

#### Playful Negotiation

#### Welcome

Prepare
Deliver
Reflect
Questions

#### 1 Daniel Teitelbaum

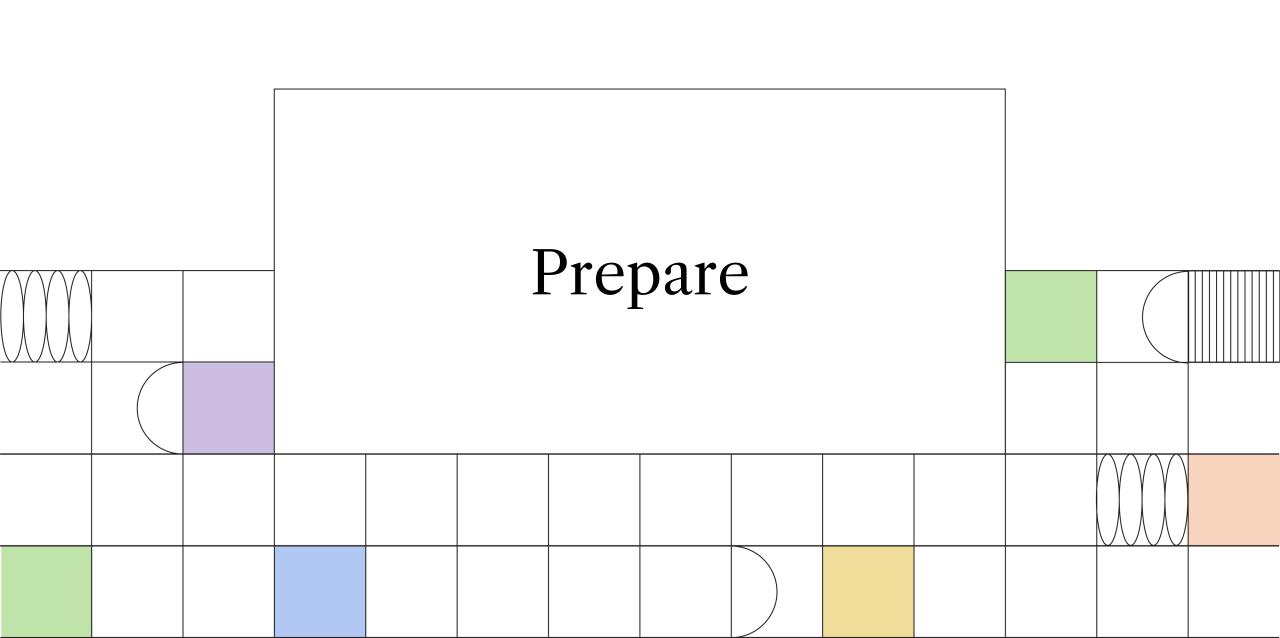
- 1 Playful Thinking
- 2 Games for Change
- 3 Performing Arts
- 4 Mediation

#### 2 Playful Thinking

- 1 Why I chose play
- 2 What I do with play

#### 3 Today's Workshop

- 1 Public Speaking for Community Organisation Leaders
- 2 Prepare, Delivery, Reflect
- 3 Ideas, conversation, activities, reflection



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#### What's the Point?

- 1 Why are you speaking?
- 2 Who are you speaking to?
- 3 What do you want to say?
- 4 Why should/do they care?
- 5 What good will it do?
- 6 How do you want to approach it?

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#### How do you want to approach it?

| persuasive | balanced       | contemplative |
|------------|----------------|---------------|
| convincing | methodical     | deliberate    |
| insistent  | thoughtful     | instructive   |
| urgent     | conversational | advisory      |
| passionate | inclusive      | prescriptive  |
| heartfelt  | collaborative  | didactic      |
| stirring   | reassuring     | theatrical    |
| uplifting  | encouraging    | approachable  |
| reasoned   | respectful     | warm          |
| structured | commanding     | moving        |

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#### Templates

- 1 Have a template
  - > Find, adapt or make one (I have one for you)
- 2 Use your template
  - > Even if just for a minute
- 3 Evolve your template
  - > Keep adapting as you learn
- 4 Use your template
  - > Really, use it.

