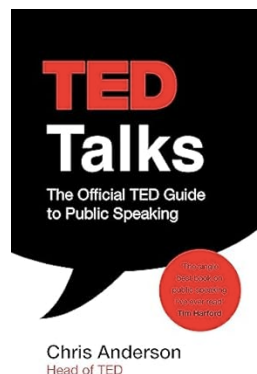
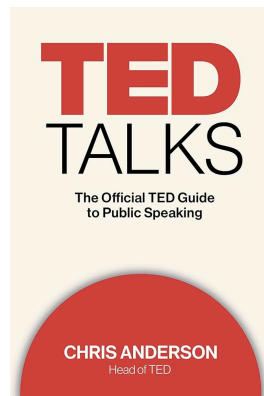


# PUBLIC SPEAKING AND LEADERSHIP DEVELOPMENT\_1

Rosita Deluigi

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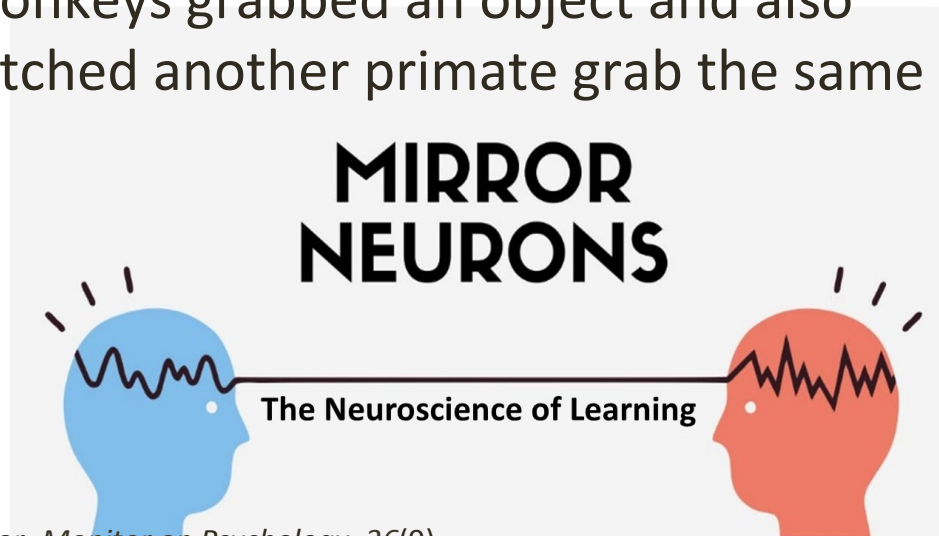


# Prologue – reflexive windows

1. The importance of reciprocal perception and the challenge of representation in relation to something familiar (already seen, heard...) or something new. It is relevant to note how the attention levels of the people involved in the communication change.
2. The process of attunement between people is to be considered in the construction of a meaningful interaction. This dimension intercepts knowledge, skills, and experiences that relate to the frames of reference of each subject. In public speaking, we are sharing an argued idea, which therefore has a non-neutral reflective background, with people we may know well or with total strangers. It becomes essential to orient oneself among all the personal, relational, and contextual variables in which one is placed.

# Prologue – reflexive windows

3. “Mirror neurons are a type of brain cell that respond equally when we perform an action and when we witness someone else perform the same action. They were first discovered in the early 1990s, when a team of Italian researchers found individual neurons in the brains of macaque monkeys that fired both when the monkeys grabbed an object and also when the monkeys watched another primate grab the same object”.



Winerman, L. (2005, October 1). The mind's mirror. *Monitor on Psychology*, 36(9).

<https://www.apa.org/monitor/oct05/mirror>

# Prologue – reflexive windows

3. Imagine a typical scene...

- <https://www.youtube.com/watch?v=kcoch-Mpgls&t=2s>



# Prologue – reflexive windows

4. The text opens up the need to focus on the choice of communication modes and the relational skills we use. We will have to dwell on the aims and objectives of the discourse, as well as on the contents, methodologies and the way in which we consider the subjects with whom we converse. Are they users, final targets, addressees, interlocutors? Finally, it will be very important to provide feedback and a final evaluation, in order to understand the impact (between objectivity and subjectivity of the evaluation).



# Prologue – reflexive windows

5. The importance of emotional connection and managing interaction with intentionality.

- What guides our public speaking?
- What emotions does it bring us back to?
- Why do we feel need and, at the same time, lack-nostalgia?



**Build Relations** 

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It's always to focus first and foremost on team interaction and inter-personal skills instead of putting the onus on individual development.

