

EPISODE 136: DEALING WITH POST-PRESENTATION DISCOURAGEMENT

1. UNDERSTAND THE BIOLOGY OF DISCOURAGEMENT

- Speaking/presenting takes an enormous amount of physical, intellectual, emotional, and social energy.
- You have to prepare, focus, project, and be “on” for an extended period.
- That’s an unnatural state for your mind and body. Your mind and body will compensate, so there’s a drop of energy that follows.

2. LEARN TO ANTICIPATE THE LETDOWN

- Know your own personality. Are you reflective and self-critical?
- Consider the letdown as part of the presentation process.
- Refuse to consider it as an accurate reflection of your performance.
- Try to have realistic expectations going into presentation.

3. REJECT THE VOICE OF DOOM

- When we’re discouraged, we repaint the past. Discouragement paints an unrealistic picture.
- Refuse to evaluate or second-guess yourself. “That didn’t go over very well, no one liked it, that was terrible.”
- When Abraham Lincoln finished the Gettysburg address, he turned to his friend and bodyguard, Ward Lamon, and said: “Lamon, that speech won’t scour! It is a flat failure, and the people are disappointed.”

4. ALLOW YOURSELF TIME TO RECOVER

- Listen to voices of encouragement.
- Put up a firewall.
- Don’t ask for feedback right away.

5. DON’T LET DISCOURAGEMENT MAKE DECISIONS FOR YOU

- Tempted to think “I’ll never do that again.”
- “You can do anything once. The difficult thing is to do it *again*.”
- The first time, the experience is a blank slate. The next time, you remember the discouragement and disappointment.
- Need to be resilient and do it again.

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