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#### Content

2.4 Evidence

2.5 Relevance

2.6 Transitions

| 1 | Opening<br>1.1 Play<br>1.2 Trust<br>1.3 Guidance   | <ul><li>humor, question, imagination, choice</li><li>your intention and credentials</li><li>what you will talk about and expect of them</li></ul> |
|---|--|---|
| 2 | Main Points 2.1 Statement 2.2 Stories 2.3 Examples | <ul> <li>the important thing stated clearly</li> <li>the emotional and meaningful reasons</li> <li>make it concrete and understandable</li> </ul> |

- the rational justification

- the reason they are listening

- connect the dots and help the audience

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#### Content

- 3 Conclusion
  - 3.1 Summary
  - 3.2 Action
  - 3.3 Final Words
- the whole point and the dots connected
- what they need to do next
- memorable sentence to take away

#### Introduction

Prepare

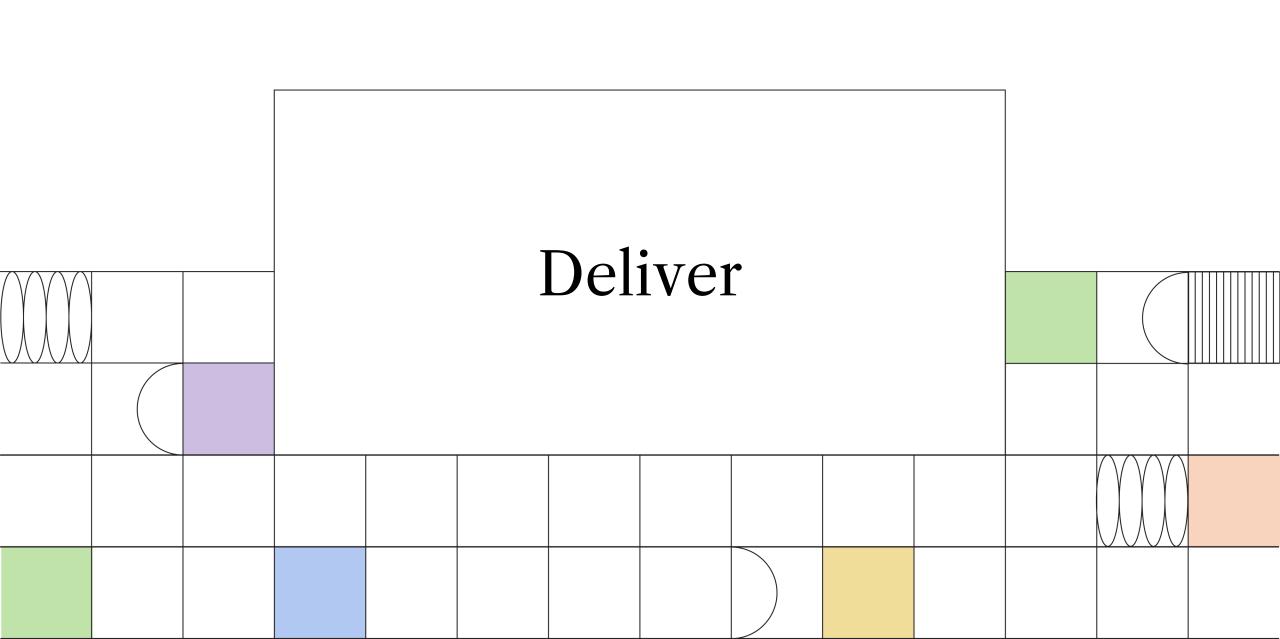
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#### Rehearsal Exercises

□ Say your speech outload to yourself
 □ Rehearse your speech in your head
 □ Memorise key statements you want to be sure you deliver
 □ Practice a shortened version of just key points
 □ Play with it – just face, just hands, just eyes, very fast
 □ Practice in your head but act out movement and gestures
 □ Practice in front of a human being
 □ Practice in front of a camera and watch it back



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- 1 Warming Up
- 2 Entering the Stage
- 3 The Audience
- 4 Your Message
- 5 Voice, Tone, Pace
- 6 Movements, Gestures, Eye Contact
- 7 Stumbling and Recovering
- 8 Leaving the Stage



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#### Warming Up

- 1 Power Stances
- 2 Power Breathing
- 3 Power Thoughts
- 4 Power Voice

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#### Power Stance

- 1. Stand tall, feet shoulder-width apart, weight evenly balanced.
- 2. Open your chest and drop your shoulders back.
- 3. Imagine roots growing from your feet into the floor.
- 4. Hold stillness for 10 seconds, feeling grounded.
- 5. Raise your arms above your head for 10 seconds feeling light.
- 6. Relax, smile gently let confidence show in your body.

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#### Power Breathing

- 1. Inhale deeply into your belly for 4 counts, hold for 2, exhale for 6.
- 2. Place one hand on your stomach to feel it rise and fall.
- 3. Breathe slowly through your nose, release tension with each exhale.
- 4. Try a box breath: 4 counts in, 4 hold, 4 out, 4 hold.
- 5. Use a sighing breath to release nerves before speaking.

