failures: A Psychological Analysis
Frontiers in Psychology. 2012
Seed Paper Matching

It's a Match!
Course Dates

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Now it’s your turn!