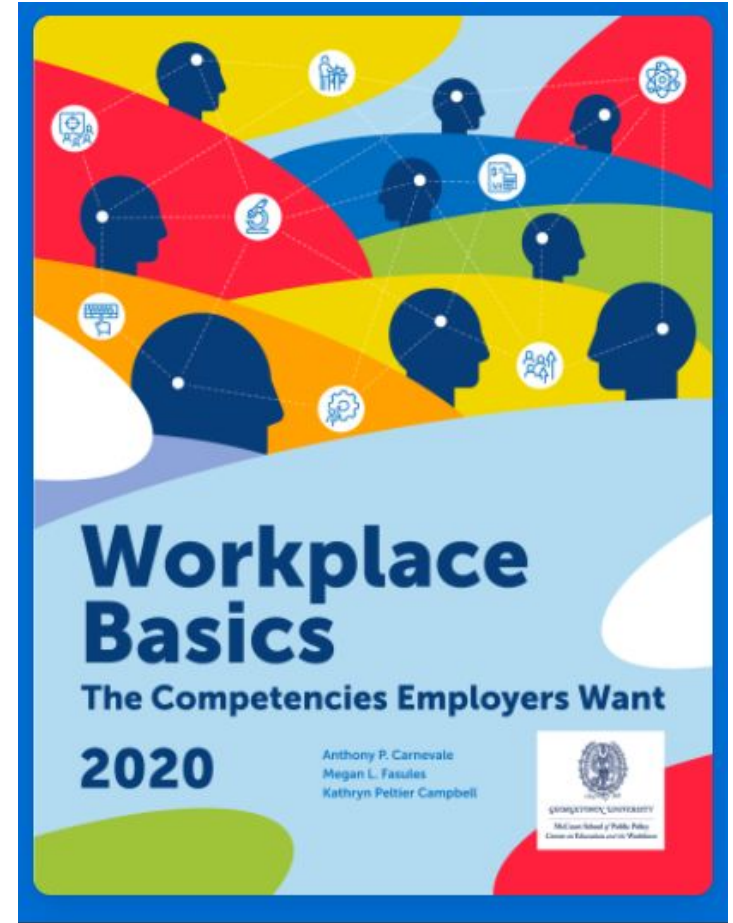
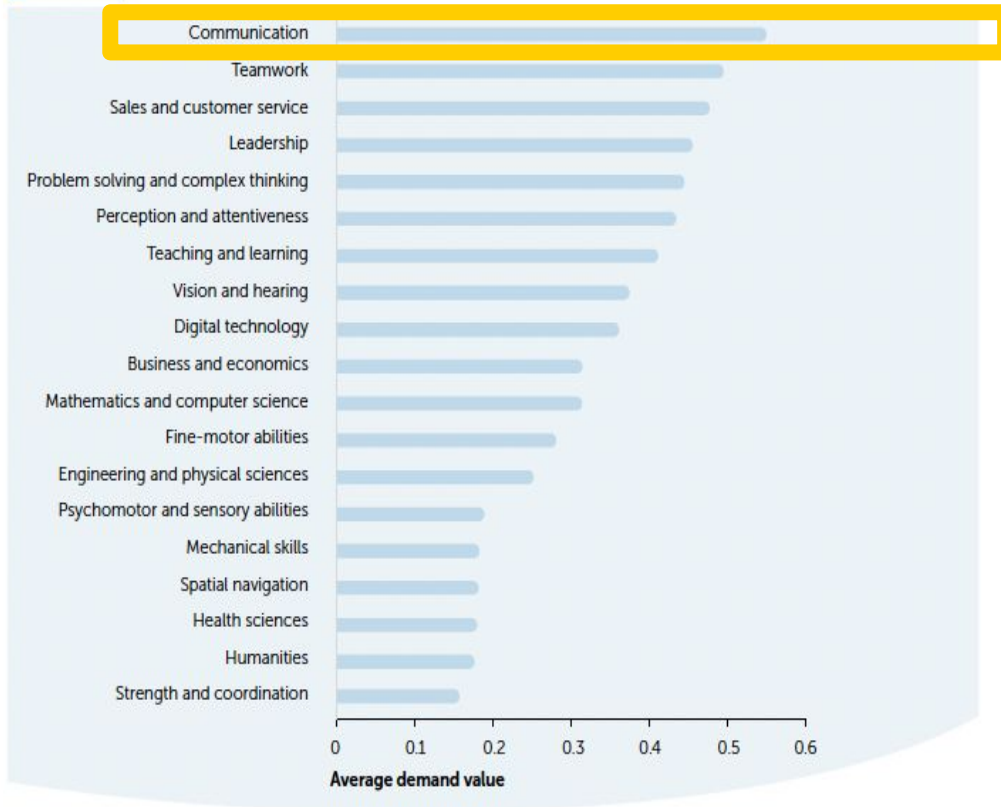


# Projecting Confidence



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**Figure 4.** Across the labor market, communication is the most in-demand competency.





