**Senior Speaker Answer Sheet**

This answer sheet is intended to accompany the Senior Speaker Certification course. Please download a copy as you begin the course. While completing the course, there will be times you will be asked to supply an answer. You should do so on your downloaded copy of this answer sheet.

At the end of the course, you will be asked to upload your completed answer sheet to [WorkDocs](https://amazon.awsapps.com/workdocs/index.html#/folder/75163c0aa7623afb566db41dc8e97de3e556a3852db01fcdeabda70e6b7ca6f4). When saving to WorkDocs, please save your completed answer sheet with the file name (alias\_AnswerSheet, for example: jelinab\_AnswerSheet). In order to complete the Senior Speaker Certification, you must complete this answer sheet. Thank you for participating in the Senior Speaker certification program!

**Your Name:**

**Your Alias:**

**Elevating presentations: Elevating customers**

**Question:** Now that you have heard from our other students, tell us about yourself! Below, please draft a simple three-sentence introduction so the reviewers know who you are.

**Answer:**

**Why are you speaking**

**Question:** Think about why the audience will be listening to you during your next speaking engagement. If you do not have an upcoming speaking engagement scheduled, reflect on the last speaking engagement you participated in and answer the following.

* Why was the audience listening to you? Who is the audience?
* Why were they happier after spending time with you?

**Answer:**

**Solving the attention deficit**

**Question:** On your answer sheet, select a [AWS Customer Story](https://aws.amazon.com/solutions/case-studies/?customer-references-cards.sort-by=item.additionalFields.sortDate&customer-references-cards.sort-order=desc&awsf.content-type=*all&awsf.customer-references-location=*all&awsf.customer-references-segment=*all&awsf.customer-references-industry=*all&awsf.customer-references-use-case=*all&awsf.customer-references-tech-category=*all&awsf.customer-references-product=*all&awsm.page-customer-references-cards=4)  In one sentence each, summarize (1) the problems they're facing, (2) the AWS solution, (3) the data that supports the success of this solution.

**Answer:**

**Keeping their attention**

**Question:** Name one piece of physicality on stage with which you have a problem. How may it be distracting?

**Answer:**

**The OODA Loop**

**Question:** Name three ways you as a presenter can empower your customer take action during your presentation. Come up with a hypothetical situation where you want a customer to take an action, perhaps adopting a new product. Please add your answer to your answer sheet.

**Answer:**

**Making great PowerPoint presentations**

**Question:** List three ways you can improve your PowerPoint slides in the future.

**Answer:**

**Making great demos with Darko Mesaros**

**Question:** Name another way you can improve this demo to better focus the audience.

**Answer:**

**Making great whiteboard conversations**

**Question:** As you watch the whiteboarding example below, write three ways that the speaker can improve.

**Answer:**

**Managing the space**

**Question:** Think about how your physical presentation can add to your stage presence. Can you name any specific examples when physical outfit has added to presentation - whether inside AWS or out?  Is there a costume or prop idea you'd like to enhance your presentation?

**Answer:**

**Voice, diction and body language**

**Question:** After adding in the pauses to the above excerpt, how does this change its meaning?

**Answer:**

**Combating stage fright**

**Question:** What are some things you do to overcome stage fright?

**Answer:**

**PowerPoint presentation example**

**Question:** In less than 60 words, please provide feedback on Kirsten.

**Answer:**

**Lessons learned**

**Question:** Name one or two things you can take away from this training.

**Answer:**