

Name

**Pitching Skills**
 Classroom   
 Studio or workshop   
 External venue   
 Online 

Codes M-FR-203-PITCH-TRAINING

Host **Design Intézet**

	Type	ECTS	Contact hours	Student work	Course type	Semester	Unit
Basic info	<b>Gyakorlat</b>						

Recommendation

Short Description

Teachers

Name	Contact information	Short bio	Open hours
Nóra Palkovits	palkovits.nora@gmail.com	She graduated in psychology and communication in the University of Pécs. She researches and applies improvisational theatre techniques for artistic and educational purposes. She works on the development of improvisational and performance skills at MOME. Her focus is on the practice of presence, creative thinking and collaboration in performative situations.	

Semester schedule

Course scheduling	Weekly class appointments

#	Date	Weekly educational content
1		Introduction to presentation skills and group dynamics: <ul style="list-style-type: none"> <li>• Clarification of expectations, building a safe atmosphere in the group</li> <li>• Understanding the cognitive background of public speaking-related anxiety and offering coping strategies to it</li> <li>• Training to secure stage, connect with the audience connection, using one's voice, posture and stage position, learning the theory of socio-bio-feedback.</li> </ul>
2		Exploring the relationship with the audience <ul style="list-style-type: none"> <li>• how to engage with the audience</li> <li>• to empathise with the audience</li> <li>• how to reach effective and authentic communication; goal-centric or relationship-centric attitude</li> <li>• understanding different storytelling frames and presentation structures</li> </ul>
3		Looking into the relationship between image and speech in presentations <ul style="list-style-type: none"> <li>• the use of illustration</li> </ul>

		<ul style="list-style-type: none"> <li>• rhetoric techniques like repetition, dialogue and contradiction</li> <li>• learning by doing: Trial presentations round I. <ul style="list-style-type: none"> <li>○ feedback and group analysis - capturing strengths of a presentation</li> </ul> </li> </ul>
4		Learning by doing: Trial presentations II. <ul style="list-style-type: none"> <li>• feedback and group analysis - capturing strengths</li> </ul> Class and group closure: feedback and summary on the class
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Requirements and evaluation

Assignments	Evaluation criteria	Deadline	% in evaluation

Compulsory readings

Recommended readings

Learnings

Knowledge	Enhance participants' ability to plan, design, and deliver effective and authentic presentations. They will be equipped with resources to enrich their repertoire of communication tools. New insights will be gained for articulating ideas. Their expertise will encompass the nuances of public speaking, recognizing it as a unique form of communication.
Skills	Presentation skills, stage presence, stage movement and positioning, pitching ideas, storytelling and presentation structures, building relationship with the audience and the ability to empathize with the audience.
Attitude	Open and engaging attitude in presentation situations. Constructive attitude when organizing thoughts for public speaking. Creating an exploratory and curious mindset during preparatory work. Focused on constructing a professional presentation.
Responsibility	

Exemption

- Exemption from attending and completing the course cannot be granted
- Exemption may be granted from the acquisition of certain competencies and the fulfilment of tasks
- Some tasks can be substituted with other activities,
- A full exemption can be granted

Curriculum connections

Unit	Parallel courses	Course proportion in unit
Befoglaló tantárgy címe	[Ez a kurzus]	
	Másik kurzus címe	
	Harmadik kurzus címe	

Course prerequisites	Is it available as an elective?	Prerequisites in case of elective

Misc. information