

presentation:

HOW TO SURVIVE YOUR FIRST JURY

- * Have all materials at the presentation. (saying "I've got a sketch of that but, left it at home" does not help your case.)
- * Don't take your jurors on a guided tour of the plan ("this is your bedroom, this is your bathroom...") explain the ideas behind the form, arrangement, elevations...
- * Don't belittle yourself. Starting a presentation with excuses does not help convince a juror or client of your competence.
- * Don't fight the jury or client. Argue your point but don't jeopardize your grade or your job over an insignificant detail. Learn to recognize and accept another point of view as a difference of opinion, there isn't always a right way or wrong way.
- * If some large error is discovered, accept it and welcome ideas for improvement. Don't try to rationalize an obvious mistake.
- * Be brief, if you find you've run out of things to say, thank the jury or client for its time, and sit down or ask for comments.
- * Talk to your audience not your drawings, eye contact and confidence are important!
- * If you had a hard time dealing with part of the design, explain the alternatives you went through and welcome comments on ways to improve it.
- * Juries or presentations are on the whole positive experiences. The participating staff are potential sources of information. Ask questions, use this source to your advantage.
- * After your presentation make notes as to how it went, what you want to improve, what other drawings or techniques you want to use, what you did well, what you didn't do well, what drawings or sketches you were missing. Do this each time and you will have a source for avoiding mistakes in the next presentation.
- * Be confident, open to suggestions, and be informed on your project - all will go well.