

The Art of Presenting Yourself

Workshop given by Stefan Bausch

In the presentation of ideas, products and services, personal projection, charisma and physical presence are indispensable. In this, the presenter plays a decisive part. The audience measures how believable we are in the way we move, by our posture, and in the energy we project and the convincingness of our gestures and expressions. Therefore, the approach of the workshop is to strengthen the positive. The method will be to bring out what already exists in the personality and to develop this to its full potential. The goals of the workshop are:

- More commanding appearance in presentations
- Physical and vocal presence
- Projection of authenticity and credibility
- Strengthening of the individual ability to influence and convince
- Experiencing more of oneself and one's own effects on others
- Recognizing the personal preconditions and strengths, optimizing these and using them to advantage



Organiser

International Graduate School
for Dynamics in Logistics (IGS)
at the University of Bremen

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Exercises will be done in posture and bearing, in eye contact, in authenticity and credibility – movement as methods of expression – gestures (“What do I do with my hands?”) – voice and vocal techniques and presence – reflections on the effects upon others.

Stefan Bausch and **Jochen Biganzoli** are stage directors and trainers. Since 1999 Jochen has been working as an executive coach for several companies, but also for academics, freelancers and anybody who has to speak in public. www.biganzoli.net

Organisational Hints

Three-day workshop: December 08-10, 2016

The course is open for FUSION and gLINK fellows as well as for students and researchers of LogDynamics and of any faculty or research group related to logistics. Please, register for the course by sending an email to courses@IGS.LogDynamics.de

Deadline: **31.10.2016**

Ongoing Courses of the IGS:

‘Academic Writing’, course with classes once or twice a month. Training in small groups tailored to the individual papers of the participants.

‘Voice Development’, course with monthly training in very small groups on improving the pronunciation in English.

‘Tools for the Craft of Research’, workshop series on how to start and be successful with research projects. Target groups are Erasmus Mundus students and new doctoral candidates of the IGS.

The **International Graduate School for Dynamics in Logistics (IGS)** at the University of Bremen offers the opportunity to complete an efficient, structured doctoral training program. The IGS pursues an interdisciplinary and cross-cultural approach to higher education.

The IGS is part of *LogDynamics* which builds a cooperating network of research groups originated from four faculties of the University of Bremen: Production Engineering, Business Studies/ Economics, Mathematics/Computer Science, Physics/Electrical engineering.

Founded on specifications by supervisors or requirements by doctoral candidates, innovative complementary qualification measures have been developed, tested, evaluated and optimised. These explicitly include internationality, interdisciplinarity and the demands of the research area logistics.

The IGS offers different individual, interdisciplinary courses. Every course has one of two formats: either an *ongoing course* where a course *unit* takes place once every two weeks in an *organisational period* of approximately six months, or a *workshop* running from half a day up to two days. A course is structured into *classes* of typically five students (ongoing course) or twelve students (workshop).

Key qualifications can only be trained by repeated practical experience; thus the IGS ensures continuity of several of these measures to improve transferable skills.



Terms and Conditions of IGS Courses

Any registration for a course offered by the IGS is binding after you receive a confirmation for your application. You are expected to attend class without exception. If you cannot attend a specific class, please inform your group, the lecturer and the organiser in time, i.e. at least two days before the appointed date. If the participants do not observe this rule and the lecturer does not have any participants for a class, the group has to pay for the wasted time and money.

If you generally cannot attend class anymore or if you want to entirely cancel your participation in a course, please inform the organiser in time. The IGS will offer your place to someone else.

Please, be aware that the entries in the IGS calendar are always up-to-date and binding. You will receive access to the calendar after registration for a course.

After any course, we will ask you for an evaluation. Please, fill in the evaluation sheet in time and return it to our main communication channel.

courses@IGS.LogDynamics.de

Comments from previous participants

'The seminar was excellent, but we need to continue in the second part of this seminar for improving our voice.'

'He takes our attention to small details with high effects.'

'I liked the teaching process, such as in every step there was little bit speech and after that an interesting game based on the topic.'