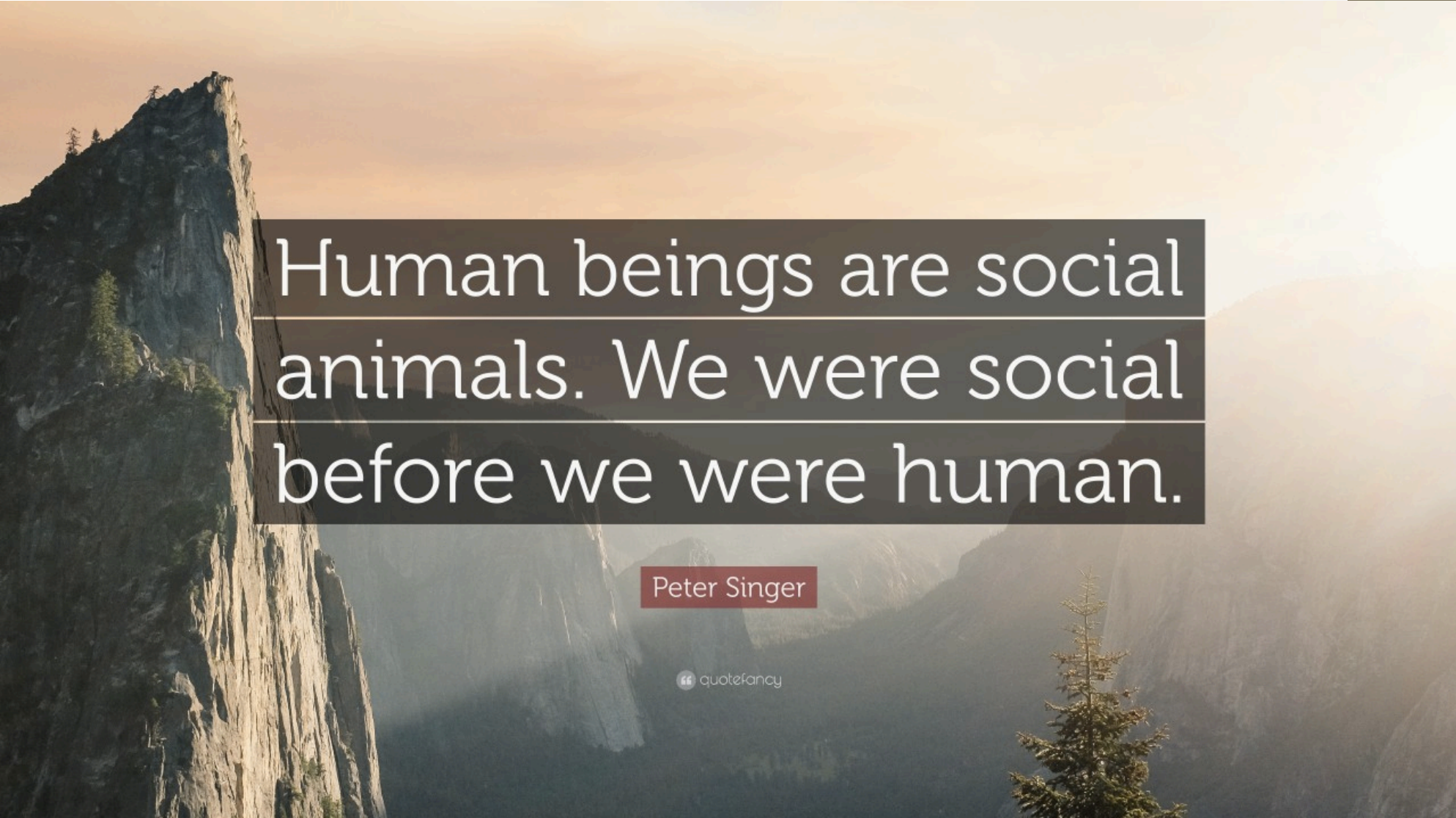
**Understand team dynamics**

---

Get to know the dynamics of your team.

Discover how team mates relate to one another.

# Foundation – reflexive windows

A scenic view of a mountain peak, likely El Capitan in Yosemite National Park, with a quote overlay. The image shows a steep, rocky cliff face on the left, with a few trees growing on its lower slopes. The background is a hazy, sunlit valley with more mountains in the distance. The sky is a soft, warm orange and yellow, suggesting sunrise or sunset. A dark, semi-transparent rectangular box is overlaid on the right side of the image, containing the quote in white text.

Human beings are social animals. We were social before we were human.

Peter Singer

quote fancy

# Foundation – reflexive windows

1a. We are social animals: we need community, we seek a sense of belonging, we value sharing spaces to support each other...



# Foundation – reflexive windows

1b. We are social animals: we need to build bonds, to care for each other, to have spaces and times for relationships



