Features of effective final presentations

The Final Presentation event in 2.009 is as real as it is big: A house packed with a diverse and enthusiastic audience, in a major MIT venue, creates a demanding yet exciting situation.

To begin preparing, first read the detailed description on the 2.009 site here: [http://web.mit.edu/2.009/www/assignments/FinalPresentation.html](http://web.mit.edu/2.009/www/assignments/FinalPresentation.html). Also look at the review form, distributed to all audience members, to understand key presentation dimensions: [http://web.mit.edu/2.009/www/assignments/FinalPresentationImages/finalReviewForm.pdf](http://web.mit.edu/2.009/www/assignments/FinalPresentationImages/finalReviewForm.pdf)

There are many touches that make a final presentation engaging and persuasive, and your team’s presentation should be as unique as your product, and consistent with your vision. Still, there are several noticeable features common to compelling 2.009 presentations. We bring them to your attention as examples and inspiration.

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**Pleasing overall structure.** The Nov. 18 lecture (slide 12) showed a time allocation for the presentation components. Keeping this balance in mind, the arrangement of sections is up to your team. Think: what order of information about our product tells its story and builds its case most powerfully? Remember, as in all product presentations, to describe and demonstrate the product itself early on.

[http://designed.mit.edu/gallery/view-2014-Terrainer.html](http://designed.mit.edu/gallery/view-2014-Terrainer.html) After a short, attention-getting opener, comparing indoor bike training to outdoor training with the product, this presentation unfolds around three clear segments: demonstration of the actual apparatus with live results, a verbal and visual description of the technology, and a compelling business case. Interactions among the three presenters and the cyclist are seamless, and the handoff is smooth, particularly between last two presenters – their speeches fit logically, and they pass the slide remote in a way that seems practiced and friendly.

[http://designed.mit.edu/gallery/view-2014-UpBeat.html](http://designed.mit.edu/gallery/view-2014-UpBeat.html) Variation on an otherwise routine structure can be captivating if it is meaningful: This team altered the chronology of a typical product presentation by showing the “magic” of the product (i.e. the “end of the story”) before explaining the details (i.e. current problem and need). The drummer begins with a nice drum solo, and then the audience learns how he got to that skill level by using UpBeat.

[http://designed.mit.edu/gallery/view-2013-BitDex.html](http://designed.mit.edu/gallery/view-2013-BitDex.html) The opening of the presentation describes the use context and technical problem with precision, which is appropriate for one of the product’s key attributes, and invokes the environment of a machine shop. After the brief demonstration, the business case presentation follows logically, with a graceful bridge linking the demo to primary customers. The design and engineering description concludes the presentation, with an emphasis on the drill bit, at the center of the product use.

[http://designed.mit.edu/gallery/view-2012-Ferno.html](http://designed.mit.edu/gallery/view-2012-Ferno.html) A three-part structure is signaled at the beginning in both a slide and the first speaker’s remarks. All three speakers connect their sections to a unified message that unfolds with the presentation.

beginning, middle, and end - with graceful transitions between the speakers and the narration of product demo. Furthermore, the beginning and the end are ‘in conversation’ with each other.

Engaging beginning. The first line of your presentation extends an invitation to your audience - captivate them with a specific and intriguing story. How can you get the audience to connect with your product? How can you make its use, or the need for it, vivid? Who, specifically, are your potential customers? A strong, original, and evocative beginning primes the audience’s interest in your product and may cue them how to think and even feel about the need for it.

http://designed.mit.edu/gallery/view-2014-KOACH.html The scenario for the product demonstration is well designed and really engaging; it immerses the audience in both the use and the feel of the product. Two students, a 90-pound young woman and a 180-pound man compete with each other using Koach’s punching bags and electronic app.
http://designed.mit.edu/gallery/view-2013-EquiTemp.html Short, staccato phrasing, along with vivid images, conveys the safety problem and arouses audience concern. The product description, at 29 sec in the video, punctuates an opening that fully describes the use context.
http://designed.mit.edu/gallery/view-2013-Verda.html In introducing the product, the speaker also advocates powerfully for food access in underserved urban neighborhoods, fully describing the context.
http://designed.mit.edu/gallery/view-2012-Clydesdale.html The presentation begins emphatically, with the first speaker’s welcoming gesture and friendly statement, as the audience is invited to consider the physical problem of beer delivery in Boston. The speaker uses physical action and vivid language to convey how beer kegs are “kneed or dollied down the stairs,” and repeats this action as the video shows of the problem beer delivery: delivery men “feel each jerk in wrists… shoulders… and chest.”
http://designed.mit.edu/gallery/view-2011-thermAssist.html This presentation begins with a clear and compelling summary of the physiological problem experienced by people with paraplegia, amplified by audiotaped testimony from a potential user.