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#### Power Thoughts

- 1. Say silently: "I am prepared. I am excited. I am glad to be here."
- 2. Visualise the audience smiling and nodding with you.
- 3. Reframe nerves as excitement: my body is gearing up to perform.
- 4. Picture your message landing and sparking change.
- 5. Remind yourself: the audience wants you to succeed.

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#### Power Voice

- 1. Hum gently to wake up vocal cords.
- 2. Do lip trills ("brrrr") to loosen mouth and breath.
- 3. Glide your pitch up and down like a siren.
- 4. Say a tongue twister slowly, then faster ("red leather, yellow leather").
- 5. Project one sentence to the back of the room with clear, open sound.

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#### Entering the Stage

| Enter with a confidant posture                              |
|---|
| Walk with some excitement                                   |
| Know where you are going to stand                           |
| Step into the space, pause, and breathe before speaking     |
| Establish presence through grounded stillness               |
| Don't dart your eyes around the room but scan slowly        |
| Practice entering in your rehearsal                         |
| You are excited to be connecting with a group of people who |
| want to hear something you want to share                    |

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#### The Audience

| See the audience as supportive and friendly            |
|--|
| Remember why you are choosing to speak to them         |
| Invite participation at some level (can be rhetorical) |
| Be in the room with them (accept offers)               |
| A neutral face can look unimpressed (don't fret)       |
| You can pause to acknowledge interruptions             |
| You can ask the audience to provide you feedback       |
|  |

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#### Your Message

□ Say less instead of more
□ Say the most important parts
□ Concentrate on what you've said, not what you meant to say
□ Rely on your notes when you want to get things exact
□ Check in on with the audience
□ Clearly mark when you have gone off track
□ Clearly mark when you get back on track
□ Finish clearly with a memorable closing

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#### Voice, Tone, Pace

| <ul><li>Sing, don't speak, use your diaphragm</li></ul>                   |
|---|
| Vary your pitch appropriately   |
| ☐ Vary your speed to punctuate points and narrative moments               |
| <ul> <li>Pauses and silence add emphasis and gravitas</li> </ul>          |
| <ul> <li>Emote naturally, you can be formal and conversational</li> </ul> |
| ☐ Repeat for emphasis, don't be shy to make a bold plea                   |
| ☐ Never "umm" or other verbal fillers, silence is golden                  |
| ☐ Pronounce the final syllable of each word                               |

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#### Movements, Gestures, Eye Contact

| Step with intention                            |
|--|
| Own your space                                 |
| Use proximity for intimacy                     |
| Stillness is strong and focused                |
| Avoid swaying                                  |
| Avoid adjusting hair or clothes                |
| Use your space to map your ideas               |
| Illustrate ideas with your hands on purpose    |
| Open postures, gestures and facial expressions |
| Share your eye contact around the room         |
| Share your eye contact with individuals        |
| Try to be authentic about it all ⊕             |

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#### Stumbling and Recovering

□ Pause, don't panic
□ Audiences rarely notice small errors
□ Mistakes can be opportunities for authentic connection
□ Humour in acknowledging mistakes is charming
□ Vulnerability creates trust
□ Get back onto the message
□ You will have adrenaline, you're excited to continue

