WHERE YOU LOOK, WE LOOK.

WHERE YOU MOVE, WE LOOK.

WHOA, IS THAT A NON-STICK POLYMER COAT? PRETTY SLICK!

WHERE YOU POINT, WE LOOK.

AND WHEN YOU SPEAK, WE NATURALLY LOOK AT YOU.

FLIP

= TURN

IT'S LIKE WHEN YOU'RE GIVING A PRESENTATION!

PSHHT!

TRUE, A GOOD PRESENTER KNOWS HOW TO HOLD AND DIRECT AUDIENCE FOCUS.
YOU'RE NO MATCH FOR ME, SPIDERMAN!

MAYBE NOT, BUT LET ME INTRODUCE YOU TO MY LITTLE FRIEND OVER HERE.

BUT WHEN IT IS MORE THAN JUST YOU...

THE AUDIENCE HAS TO KNOW WHO TO FOCUS ON.

LIKE A GROUP PRESENTATION!

GOOD THING THE GAUNTLET IS TOO BIG FOR HIM TO WIELD...

BECAUSE THERE ARE OTHERS TO COORDINATE WITH AND WORRY ABOUT. EVEN THOUGH YOU MAY DO A GREAT JOB ON YOUR OWN, YOU HAVE LESS CONTROL OVER...

SLOSH!

...HOW WELL THE OTHERS DO.

THAT RIGHT, SPIDER-MAN?

YOU BET! YOU'RE SPOT ON ABOUT DEALING WITH OTHERS.
ANY DIFFERENCES IN ABILITY BECOME MORE PRONOUNCED

SINCE THE AUDIENCE HAS SOMEONE TO COMPARE YOU WITH.

ATTACK

LEAP

ANT-MAN WILL

TALK ABOUT

WHAT CAN BE DONE ABOUT THIS

SCHWORP

JUMP

BLOCK
SURE SPIDER-MAN. SPIDER-MAN MADE A GOOD POINT ABOUT DIFFERENCES.

PULL

I'LL TALK ABOUT WHAT YOU CAN DO... WHAT CAN YOU DO ABOUT IT?

YOU CAN DO THIS!

ZOOM

PSHOOT

UGH, NOT AGAIN!

SPLAT!

CLANG!

SMACK!

PULL
LESSON #1: PAY ATTENTION TO WHOEVER HAS FOCUS.

AH, SO EVEN WHEN IT’S NOT YOUR TURN TO TALK...

YOU ARE ALWAYS “ON”...

INSTEAD OF PHASING OUT OR READING YOUR NOTES OR WORRYING ABOUT WHETHER YOU’LL REMEMBER YOUR OWN TALKING POINTS ....

IF YOU NEED TO DO SOMETHING (E.G. REFER TO NOTES, FIDDLE WITH A DEMO, DEAL WITH A TECHNICAL ISSUE, CHECK YOUR GEAR), MOVE OUT OF THE FIELD OF VIEW.

YOU STILL HAVE TO PAY ATTENTION TO WHAT IS GOING ON...

LOOK WHERE THE AUDIENCE SHOULD BE LOOKING.

IN ORDER TO REINFORCE FOCUS AND..

BECAUSE IF THEY FORGET SOMETHING, YOU CAN DO IT WHEN IT’S YOUR TURN.

REPAIR FLOW!
FLOW!

WAIT, FOCUS OR FLOW?

FOCUS IS WHAT THE AUDIENCE IS PAYING ATTENTION TO.

FLOW IS HOW WELL THE PRESENTATION MOVES FROM ONE PART TO THE NEXT.

FLOW AFFECTS FLOW!

JUST LIKE FOCUS, FLOW IS IMPORTANT WHEN IT'S JUST YOU, AND EVEN MORE SO WHEN IT IS MORE THAN JUST YOU.

IT CAN MAINTAIN MOMENTUM.

IT CAN KEEP AN AUDIENCE ATTENTIVE.

IT CAN HELP YOUR AUDIENCE FOLLOW YOUR TRAIN OF THOUGHT.

AVOID DISRUPTING THIS FLOW.

THE PRESENTATION SHOULD NOT JUST BE THE STITCHING TOGETHER OF INDEPENDENT INDIVIDUAL TALKS,

BUT RATHER, ONE INTEGRATED EXPERIENCE THAT SEEMED INTENTIONALLY AND THOUGHTFULLY PUT TOGETHER.

SEE HOW CUTTING DIRECTLY FROM ONE PERSON TO THE NEXT PRESERVES THE MOMENTUM AND MAKES THE FLOW MORE DYNAMIC?
LESSON #2 FOR MANAGING FOCUS: STREAMLINE THE HANDOFF TO THE NEXT SPEAKER.

Contrast what you just did to what you guys have been doing.

Go back and re-read the comic from the start, but this time, ignore the underlined text. Extra verbiage can disrupt flow, so notice the difference in flow when focus is passed quickly without any extra verbiage.

**AN EXAMPLE!**

**THE SCENARIO**
I'm about to give a talk and my host is introducing me. Streamline the handoff below!

**THE HANDOFF**

HOST: "Our next speaker is Tony who will talk about... Please welcome Tony.

TONY: Thank you. As Professor X said, I will talk about... Two years ago...

**THE SUGGESTION**
It's nice to thank your host, but starting with it is a choice. There are others ways. Instead, I could have started with "Two years ago". This reduces redundancy and gets to the point, and is the most efficient handoff.

**HANDOFFS CAN BE DONE VERBALLY OR NONVERBALLY.**

You could verbally "pass the baton" (e.g. when Ant-Man says "That right Spider-Man"). Alternatively, the next presenter could simply just start talking (because we saw that the audience will naturally focus on whoever is talking).

You could also non-verbally transfer focus to the next speaker by:
- Looking at the next speaker
- Walking over to the next speaker
- Gesturing to the next speaker
- Handing something (e.g. microphone or clicker) to the next speaker
- Exiting a designated "speaking" space (e.g. a podium) that each speaker physically enters when it is their turn.

Consider varying the handoff so that you aren't always doing the same thing!
Alright kids, let's call it a day.

But next time,

Remember to raise.

Make the handoff efficient.

YEAH! MR. STARK, DID YOU SEE THAT PART WHERE I SHOT THE WEBS AT HIM AND ANT-MAN WAS RIDING ON ONE OF THEM AND HE SURPRISES THE GUY AND GIVES HIM A SMACKEROO...