

**Made to Stick**

# **Delivering scientific presentations and posters for **impact****



**CLIMB**

Collaborative Learning and  
Integrated Mentoring  
in the Biosciences

**Steve Lee, PhD**

Assistant Director  
Northwestern University  
Fall 2012

# Deliver your presentations for **impact**

## But why?

### Because reviewers are considering impact

#### **NIH criteria**

**Overall Impact:** Reviewers will provide an overall impact/priority score to reflect their assessment of the likelihood for the project *to exert a sustained, powerful influence* on the research fields involved

#### **NSF criteria**

- **Intellectual Merit**
- **Broader Impact**

# **Let's start with 2 activities**

**In these activities, what helps and what makes it difficult to remember?**

**1. Memorize as many letters as possible**

|

**2. Remember as much of the text as possible**

# **What are some challenges in scientific presentations and posters?**

**What are some strategic advantages  
in scientific presentations?**

# We will address:

## 1. Principles of Effective Communication

- challenges in communication
- ideas that “stick”
- speaking in different communication styles

## 2. Some Practical Suggestions

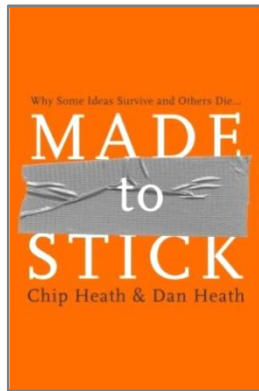
- tips for creating slides
- good and poor examples
- sample video



# Part 1:

## Principles of Effective Communication

What's a "sticky" idea?



A sticky idea is understood and remembered, and has a lasting *impact* to change people's opinions or behavior

**Similar to the NIH  
definition for impact**

The project must exert a *sustained, powerful influence*

# Why is it so hard to communicate effectively? Because of **The Curse of Knowledge**

- **Research at Stanford with tappers and listeners**
  - tapper was given a popular song
  - listener had to guess the song
  - beforehand, tapper was asked to predict the % of songs that would be guessed correctly
  - tappers predicted: ~50%
  - actual: 3% (!)
- **The Curse:** those with knowledge (tappers) are cursed with not understanding the audience's (listeners) perspective

**telling ≠ effective communication**

**Instead, transform your ideas to**

**stick**

# Transform your ideas to

Use as many of these 6 key principles as possible:

**S**imple: find and share the core message

**U**nexpected: get their attention – surprise or twist

**C**oncrete: help people understand – be specific

**C**redible: help people believe – give evidence

**E**motional: help people to care – inspire

**S**tories: share ideas to simulate and inspire

# Speak to a broad audience using the Myers-Briggs types

How do you prefer:

- to relate to people?
  - Extroverts
  - Introverts
- to gather information?
  - Sensors
  - INtuitors
- to make decisions?
  - Thinkers
  - Feelers
- to relate to the outside world?
  - Judgers
  - Perceivers

# Apply a mix of communication styles

	<u>Communication strengths</u>	<u>Potential problems</u>
<b>S-types</b>	<ul style="list-style-type: none"><li>○ visual and audio info</li><li>○ concrete <u>information</u></li><li>○ details; real experiences</li><li>○ realistic; grounded</li></ul>	<ul style="list-style-type: none"><li>○ dry or flat</li><li>○ random details</li><li>○ lack meaning</li></ul>
<b>N-types</b>	<ul style="list-style-type: none"><li>○ <u>inspirational</u></li><li>○ stories; visionaries</li><li>○ big picture &amp; patterns</li><li>○ significance; analogies</li></ul>	<ul style="list-style-type: none"><li>○ vague</li><li>○ ambiguous</li><li>○ not concrete</li></ul>

Communicate to inform and inspire your audience!

# Part 2: Some Practical Suggestions

## How do you start?

- **What core messages need to “stick”?**
  - **prioritize your messages**
- **Don't just try to compress a longer talk**
- **Don't just “get through the material”**

# Craft a scientific story

- **the classic elements of a story are:**
  - thesis – intro characters, context, significance
  - antithesis – problem or question
  - synthesis – wrap up and conclusions
- **set your story with clear rhetorical markers**
  - context and significance
  - complication
  - question or problem
  - hypothesis or proposal