## Agenda & Learning Objectives

- Discuss communication best practices in different contexts
- Acquire tools to communicate effectively and confidently
- Create a goal to enhance your communication

# How do you define confidence?



In groups of 3-4, share a time when you felt confident and when you felt uncertain.

What similarities can you identify in your group's stories?



# ● Defining Confidence

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## Verbal

- Content
- Organization
- Word choice

## Nonverbal

- Eye contact
- Vocal variation
- Body movement

Communication

is

**Contextual**

1

# Classroom

How do I effectively participate in graduate seminars?





## Confidence in the Classroom

- What were the communication norms in your undergraduate classes?
- What do you expect to be the biggest differences between undergraduate and graduate classroom communication?

# BUMK762 Syllabus Example

## In-Class Workshops (40%):

Throughout the seven-week course, students will participate in a series of in-person workshops that focus on communicating data. Topics include Storytelling with Data, Power Listening in Business, Communicating Data to Decision Makers and others. Workshops will be a combination of independent and group work. Each workshop will have a deliverable that will be graded. A detailed outline of each workshop will be listed on Canvas.

Participation in group discussion is an expectation in the professional setting and we will model the behavior in our classroom. Your **verbal participation** in this course is an integral component. Students are expected to **fully engage in class conversations: asking questions and sharing thoughts. Failure to do any of these things on a consistent basis will lower your grade.**



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## 5 Ways to Make Comments in Discussions

2

# Presentations

How do I confidently present materials in front of an audience?

In groups of 3-4, what do you think are the elements of an effective presentation?

What are the elements of an ineffective presentation?





## Presenting with Confidence



Prepare

Practice

Present

Reflect

# ● Confident Delivery

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1. Make eye contact
2. Be mindful of filler words
3. Enact vocal variation
4. Project your voice
5. Use hand gestures and movement intentionally

# Confident Content

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1. Follow directions and read rubrics
2. Use signposts and transitions
3. Create a compelling opener and closer
4. Stay within the time limit
5. Own your expertise



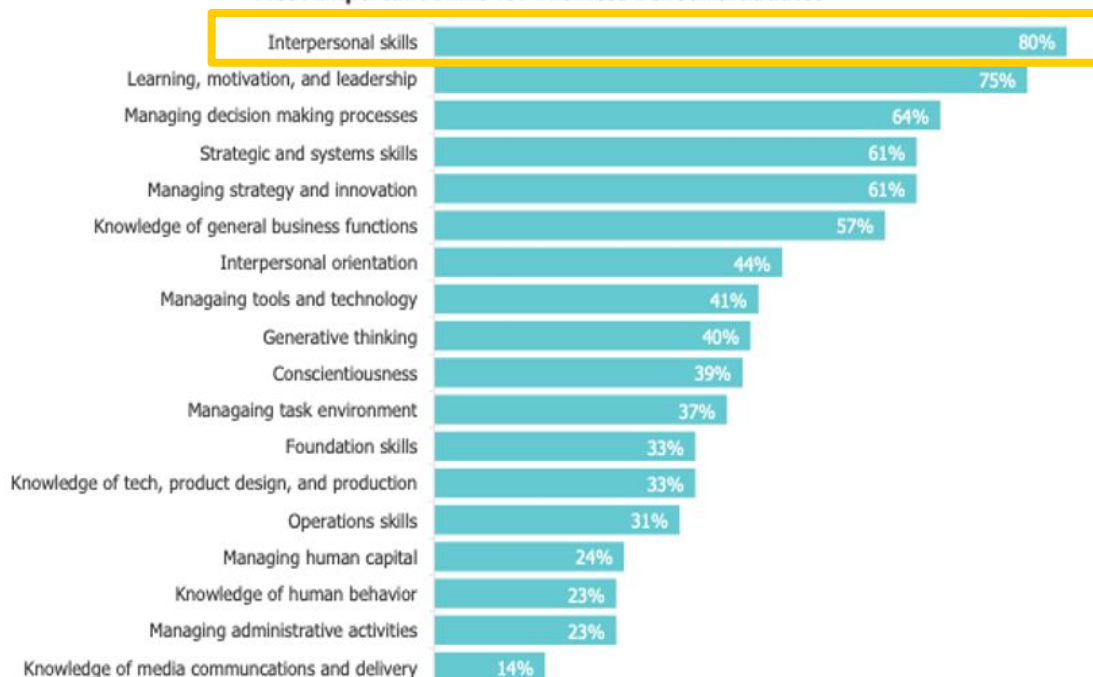
3

# Conversation

How do I engage in small talk with peers and professors?

# Recruiters value relational, strategic, and leadership skills of business school graduates

Most Important Skills for Business School Graduates



Q: Which of the following skills are most important for business school graduates to possess for your current job openings?





## Confident Conversations

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- ⦿ Opportunities for small talk are *everywhere*
- ⦿ Professors and peers will engage in small talk with you
- ⦿ Small talk is a dialogue between participants

# What are common topics for small talk?



4

# Set a Goal

How can I improve my communication?



## Set a Communication Goal

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Find a partner and share two things you plan to put into practice during your first week of classes.



## Oral Communication Center

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# Questions?

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