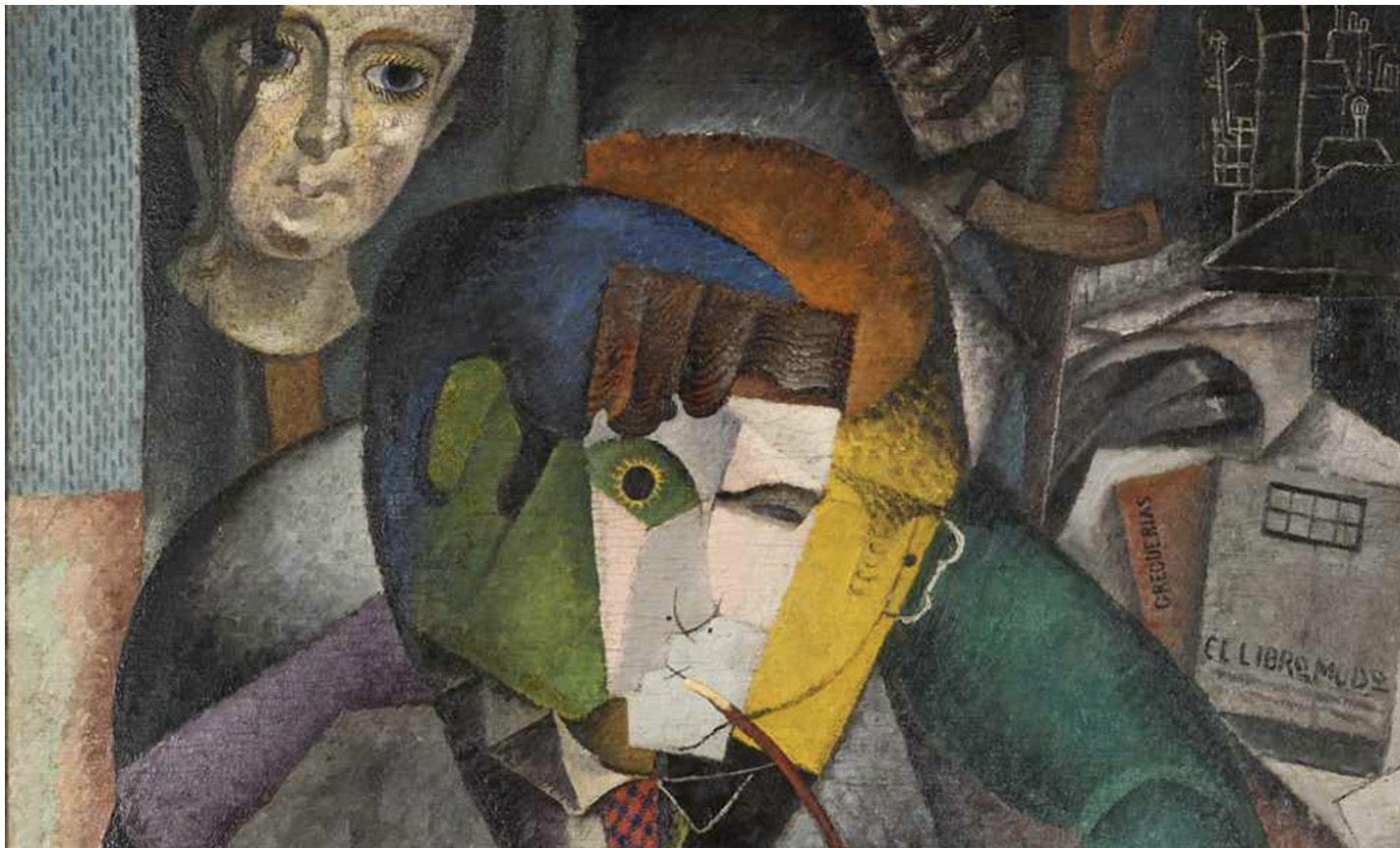
# Foundation – reflexive windows

1c. We are social animals: we have different facets, ways of relating to each other, priorities, 'masks' that we wear to cope with the various contexts we inhabit...; inner parts that are more evident, others that are concealed.



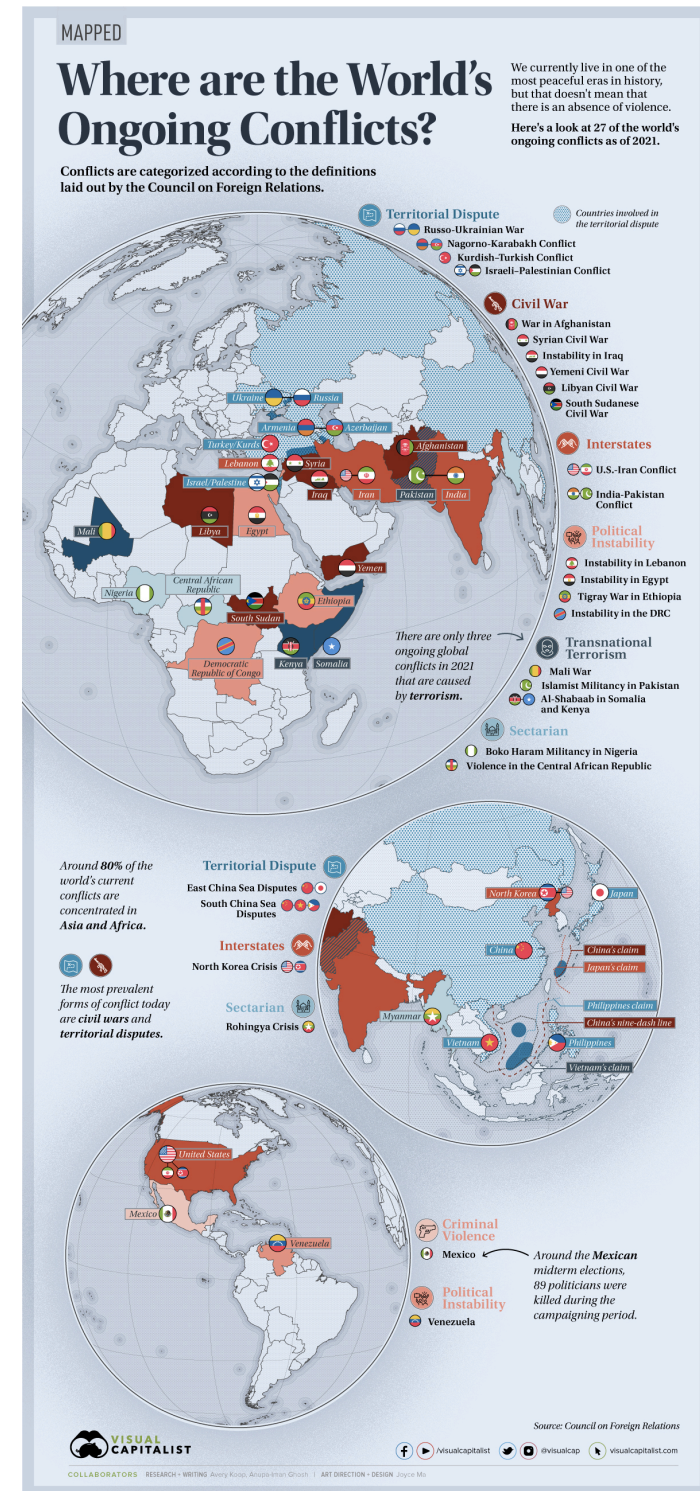
# Foundation – reflexive windows

1d. We are social animals: In the public dimension we bring into play a part of us that mediates between the complexity of personal identity and the role identities that characterise us.



# Foundation – reflexive windows

1e. We are social animals: without forgetting that some parts of us remain hidden and others conflict with our social being.



# Foundation – reflexive windows

2a. If communication skills (which are soft skills) are educable, then we cannot think that there is a preclusion to public speaking but, rather, that there are contexts and situations in which to practise in order to understand in which spaces-times we feel comfortable or a fish out of water.



