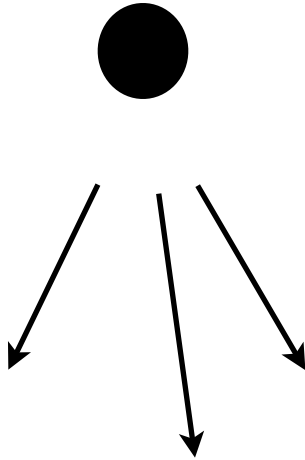


## Presentation



scripted

authority in speaker

engagement comes from authority

talking

addresses data

container: the data / speech / message

one point of entry

you have to learn this

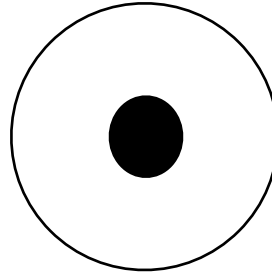
what I want you to know

you listen to me

planned + self-conscious

I am the expert

## Conversation



scored

authority shared

engagement from the  
unknown/relevant

listening, conversation

addresses data + connection

container: question + speaker/host

multiple points of entry

you already know how to do this

What we care about

ourselves together

real-time

we are all experts on our pov

## **tummeling**

-a Jewish tradition. A tummeler (literally “noisemaker”) hired to entertain and make sure everyone was involved and had a good time.

**Goal:** togetherness. Connection. Create that feeling.

### **Techniques**

Care. Contain everyone. Go first.

Be vulnerable: Be genuine. Express yourself. Emotions affect energy more than data. Your vulnerability allows others to do the same.

Accept everything that happens. (classic improv: “Yes, and...”)

People are interesting if you’re interested. More will participate if they feel listened to and invited.

Energy follows attention. Arthur Miller was right: Attention must be paid.

Feeling is always faster, and more to the point relationally than thinking.

Feature people not as an end unto themselves (ie experts) but as kindling to start and scale the conversation

Translate everything: what did they say? what did they mean? If you’re not sure: ask.

Mirror / give acknowledgement to all contributions.

Connections strengthened more quickly by difference. More energy released.

Thread and make connections. Acknowledge others who thread and respond.

Eventually the “room” will thread itself some if you model it.

Domino effect: drawing in someone on the fringe (“low status”) has an exponential connecting effect.

Tension is a map to what’s relevant.

Release tension: name the unnamed, use humor, have cake.

>These notes are a beginning to a guide to a larger work. Please let me know your ideas and what you’d like answered. I explore social engagement in my performances and This Week in Tech show TummelVision.tv and teach it in my UnPresenting workshops. You can always get in touch with me on twitter where I’m @heathr.