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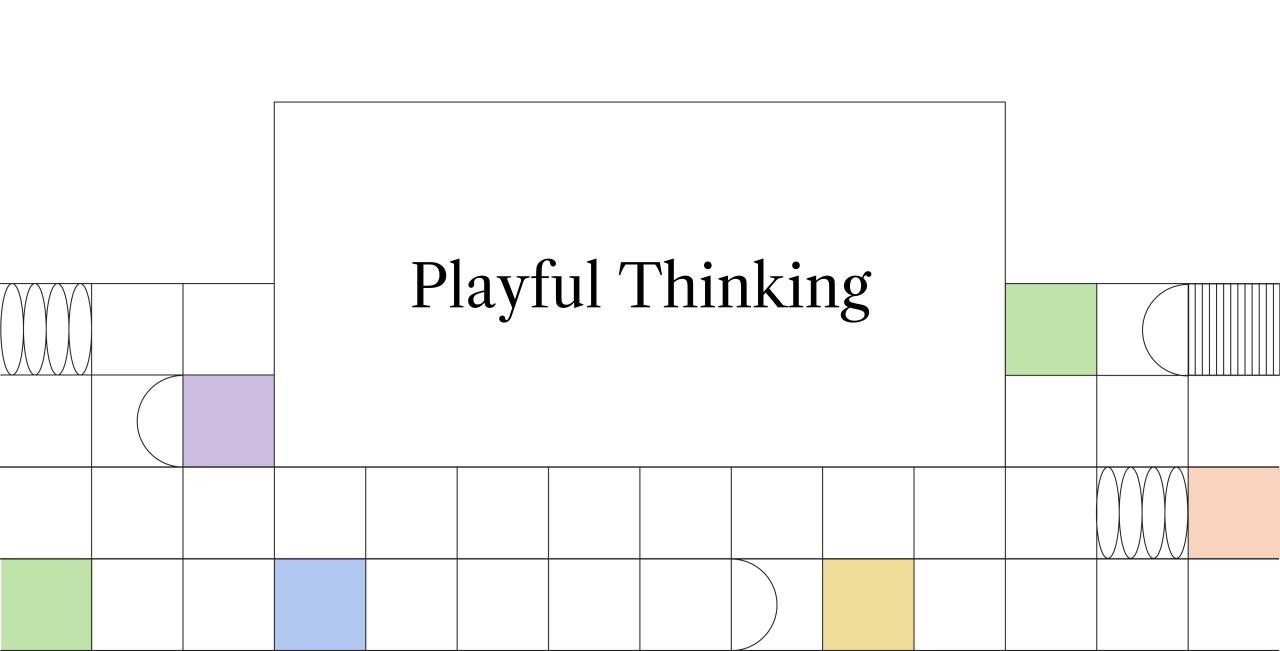
Stumbling

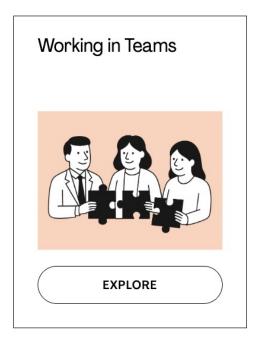
Exiting

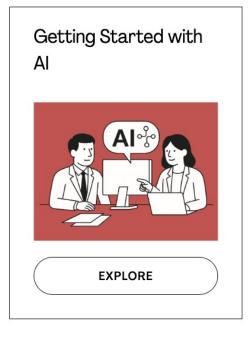
Reflect Questions

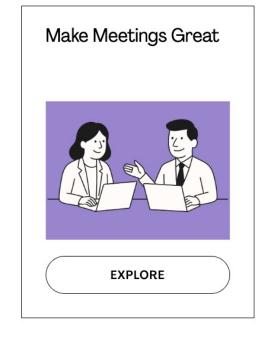
#### Leaving the Stage

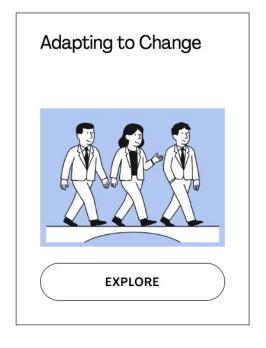
- ☐ Signal the ending clearly
- ☐ Pause, be still and listen
- ☐ You are allowed to be pleased
- □ Notice the audience
- ☐ Show gratitude to the audience
- ☐ Walk off with the confidence you walked on with



