# Foundation – reflexive windows

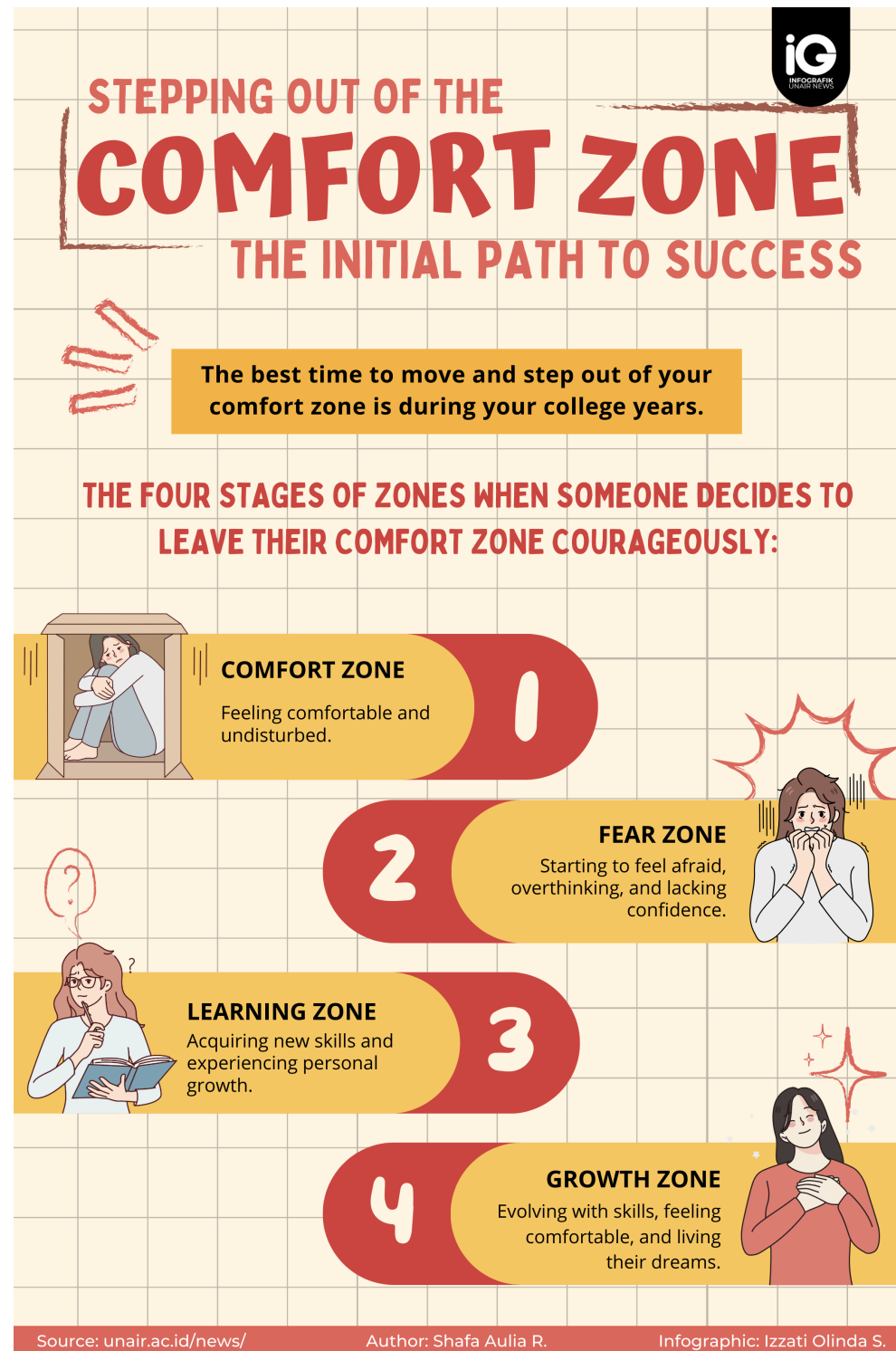
2b. If communication skills (which are soft skills) are educable, then we cannot think that there is a preclusion to public speaking but, rather, that there are contexts and situations in which to practise in order to understand in which spaces-times we feel comfortable or a “fish out of water”.



