



THE ELEVATOR SPEECH

· Who, what, why, goals
· A short pitch about you
(your product or
organization) designed to
entice the listener to want
to know more

PREPARATION

· Know your topic

· Know your audience

· Organization

· Visual aids

· Take time to prepare

· Practice

MADE TO STICK
BY CHIP HEATH & DAN HEATH

Elements of a sticky message:

1. Simple
2. Unexpected
3. Concrete
4. Credible
5. Emotions
6. Stories

The human brain is an amazing thing.
It starts working the moment you're born and never stops until you stand up to speak in public.

DELIVERY

. Know the room
. Take a deep breath
. Your voice
. Body language
. Engage your audience
. Respect the time limits

AFTER THE APPLAUSE

· Fielding questions
· Self-evaluation
· Feedback from others

SUMMARY

• Know your audience
• Prepare
• Backward design around one or more specific objectives
• Evaluate and improve