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#### After this workshop

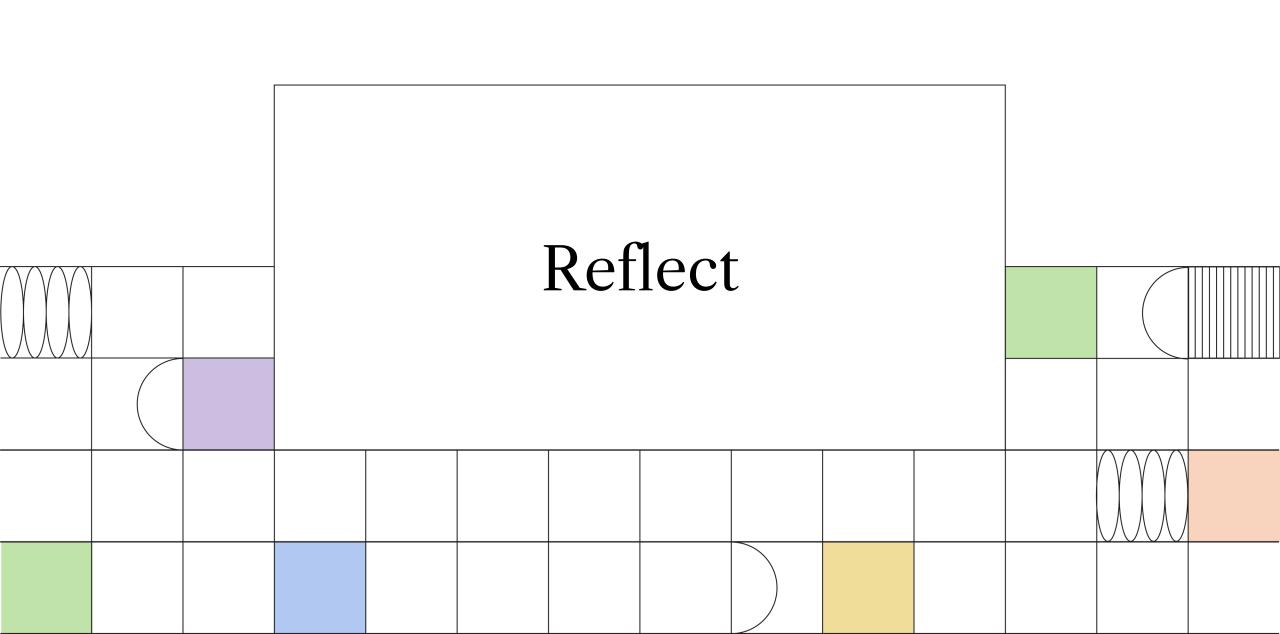
1 Visit our website to see our workshops

#### playfulthinking.com.au

2 Email me to talk about workshops for your team

#### daniel@playfulthinking.com.au

- 3 Register interest for public workshops through our website
- 4 Sign up to the newsletter for ideas and program updates
- 5 Let me know how you next speaking event goes!
- 6 Please provide ICDA feedback for this webinar (form)



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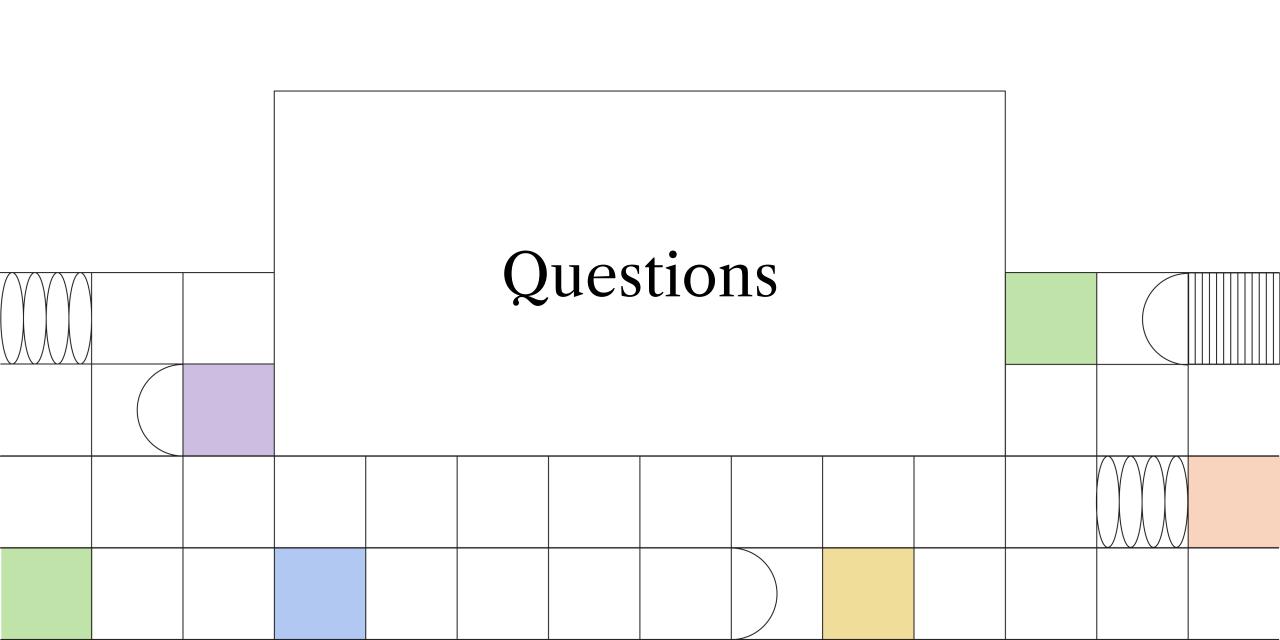
Playful Thinking

Reflect

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#### Reflection Exercise

- Good:
- Not Good:
- Cringe:
- Did Learn:
- Will Learn:



## Thank you

## Playful Thinking

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