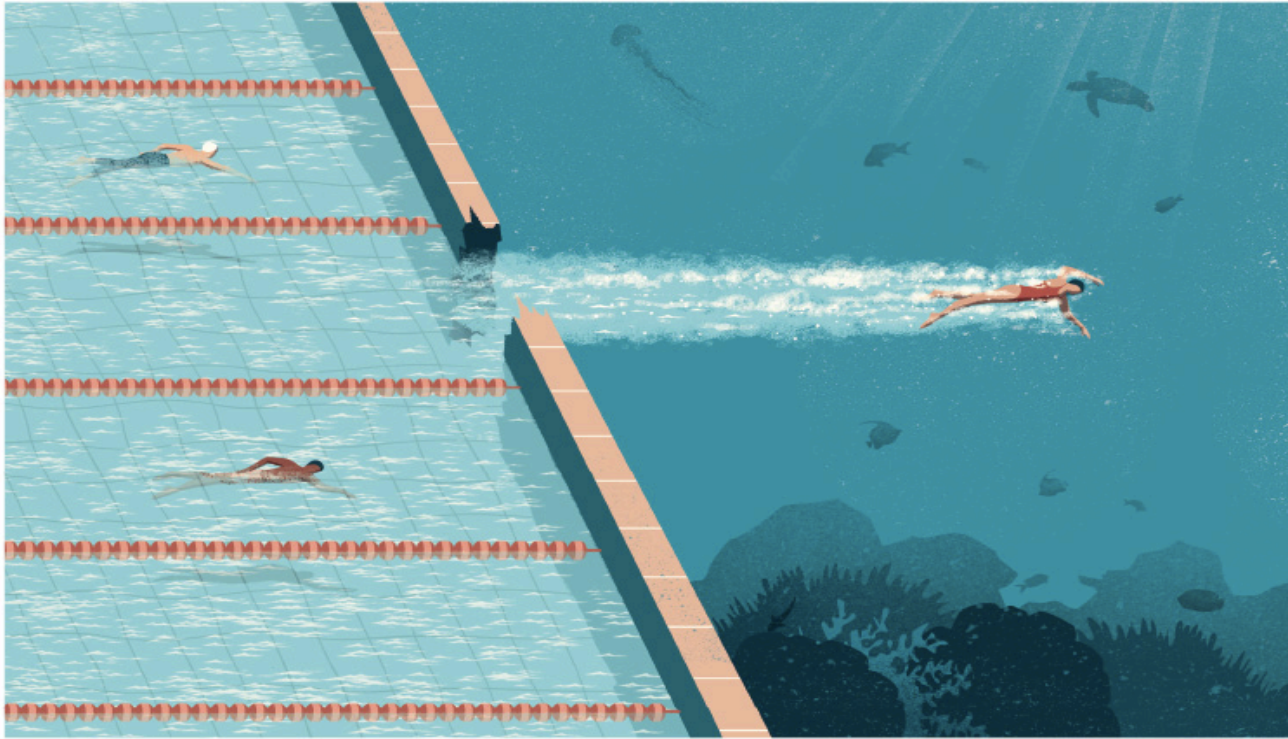
# Foundation – reflexive windows



# Foundation – reflexive windows

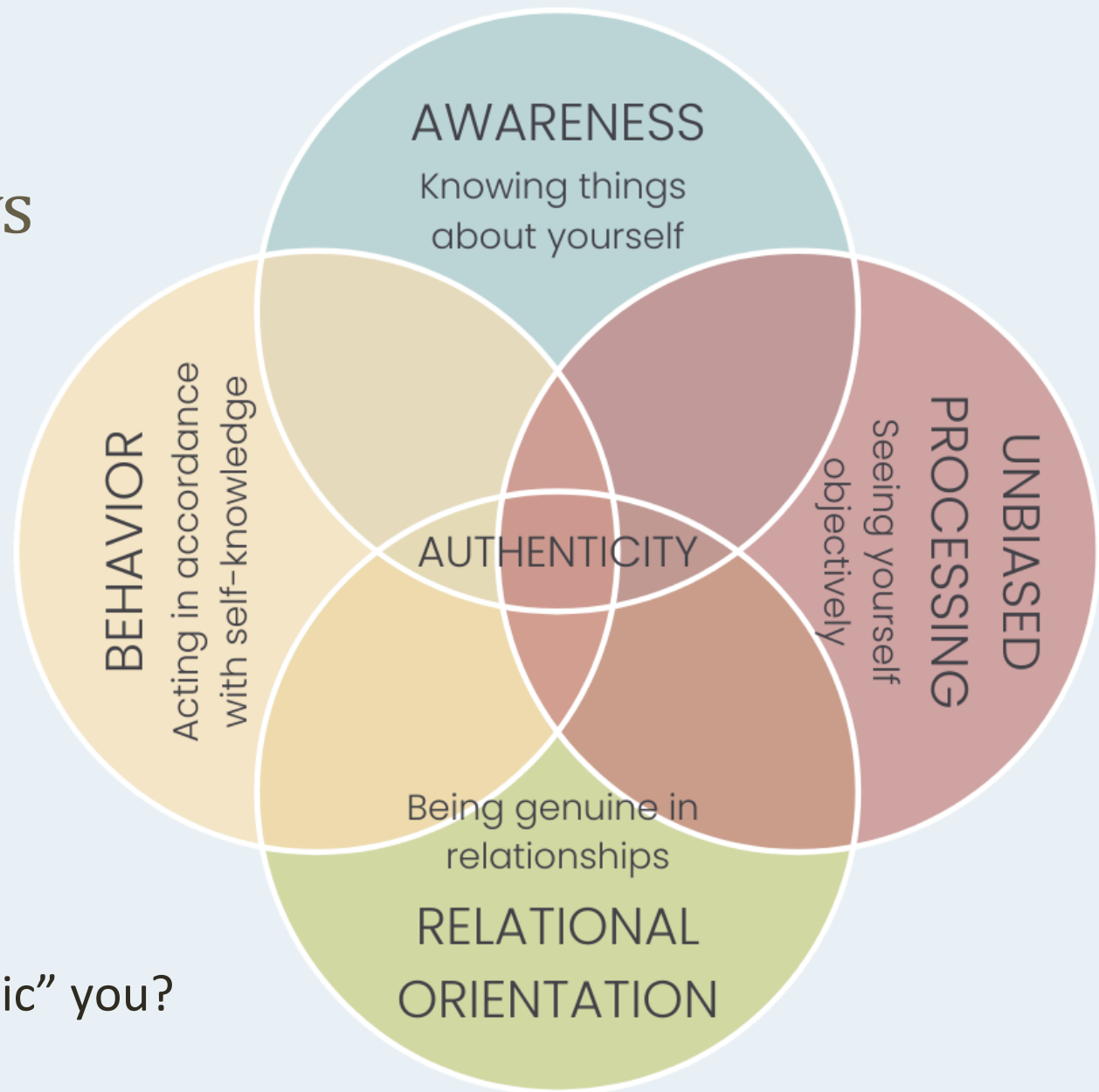


# Foundation – reflexive windows



2c. Stepping out of one's comfort zone means being an open and creative person. This is also valid in recognising that 'trespassing' is not necessarily to be done alone and/or competitively.

# Foundation – reflexive windows



## 3. Who is the “authentic” you?

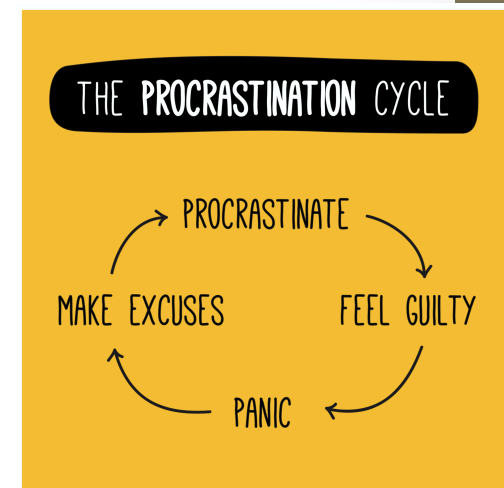
Kernis, M. H., & Goldman, B. M. (2006). A multicomponent conceptualization of authenticity: Theory and research. *Advances in experimental social psychology*, 38, 283-357.

# Foundation – reflexive windows

## 4a. START WITH THE IDEA & PROCRASTINATE NO MORE

In this course you are free to choose your IDEA (in groups and individually) from your interests and passions. This allows you to focus on the topic and to organise yourself within the given timeframe.

Take this opportunity to explore a topic that you like (and that you have not yet tackled or that you are studying in another course. Personal/professional level) and that you can deal with in public, also by asking for feedback from your interlocutors (class group).

