

IWH-DPE/CGDE

**Constanze Armbrecht**

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**17 October to 18 October 2017**

(each day 10:00-12:30 pm and 13:30-17:00 pm)

## **PERSONAL QUALIFICATION WORKSHOP**

### **– Presenting Scientific Papers –**

#### **Description**

This seminar develops vital presentation skills that enable participants to perform confidently in scientific paper and poster presentations, conference lectures and scientific discussions, or other situations of speaking in front of a scientific audience. Participants will learn how to clarify their speech purpose and goal, explore their audience's needs and expectations, build strong argumentation through five-sentence structures. They are guided in choosing words of power, creating dynamic narrative, enhancing the clarity of their visual support and developing performance techniques that involve body, voice and stage presence.

#### **The seminar's five focal themes**

- getting clear about purpose and goal, aligning with the audience
- organizing persuasive argumentation and goal-oriented content
- enhancing memorability through effective narrative and visual elements
- optimizing body language and use of voice
- handling questions and exploring means to relax and anchor confidence

#### **Methodology**

Group discussions, group feedback for individuals, mini group and partner exercises, individual work time, exercises and mini-presentations, longer presentations (3-6 min.), instructor input and feedback, visuals and videos, camera recording and evaluation.

#### **Basic Workshop Program**

**Day 1:** introductory exercises, defining workshop goals, theoretical input on the components of effective communication, distilling a clear goal for a talk, aligning with audience, using basic rhetoric structures, basic elements for dynamic narrative and memorability, camera recording of participants' presentations

**Day 2:** analyzing recorded presentations with group feedback and trainer feedback, exploring positive body language and voice (exercises), guidelines for effective visual aids, guiding through a poster, handling questions, relaxation techniques, summary and outlook

The course is designed for at most 15 participants.

#### **Venue**

Halle Institute for Economic Research (IWH) – Member of the Leibniz Association, Kleine Maerkerstrasse 8, 06108 Halle (Saale), Germany, conference room (ground floor)

#### **Registration**

Please contact Annett Hartung, E-mail: [Annett Hartung](mailto:Annett.Hartung@iwh-halle.de), E-mail: [annett.hartung@iwh-halle.de](mailto:annett.hartung@iwh-halle.de), until 1 September 2017.