






Dark Element	Combat Action
<p data-bbox="55 98 156 124">Boredom</p> 	<p data-bbox="262 83 1023 134">Provocative questions - Form provocative questions that they already know the answers to and allow them to guess.</p> <p data-bbox="262 165 998 241">Ask in-your-face questions that directly stir up their intimate desires, their greatest fears or their inhibitions. This sets up the learners to experience the situation and assess their response.</p> <p data-bbox="262 271 943 322">Poke the bear with a stick and you have it's attention. Your stick is your provocative question.</p>
<p data-bbox="44 353 190 380">Multi-tasking</p> 	<p data-bbox="262 347 988 423">Do something - having learners join in the presentation by allowing them draw, make choices or even connect the dots on the presentation screen or more...</p> <p data-bbox="262 453 988 558">Doing two tasks is possible. However, truth is that we may not effectively accomplish both at the same time. Hence, the way we keep our learners focused is by creating virtual activities that require their attention and keep them interested in what you are trying to convey.</p> <p data-bbox="262 588 1016 717">Kung fu has weapons to fight off the enemy. To become a master webinar presenter we also must be able to combat multi-tasking with virtual tools like chat to write down their thoughts, comments and questions or responses. There are other ways to keep your learners glued to the webinar session and enjoy the virtual experience.</p>
<p data-bbox="63 758 171 784">Irrelevant</p> 	<p data-bbox="262 744 1000 825">Speak from the heart- Drop all the "BAD SPIRITS" of theoretical writing and speaking; Kill factual presentations by always providing an example first then explaining next. Do not present an idea followed by an example.</p> <p data-bbox="262 852 991 927">Why use 10 when you can use 3 ideas to do the job? As the saying goes less can be more and vice-versa. So go and find the gold nugget from the multitude of ideas.</p> <p data-bbox="262 958 991 1116">The Kyudo warrior is completely concentrated and focused as they take aim with their bow and arrow. They have one thing in mind: hitting the target - bull's eye. Such is the manner in which we decide on the focal point of our presentation. Leave the theories in the books. Pick out your relevant target when conducting webinars and keep focused. Do not concern yourself with too much data. Help learners discover the context and keep them engaged.</p>
<p data-bbox="68 1150 166 1177">Ordinary</p> 	<p data-bbox="262 1146 1011 1279">Avoid theories. Encourage application - Plain oatmeal is never the first choice but this is good for you. In the same manner, an idea delivered in a monotone voice losses the interest of the learners. By adding a full spectrum of emotions you develop rapport with your learners and the session becomes entertaining.</p> <p data-bbox="262 1310 1005 1467">To set your presentations apart from other boring and bland webinars means making the effort to be beyond ordinary. Keeping the conversation flowing throughout the session, providing impactful images, sharing relatable stories and eliciting stories from your learners are some of the ways to keep things above ordinary. Your moderately toned voice will stimulate the warm and encouraging atmosphere within the virtual session.</p>
<p data-bbox="44 1508 187 1535">No emotions</p>  <p data-bbox="16 1780 228 1888">Two featured videos: The First Date Alike - Short Film</p>	<p data-bbox="262 1500 1009 1604">"Move" your learners - People respond to provocation - positive or negative. Enable learners' minds to be "pushed to the edge" using techniques like anticipation, curiosity, discovery. Allow them to follow their tendency to peek into something. Use interactive stories to help learners "feel."</p> <p data-bbox="262 1631 998 1682">Do see the wind when it hits your face? Well your answer would certainly be NO but you feel it.</p> <p data-bbox="262 1708 1005 1759">Fear, anger, sadness, joy, love, disgust and surprise are some of the emotions that can trigger learners to respond with their own stories and share insights.</p> <p data-bbox="262 1786 1011 1890">Short interactive stories like those featured here are examples of how a very short story can enable learners to relate to the gamut of emotions shown and enable them to respond effectively and help them discover learning and application points.</p> <p data-bbox="262 1917 998 1992">Most of all, it is always worthwhile to call people by their names as you read their comments and feedback. It provides the warmth as a trainer to the virtual environment.</p>