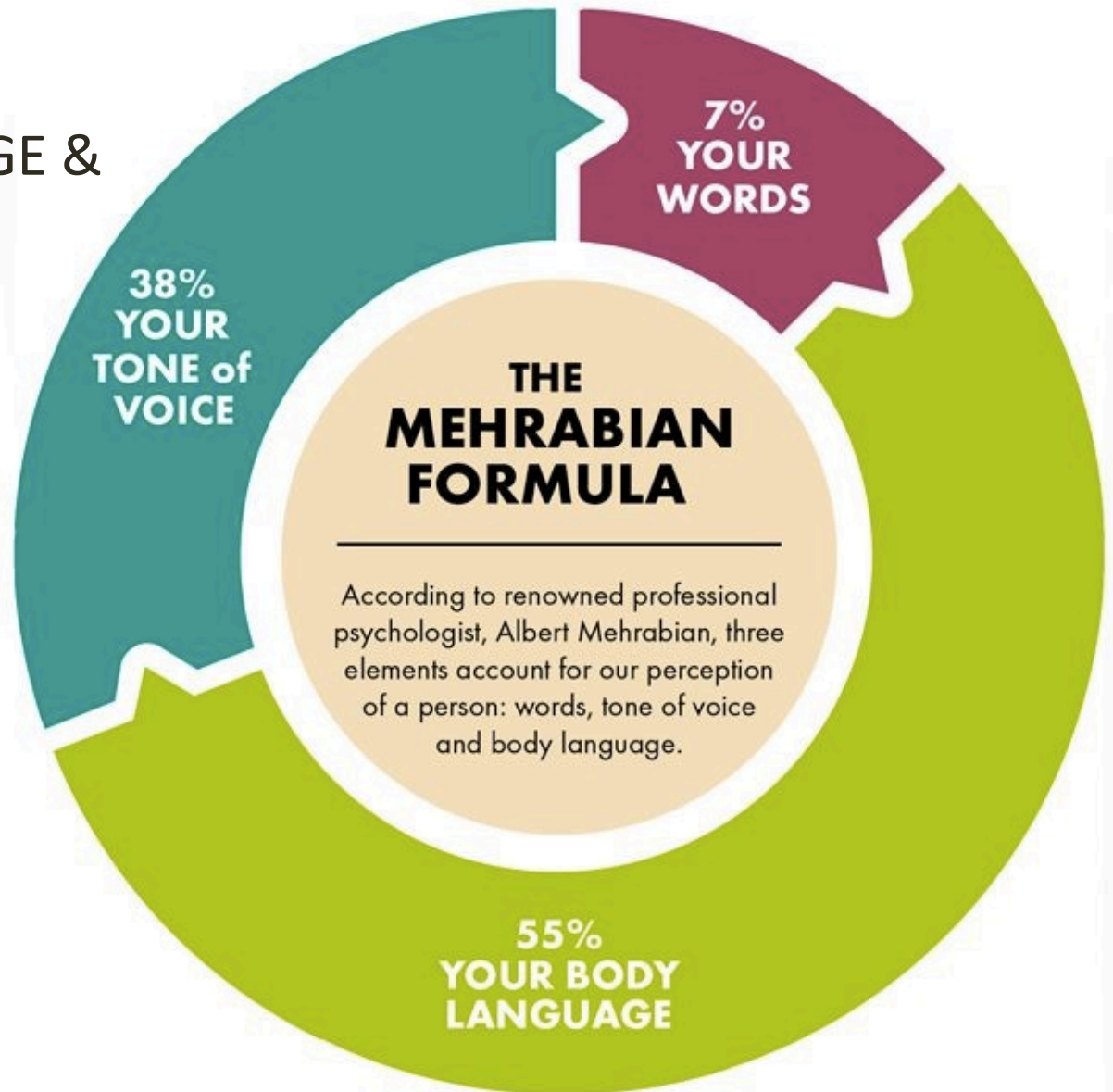


# 10 WAYS TO EFFECTIVELY OVERCOME PROCRASTINATION

- 
- 1 Get yourself started by believing in your ability to succeed
  - 2 Set out several concrete deadlines for yourself
  - 3 Eliminate various distractions from your environment
  - 4 Break large tasks into small and medium actionable pieces
  - 5 Remember to reward yourself for your accomplishments
  - 6 Mark streaks of days on which you complete all your tasks
  - 7 Avoid a perfectionist mindset and implement your plan
  - 8 Visualise and focus on your end goal instead of your tasks
  - 9 Figure out when, how, and why you procrastinate
  - 10 Count to 10 before indulging the impulse to procrastinate

# Foundation – reflexive windows

## 5. THE ASTONISHING EFFICACY OF LANGUAGE & YES, WORDS MATTER



# Foundation – reflexive windows

## 6. THE JOURNEY

Right from the beginning we can start a process of self-assessment, awareness, knowledge of strategies, criticality and choice of topic.