Fluent description of technological challenges or innovations. While it is critical to convey what your product does and who uses it, your presentation should go deep into your product and communicate – through careful choice of images and remarks – how it was designed and built. It is challenging to do this in a way that informs and engages engineers and non-engineers alike; teams who do this effectively link a visible part of the design or functionality to a technical part, use a precise and stable terminology, and work their way from big picture to details.

http://designed.mit.edu/gallery/view-2013-Mira.html The technical portion of the presentation begins at 4:45 in the video with an overview of the technology; at 5:00 in the video, the speaker ingeniously engages the audience in an experiment that illuminates the need for a core
component of the technical design. The fluent remarks are well paced and coordinated with the Solidworks images.

http://designed.mit.edu/gallery/view-2013-Ollie.html Speakers describe the function and purpose of a social robot, the first one ever designed and presented in 2.009, and also the sensing, actuation, architecture, and materials that enable its qualities of comfort and responsiveness.

http://designed.mit.edu/gallery/view-2011-phil.html Animated Solidworks images are used well, first in a segment that summarizes details of design and operation in a way carefully tied to user needs, and second in a segment that focuses on engineering, that incorporates images of a hand, sink, and water to show the use context.

http://designed.mit.edu/gallery/view-2010-dash.html The slides and remarks specify the three areas of innovation; focus audience’s attention on the function; and then explain the engineering behind each.

http://designed.mit.edu/gallery/view-2010-spence.html Nice pairings of photographs and Solidworks images describe product’s form and technology at once.

also: http://designed.mit.edu/gallery/view-2013-BitDex.html
http://designed.mit.edu/gallery/view-2013-Verda.html
http://designed.mit.edu/gallery/view-2013-Poseiden.html

Well-choreographed product interaction. Show what you learned during your market research, user interviews, and ergonomics testing. Interact with the product using some of the behaviors that potential customers or users mentioned. Show off features that make the product particularly attractive, powerful, and even fun to use. Show through demonstration how you met the product’s specifications. Let the product command the audience’s attention.

http://designed.mit.edu/gallery/view-2013-Glow.html The relationship among the speaker’s narration, the demonstration by the student yogi, and the slides is smoothly coordinated and timed so that the audience can fully observe/experience the product use cycle.

http://designed.mit.edu/gallery/view-2011-helmetHub.html The interaction with the product by two kinds of users – the bike renter and the vendor employee – is described by the speaker as a team mate demonstrates interaction, at the same time slides communicating both design and engineering are shown.

http://designed.mit.edu/gallery/view-2008-Point-Guard.html Presenter introduces basketball player to demo product, and intermittently narrates the demonstration, with helpful pauses, while player shoots, waits for basketball to return, and shoots again.

http://designed.mit.edu/gallery/view-2010-groceryMate.html Presenters and demo-er, a person in a wheelchair, both speak. Presenter coordinates remarks with both product demonstration and description of the technology

also: http://designed.mit.edu/gallery/view-2012-Clydesdale.html and http://designed.mit.edu/gallery/view-2012-Ferno.html
**Full use of the set.** The physical location for your product is a very important element in telling your story. If the world of the product feels real, the scenario you present will be credible. Become familiar and comfortable with the set’s design. Brainstorm some storytelling opportunities the set itself presents: How might the set help you describe or role-play the customer, show the use cycle of your product, or even showcase your product’s technical advantage over other products? Incorporate your use of the set at various points in the presentation.

http://designed.mit.edu/gallery/view-2011-cobalt.html The bike rack in an urban setting is revisited several times in the presentation, as features of the bike lock are described.

http://designed.mit.edu/gallery/view-2010-noribo.html The set is a sushi bar, and the speakers take turns interacting with the product while one of them narrates; the sushi bar is “open for business” throughout the presentation.

http://designed.mit.edu/gallery/view-2009-iceTck-scraper.html In the demonstration, students wear outfits that go with winter scene in the set and communicate the use scenario for the powered ice scraper.

