

1a Head: downward look

Results	<ul style="list-style-type: none"> • <i>Makes you look shy</i> • <i>You feel insecure</i> • <i>You get shortage of breath</i>
Origin	<ul style="list-style-type: none"> • You are afraid to face the audience • You are focusing too much on what to say • You are adopting an obsequious attitude • You are fearing a judgment
Avoidance tricks	<ul style="list-style-type: none"> • Choose a clear eye position (focus your eyes in between two persons; you are not forced to look somebody in the eye) • Get inspiration from your contents • Get a signal from your audience (you have instructed somebody to ask a question)
Strategy	<ul style="list-style-type: none"> • You want to show your audience that you are thinking • You want to get a reaction from your audience

1b Head: upward look

Results	<ul style="list-style-type: none"> • <i>The audience thinks you have a dominant/arrogant attitude</i>
Origin	<ul style="list-style-type: none"> • You are afraid to face the audience • You are feeling insecure
Avoidance tricks	<ul style="list-style-type: none"> • Choose a clear eye position (focus your eyes in between two persons; you are not forced to look somebody in the eye) • Practise your presentation in front of a mirror (for example at home in the bathroom; make sure that nobody is at home!) • Get a signal from your audience (you have instructed somebody to give a signal before the real presentation takes place)
Strategy	<ul style="list-style-type: none"> • Show your authority to the audience (you can only apply authority when you really possess it!)

2 Eyes: one focus point

Results	<ul style="list-style-type: none">• <i>The audience is doubting whether you are talking to them (or to the wall or to somebody outside the room)</i>• <i>You are not interested in the other part of the audience (you are only looking at the professor)</i>
Origin	<ul style="list-style-type: none">• You are afraid to face the audience• You are trying to avoid an information overload• You are feeling insecure
Avoidance tricks	<ul style="list-style-type: none">• Choose a clear eye position (focus your eyes in between two persons; you are not forced to look somebody in the eye)• Put a signal on your cue card (a note with a bright colour)• Acknowledge stress signals with the purpose to avoid information overload
Strategy	<ul style="list-style-type: none">• Get people silent (focusing on somebody for a long time)• Ignore somebody (do not look somebody in the eyes)• The presenter has some time to think

3a Voice: monotonous, slow and low

Results	<ul style="list-style-type: none"> • You are losing the interest of your audience • Your audience does not take you seriously anymore
Origin	<ul style="list-style-type: none"> • You are having trouble with your own body movements • You are feeling stressed • You did not prepare your presentation well enough
Avoidance tricks	<ul style="list-style-type: none"> • Present with an open body (no arms in front of your body; make slow movements with your arms to support an argument) • Put a signal on a cue card (note: talk louder!) • Make your contents more interesting for your audience • Practise your presentation singing in the bathroom (you are forced to talk in another way)
Strategy	<ul style="list-style-type: none"> • Use it to check whether your audience is still listening more carefully to your presentation

3b Voice: high (in particular at the end of a sentence) and fast

Results	<ul style="list-style-type: none"> • You are losing the interest of your audience, while you are saying so much that the audience can not process it anymore (a human being has a limited brain capacity) • Your audience does not take you seriously anymore (somebody probably does not feel like telling the audience something useful)
Origin	<ul style="list-style-type: none"> • You have got a wrong way of breathing • You are feeling stressed
Avoidance tricks	<ul style="list-style-type: none"> • Take a breathing break (give yourself time to relax) • Take a moment of silence (about five seconds) • Articulating in an exaggerate way (talking slows down automatically; practise this at home!)
Strategy	<ul style="list-style-type: none"> • Wake up your audience • Create a type of tension in the room (what will be said next)

4a Upper body: closed (arms crossed and shoulders tight)

Results	<ul style="list-style-type: none">• <i>Your charisma is insecure</i>• <i>Lack of discussing power or dull charisma</i>
Origin	<ul style="list-style-type: none">• You are looking for protection• You are feeling stressed
Avoidance tricks	<ul style="list-style-type: none">• Practise in front of a mirror• Get a signal from the audience (waving when it happens; you make an agreement before the presentation)• Signal on a cue card
Strategy	<ul style="list-style-type: none">• Get rest and control• Give the audience a moment to relax

