Presentation Skills



Professor Stanworth https://stanworth.site/

Name: Ashley

ID number: S1363012

CLASS 4 – GREETING AND KNOWING THE AUDIENCE

Introductions.

Complete the introduction structure for your last presentation. Use the structure I have introduced in the vides and my group members are . . .

Hello, <u>my name</u> is Ashley. It's an honor to be here today and speak about a clothing store "NET". In this presentation, we will introduce NET in six parts: history, market positioning, design styles, marketing strategies, competitive advantages and the contribution of society. After the presentation ends, you will have the opportunity to ask some questions about NET.

What is missing?
- objective
- qualifying yourself
- rules - think order and TIME
- Structure - check the words (we know "in this
presentation" - its happening!

Take a little time to greet your audience. Use this time to:

- Introduce your topic
- Get to know a few people then you have some friendly faces in your audience
- Let them know if there are handouts or other information
- Understand any questions or ideas they may have about your topic (this can help at question time)

Here is some basic sentences patterns to get you started

Introduction Sentences

- Good afternoon. My name is Jack Wang. I'm the sales manager for SDI's International division.
- Let me introduce myself. Here is my business card. That's my company there.
- I don't think we have been introduced yet. What do you do? Where are you currently working?
- I'm sorry; I don't remember you name... Could you tell me you name again?

	Senior		
Generalist	Key points Avoid specialist vocabulary Explain assumptions	Key points Ready with detail The A-B rule Check the facts	Succielist
	Avoid detail Explain common terms Why do they need the knowledge?	More detail Stories and examples Explain your experience Funny stories	Specialist

Junior

WHO IS YOUR AUDIENCE? FILL UP SOME KEY POINTS HERE.

Senior			
What terms to explain? What ideas to explain? Any assumptions or complex ideas?	What are key points? What is A and what is B?		
Some terms like "ESG".	The key points are their marketing strategies and how they contribute to society.		
Generalist	Specialist		
How much revenue did NET earn every year.	NET support some children who have economic difficulties to buy clothes for free every year.		
What detail do they need to know?	What experiences do you want to talk about? What good stories to share?		

Junior

Yes - an overview of products for the generalist is important too