# Foundation – reflexive windows

## 7. COMMON TRAPS 1/4 – THE SALES PITCH



# GIVE and TAKE

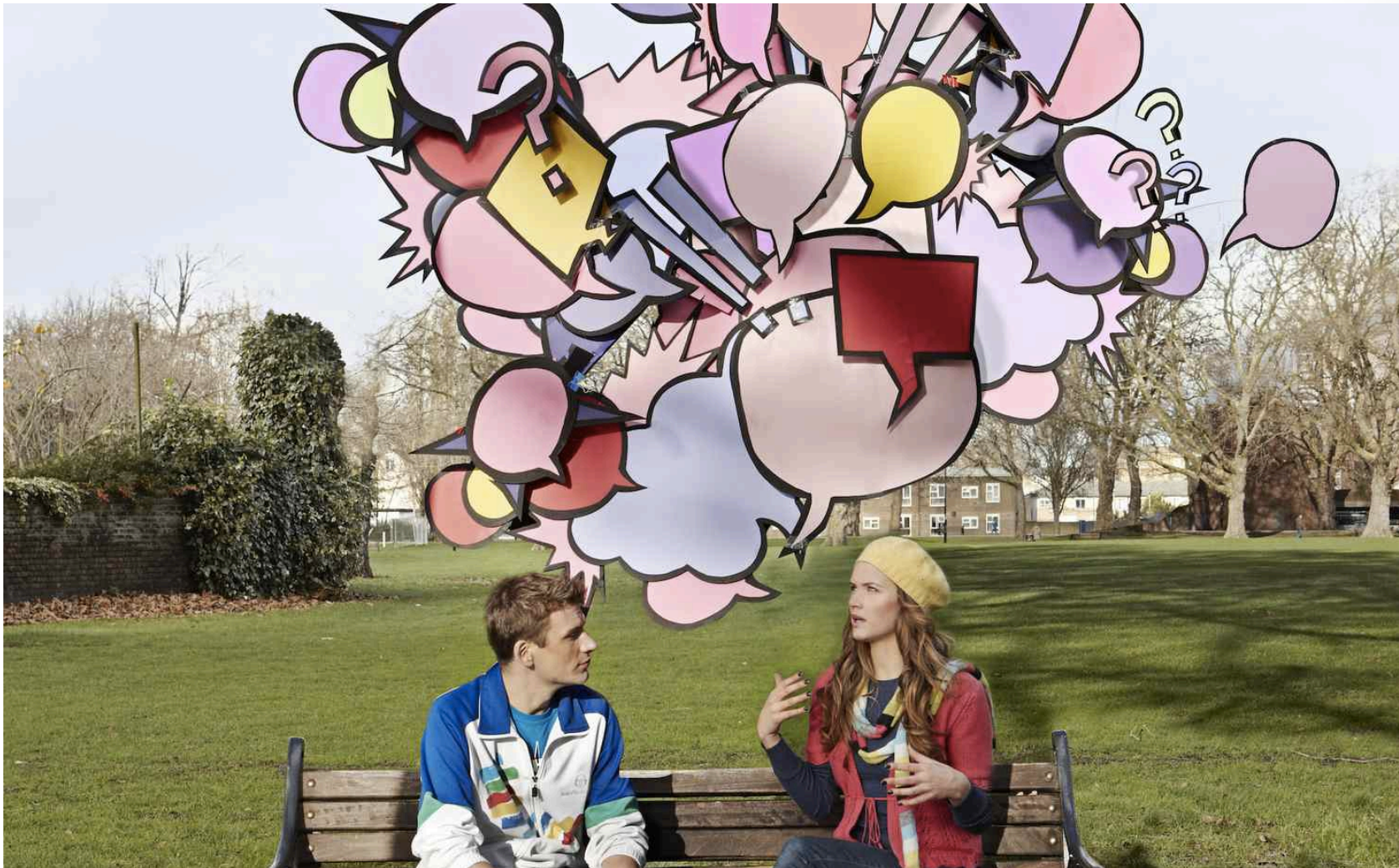
ADAM GRANT

"AS BRILLIANT AS IT IS WISE, THIS IS NOT JUST  
A BOOK—IT'S A NEW AND SHINING WORLDVIEW."  
—SUSAN CAHN, AUTHOR OF QUIET



# Foundation – reflexive windows

## 7. COMMON TRAPS 2/4 – THE RAMBLE



# Foundation – reflexive windows

## 7. COMMON TRAPS 2/4 – THE RAMBLE

what are other  
words for  
rambling?

wandering, discursive,  
digressive, meandering,  
straggling, incoherent,  
disjointed, circuitous, prolix



# Foundation – reflexive windows

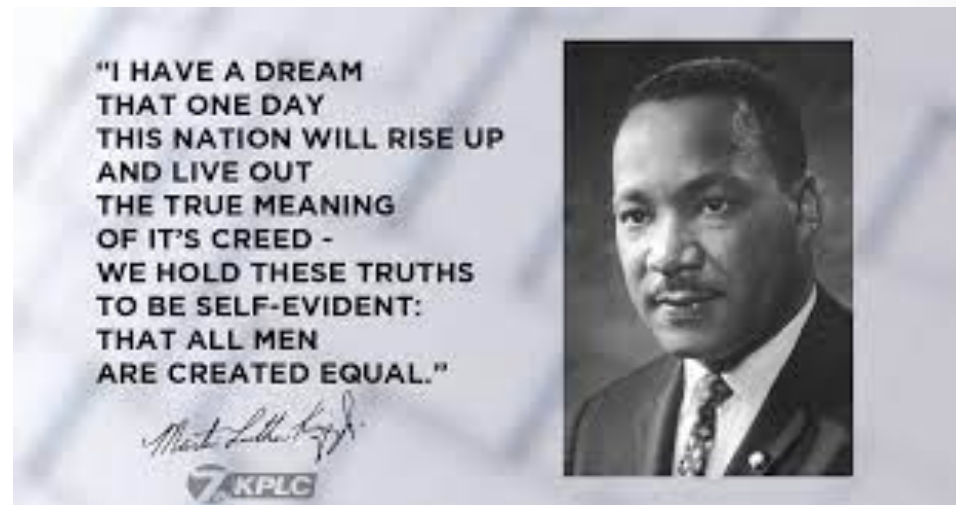
## 7. COMMON TRAPS 3/4 – THE ORG BORE



# Foundation – reflexive windows

## 7. COMMON TRAPS 4/4 – THE INSPIRATION PERFORMANCE

“I Have a Dream” is a public speech that was delivered by Martin Luther King Jr. during the March on Washington for Jobs and Freedom on August 28, 1963, in which he called for civil and economic rights and an end to racism in the United States. Delivered to over 250,000 civil rights supporters from the steps of the Lincoln Memorial in Washington, D.C., the speech was a defining moment of the civil rights movement and among the most iconic speeches in American history.



