

# Say it with confidence!

September 2025



# Presenters

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# What We'll Cover

- Value of speaking with confidence
- Research-backed strategies
- Research in action – practice!



# Benefits

- Performance evals
- Presentations
- Negotiations
- Interviews
- Defending UC



# Practice #1

Congress is now considering steep cuts to the agencies that fund American science — in some cases by more than half. In 90 seconds, how would you make the case to Congress to keep funding science at R1 universities like UCR?



# Preparation

- PRACTICE, PRACTICE, PRACTICE
  - Mentally
  - Know your audience
  - Practice with an audience



# Presentations: Yeas and Nays

## **Do:**

- Storytelling
- Structure
- Mix it up – delivery

## **Don't:**

- Be flat
- Use jargon
- Jump around
- Overload slides



# Eyes: Windows to the Soul

## **Do:**

- Eye contact
- 70/50
- Seek feedback

## **Don't:**

- Look away frequently
- Ignore culture





# Be handy

## **Gestures:**

- Reinforce & clarify
- Signal confidence
- Humanize
- Vary by country
- Gesture vocabulary



# Can you hear me now?

## **Do:**

- Work outs!
- Hydrate
- Control
- Be you

## **Don't:**

- Rush it
- Use filler
- “Just” avoid it
- Rely on talent

# Tips in action



# Practice #2

Congress is now considering steep cuts to the agencies that fund American science — in some cases by more than half. In 90 seconds, how would you make the case to Congress to keep funding science at R1 universities like UCR?

# Questions?

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