4b Upper body: raised shoulders

Results	<ul style="list-style-type: none">• <i>Your appearance looks shy</i>• <i>The audience thinks that you are doubting what you are really doing here</i>
Origin	<ul style="list-style-type: none">• Taking a defensive position (you are indicating that it will be nothing anyway)
Avoidance tricks	<ul style="list-style-type: none">• Practise in front of a mirror• Get a signal from the audience
Strategy	<ul style="list-style-type: none">• Help! (you are telling the audience: be nice to me; I have prepared so well for this presentation)

5a Hands: in pockets

Results	<ul style="list-style-type: none"> • <i>Uninteresting attitude</i> • <i>Casually</i>
Origin	<ul style="list-style-type: none"> • Get rid of stress
Avoidance tricks	<ul style="list-style-type: none"> • Use cue cards • Take a non clicking object in your hands (for example an eraser) • Practise in front of a mirror
Strategy	<ul style="list-style-type: none"> • Show that you know what you do

5b Hands: extreme movement

Results	<ul style="list-style-type: none"> • <i>Restless (you look like a conductor or a stressed weather man)</i> • <i>Disturbing, because your audience starts observing instead of listening</i>
Origin	<ul style="list-style-type: none"> • Get rid of stress • Over prepared (you are so focused on your contents, that you start making extreme hand movements)
Avoidance tricks	<ul style="list-style-type: none"> • Position your arms close to your body • Practise in front of a mirror
Strategy	<ul style="list-style-type: none"> • Underline the importance of an argument

5c Hands: holding on to an object or the desk

Results	<ul style="list-style-type: none"> • <i>Restless, disturbing (you are clicking with a pen the whole time)</i>
Origin	<ul style="list-style-type: none"> • Get rid of stress
Avoidance tricks	<ul style="list-style-type: none"> • Take a non clicking object with you
Strategy	<ul style="list-style-type: none"> • Use cue cards (you can write down a number of catchwords or even your whole presentation on these cards without being disturbing)

F9 Body language: lower body

6a Lower body: extremely mobile

Results	<ul style="list-style-type: none">• Restless (<i>It looks like you are watching a tennis match</i>)• Visual overload (<i>Gosh, it is him again!</i>)
Origin	<ul style="list-style-type: none">• Get rid of stress
Avoidance tricks	<ul style="list-style-type: none">• You should walk only to another point in the room (only when you are starting another part of your presentation)
Strategy	<ul style="list-style-type: none">• Keep in contact with your audience (it has become a bit dull without any movements)• Keep your presentation alive (the audience is falling asleep; it is time for a loud walk)

6b Lower body: wiggling

Results	<ul style="list-style-type: none">• Restless (<i>People start writing down how many times you moved</i>)• Visual overload (<i>The audience only focuses on the wiggling; they do not pay any attention anymore to your presentation contents</i>)
Origin	<ul style="list-style-type: none">• Wrong position• Injured (painful muscles/accident/one leg is longer than the other)• Get rid of stress
Avoidance tricks	<ul style="list-style-type: none">• You walk to another position a few times
Strategy	<ul style="list-style-type: none">• Keep in contact with your audience (it has become a bit dull without any movements)

F9 Body language: feet

7 Feet: either crossed or at short distance

Results	<ul style="list-style-type: none">• <i>Wiggling</i>• <i>Possibility to fall down</i>
Origin	<ul style="list-style-type: none">• Get rid of stress• Injured (accident/one leg is longer than the other)
Avoidance tricks	<ul style="list-style-type: none">• Create some space in between both feet (more flexible in your movements)• Bend your knees a bit (more flexible in your movements)
Strategy	<ul style="list-style-type: none">• Keep in contact with your audience (it has become a bit dull without any movements)