also: http://designed.mit.edu/gallery/view-2013-Verda.html

**Credible business case.** A lot of work goes into preparing a believable case for your business. Refer to the principles presented in lecture on Nov. 20 –

http://web.mit.edu/2.009/www/lectures/28_business.pdf – and draft a business case for your product that is reasonable and grounded in fact. Only a distillation of your research goes into the presentation of your business case, and not all of the calculations or minutiae. There is no one-size-fits-all business case, so present a model that is well researched and consistent with your product.

http://designed.mit.edu/gallery/view-2013-San-X.html The business case begins with the product’s cost and safety benefits, enumerates potential customers, summarizes pricing and a business plan, and believably indicates a clear plan for expansion into other user bases.

http://designed.mit.edu/gallery/view-2011-cobalt.html The speaker and slides illustrate clearly how the innovative bike lock will fit into the “specialty” portion of the existing market, and they use the comparison to competitors to reinforce key design + manufacturing details.


also: http://designed.mit.edu/gallery/view-2012-Clydesdale.html

**Relevant and gentle humorous touches.** Use humor if possible, but use it sparingly and in service of your product. Whenever you cross cultures or speak to a diverse group that may not share your particular view of the world, humor can be risky. Still, humor makes ideas memorable. Because it’s easy to think of funny moments that come from ad-libbing, improvising, and generally winging it, the temptation is to avoid giving the humor too much thought. Resist that temptation. Practice, and
let your teammates comment. Cut out lines that make anyone groan. Avoid humor if it’s even potentially tinged with sarcasm, teasing, or a laugh at someone’s expense.

http://designed.mit.edu/gallery/view-2011-cobalt.html There is a bike thief around 2:48 into the presentation. Overall, the presentation employs good visual and physical humor, well acted. http://designed.mit.edu/gallery/view-2010-happyEgg.html Here, the demo section is engaging because Grace, the speaker, had a light, almost ironic touch when describing the product and subtly acknowledging that there was something almost whimsical about it. http://designed.mit.edu/gallery/view-2009-ixa-walker.html Describing their product’s intended users, the team evokes the “fashion-conscious elderly” who want to be cool. The speaker says this with complete sincerity, and the audience enjoys the surprise in these remarks. also: http://designed.mit.edu/gallery/view-2013-San-X.html (at 5:10 in video) http://designed.mit.edu/gallery/view-2013-Glow.html (opening line)

**Definitive ending.** Endings – such as the final line in a poem, paragraph in novel, image in a movie, message in a presentation – are challenging to compose. And yet endings are critical because they leave an audience with a way to think about what they’ve just seen. In crafting an ending for your product presentation, decide on the key message you’d like to leave the audience with. The message should be specific to your product, and it should logically emerge from the presentation story itself. The message may be implied or made explicit, but you must be conscious of what that message is.

Note: In the 2.009 final presentations, there is no need for a “Questions?” slide because the event moderator will call for questions.

http://designed.mit.edu/gallery/view-2013-Poseiden.html In her summary of the business case, the final presenter takes an opportunity to educate the audience more about the user, triathletes who are “not professional athletes, but are serious athletes.” She ties the product to the theme, “Be well!” and ends on an original tagline, “Chase the laser.”

http://designed.mit.edu/gallery/view-2011-helmetHub.html After a clear presentation of a compelling and unique business case, the speaker returns to key message about HelmetHub that resonates with the presentation’s beginning.

http://designed.mit.edu/gallery/view-2008-ekila.html A photomontage economically conveys the process of designing the product, and the happiness of a user interacting with the product.

😊 And about those thank you slides: You can design them interestingly -- more than a list. http://designed.mit.edu/gallery/view-2011-cobalt.html TY slide uses the icon of a bicycle as animation to reveal each line of acknowledgments -- fits well with product, so animation is logical. http://designed.mit.edu/gallery/view-2010-spence.html TY slide overlays acknowledgements on a team photo, and conveys it takes a village to design a flour dispenser. http://designed.mit.edu/gallery/view-2010-noribo.html Slide carries graphic touches from the presentation through to the acknowledgements. http://designed.mit.edu/gallery/view-2010-happyEgg.html Photograph of prototype is filled with eggs, perhaps representing the many helpers who helped incubate the product.