

**TPRM Annual Regenerative Medicine Symposium**  
**April 13, 2010**  
**Presentation and Networking: How to Overcome Anxiety and Deliver in the Moment**

I'd like you to take a moment to consider 2 different scenarios...

You are sitting in the front row of a national conference, stomach rolling and heart racing. All of the prominent scientists within your field of study are present. The chair of the session begins the introduction to your presentation and as you stand to walk to the front of the room your hands get cold and clammy, your mouth goes dry, your mind races and you find yourself scrambling to remember the title of your talk.

It is the following evening and the conference has organized a networking event bringing together the leaders of the academic and biotechnology industries. Opportunity knocks as you find yourself surrounded by potential future employers and collaborators. Instead of taking advantage of the situation, you find yourself just standing there silently nodding your head in agreement to the surrounding discussion while drawing a blank on how to contribute to the conversation. Ten minutes later you think of all of the things you should have said and done only to find the moment had passed.

If either of these situations resonates with you, you are not alone! In fact, when it comes to public speaking, statistics state that three out of four people (or 75%) suffer from some form of speech anxiety (<http://www.speech-topics-help.com/fear-of-public-speaking-statistics.html>, accessed February 4, 2010).

It's not just presenting that people dread, a study conducted at Brown University asked 13,000 graduate students from a number of different disciplines to respond to these questions regarding networking:

1. Do you feel networking is important? → 83% said yes
2. Why would you go to a networking event? → 72% responded with positive descriptive terms such as: increased opportunity, meet new people, increase job options etc.
3. What is the first thing that comes to mind when you imagine being in a networking event? → 79% responded using a negative emotional descriptive terms such as: anxiety, fear, nervousness etc.

From this we see that most people see the value in networking, but fear the actual process (<http://networknew/brown-ppj/usnational/statistics>, accessed February 1, 2010).

Many of us have been to "how to" presentation and networking seminars packed with lots of helpful and useful tips. Yet even with all of our preparation, most of that seems to go out the window once we actually step into that moment. Why is this?

We suggest that many of the presentation and networking preparation methods ignore one key element – emotional preparation. The research is clear and it proposes that under pressure, people think and behave very differently than when pressure does not exist.

Thus the first half of this workshop is designed to help people understand, recognize, and manage the emotions that derail their effectiveness in the moment. We will investigate what each of our own default

behaviors are when in a pressure situation (such as drawing a mental blank the moment we stand at the front of the room or a great networking opportunity arises). We will then design an action plan to manage this emotional overwhelm. Finally, we will then learn how to utilize our newly defined level of self awareness to engage in more effective networking and presentations through genuine, contribution-based relationships.

The second half of the workshop will focus on applying these techniques in break-out sessions designed around presentation and networking scenarios.

The specific learning objectives for this workshop are:

1. List 4 physiological responses to presentation anxiety and understand how they impact our performance
2. Define what S.O.S.S.<sup>TM</sup> represents and how it can help alleviate presentation anxiety
3. Describe the role that non-verbal cues play in both presentation and networking environments
4. List at least 3 strategies for conducting successful Q&A sessions

#### TPRM

*The Training Program in Regenerative Medicine is a Canadian Institutes of Health Research (CIHR) funded Strategic training program that was established in 2002. The vision of the TPRM is to develop and implement an educational curriculum in the innovative science of regenerative medicine, which will provide research trainees with the knowledge and skills to compete globally in both academia and industry. The TPRM will produce the next generation of scientists and highly qualified personnel to meet the needs of Canada and the international community's healthcare and industry sectors; it will instill in trainees an interdisciplinary and team-based approach to the understanding and treatment of organ failure; and will develop and offer an innovative curriculum to support the development of well-rounded health researchers and personnel.*

#### IHHP

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