

Re-Engineer Your Presentation Skills Chinese Institute of Engineers (CIE) Career Development Forum 10-11-2014



Dave Hill – The Re-Engineered Engineer – keynote speaker, seminar leader, trainer, author, & speech coach

Dave Hill (972) 347-0507 e-mail dave@davehillspeaks.com

Web www.davehillspeaks.com Articles www.ardmoremedia.com

What techniques to convince them?

- ❖ - Data
- ❖ - Statistics
- ❖ - Information
- ❖ - Visuals
- ❖ - Comparison
- ❖ - Emotional
- ❖ - Core Values
- ❖ - Story
- ❖ - Examples
- ❖ - Alliance
- ❖ - Combination

What is the objective of my presentation? What are my key points?

What is on their minds that could:

- ❖ - Help me succeed
- ❖ - Create challenges

What presentation format will I use?

- ❖ - PowerPoint
- ❖ - Flip chart
- ❖ - Physical object
- ❖ - Talk – no slides
- ❖ - Interactive
- ❖ - Handout
- ❖ - Video
- ❖ - Combination

What techniques to convince them?

- ❖ - Data
- ❖ - Statistics
- ❖ - Information
- ❖ - Visuals
- ❖ - Comparison
- ❖ - Emotional
- ❖ - Core Values
- ❖ - Story
- ❖ - Examples
- ❖ - Alliance
- ❖ - Combination

What presentation format will I use?

- ❖ - Talk – no slides

Insurance carriers removed coverage

The 2nd gas turbine has a high probability of failing. We need to shut it down.

The 2nd gas turbine is identical

Safety is of the utmost importance

Too many words overwhelms & frustrates people – influence visually

- A foam engine is needed to ensure a rapid response to fires and chemical releases. Risk engineering audits and tactical fire-fighting preplans require that foam suppression capabilities be maintained on site for flammable liquid type fires. The plant is a member of CIMA, which maintains By-laws for conditions of membership. These conditions of membership require that a minimum 1,250 gpm of foam solution is needed for flammable liquid type fires. In addition at least 1,000 gallons of foam storage capabilities are required. If a plant does not maintain an engine the loss of membership in CIMA is a realistic potential. This would result in a much lower response capability in the event of a major fire or spill at the site. In addition to providing fire-fighting and toxic gas suppression capability at the site an aerial would provide rescue capability to 100 feet. This aerial would also satisfy a risk engineering recommendation to provide aerial response to the site as well.

The absence of a ladder fire truck increases the risk of a runaway fire



Issues:

- **Railroad tracks**

- **Fire escalation potential**