<https://www.youtube.com/watch?v=vP4iY1TtS3s>

# Foundation – reflexive windows

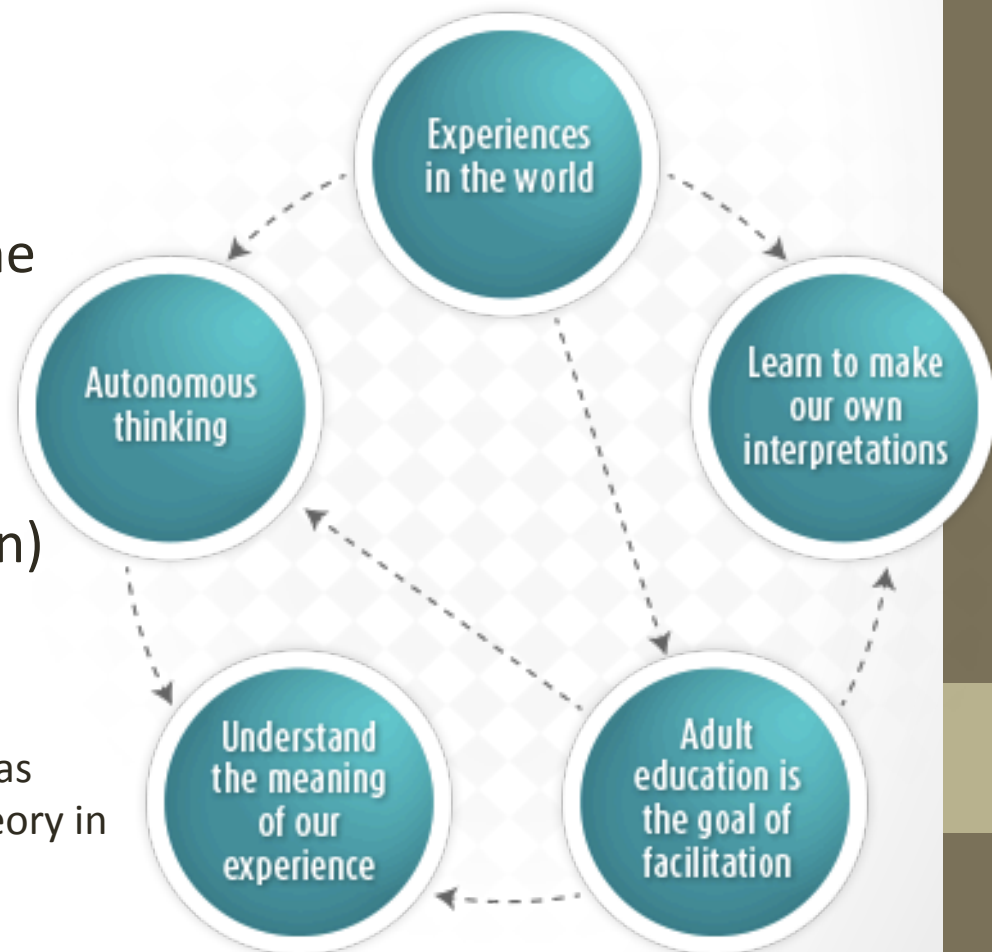
## Relationships in Mezirow's theory

Source: Adapted from Mezirow, 1997

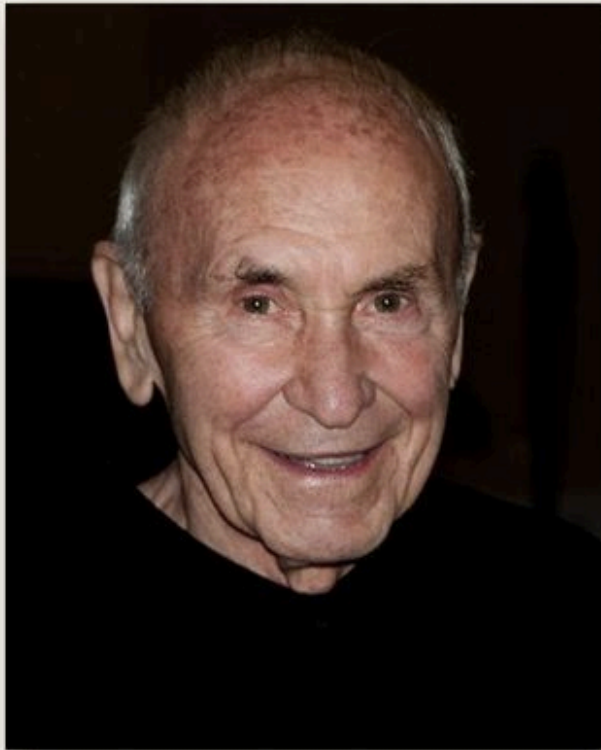
8. How can we define something meaningful?

We refer to transformative learning and the impact a discourse can have in context - the different relevance (and usefulness) of the episodic event (one-shot) and the longitudinal dialogue (permanence in situation) remains open.

Mezirow, J., and associates. (2000). Learning as transformation: a critical perspective on a theory in progress. San Francisco: Jossey bass



# Transformative Learning Theory



Jack Mezirow, 2014

Transformative learning refers to the process by which [adults] transform our taken-for-granted frames of reference\* to make them more inclusive, discriminating, open, emotionally capable of change, and reflective so that they may generate beliefs and opinions that will prove more true or justified to guide action.

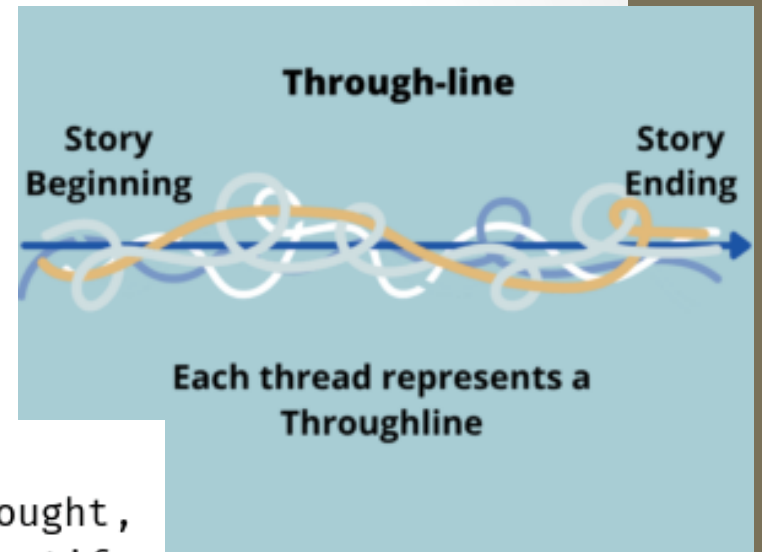
--Jack Mezirow (2000)

*Learning as Transformation: Critical Perspectives on a Theory in Progress*, pp 7-8

\* *Meaning perspectives, habits of mind, mindsets*

# Foundation – reflexive windows

## 9. Throughline of a story



what are other  
words for  
through line?

thread, gist, train of thought,  
drift, direction, theme, motif,  
tenor, storyline, plot



# Foundation – reflexive windows

## 9. Throughline of a story

When the trip is made 'roped together', it is necessary for the guide to know the destination, to share it with a briefing before setting off, to know the potential and limits of his or her companions, to know how to calibrate the difficulties inherent in the route and to celebrate the goals reached together, envisaging, where necessary, stops to gather feedback. The leader must also be able to recognise the landscape and details



# Foundation – reflexive windows

## 10. From the throughline to the structure – THE CHECKLIST