# One challenge is to go broad *and* deep

Speak to broad audiences: use analogies and illustrations



Speak to experts:  
use 1 or 2 examples  
in depth

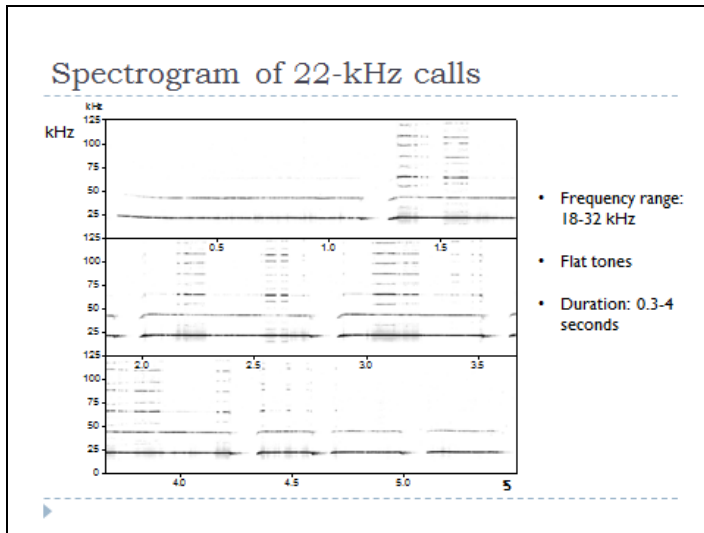
# Creating Slides

- **Plan to spend 1-2 minutes per slide**
  - 10 min talk: 6-9 slides
  - 30 min talk: 15-20 slides
  - etc
  
- **Maximize the “info to ink ratio”**

$$\frac{\text{info}}{\text{ink}}$$

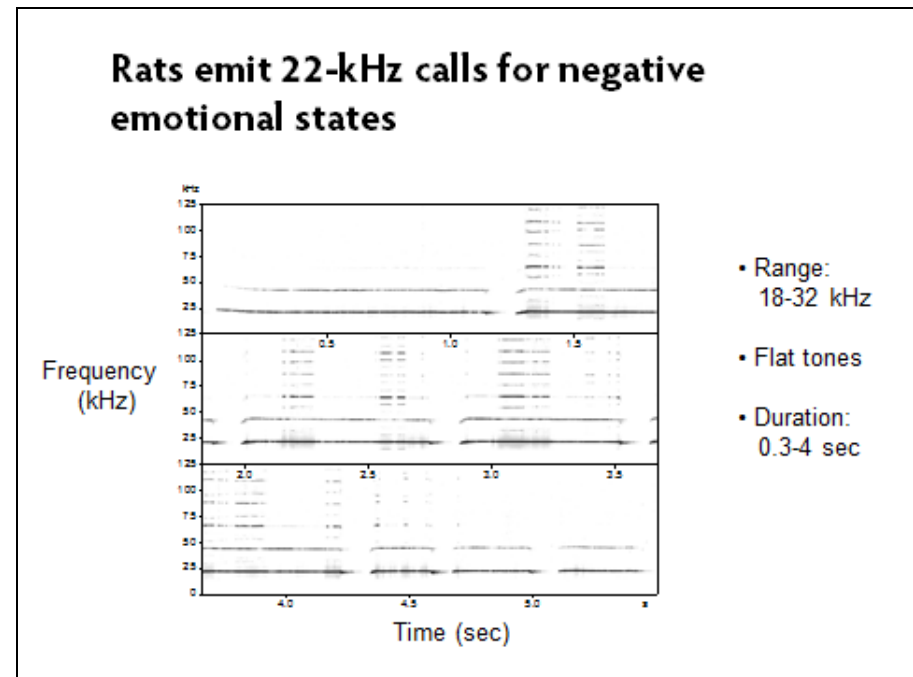
# Use “message” titles

“Topic” titles only give the topic of the slide.



“Message” titles deliver your whole message.

Studies show more people remember content in message titles.



# Example of good format

Good use of outline



INTRODUCTION	METHODS	RESULTS	DISCUSSION	CONCLUSION	ETHICS
<h2>What about sensation?</h2>					
<ul style="list-style-type: none"><li>· We can output movements from brain activity, but what about inputting information, like about sensation?</li><li>· Without sensory capabilities, even the most sophisticated motor control system cannot reach its full potential.</li></ul> <p><i>How do you shake a friend's hand without feedback about pressure exertion?</i></p> <p><i>How do you lift a glass if you don't know how tight your grip on it is?</i></p> <p>A prosthetic hand that can move but cannot feel may easily bring harm to 1) objects, 2) the user, 3) others, 4) itself</p>					

Good use of a question title



# Convert bullet lists into word tables

(if possible)

## bullet lists

**#1: How do you prefer to relate to people?**

- Extroverts:
  - gain energy by interacting with many other people
  - are sociable and outgoing
  - generally have multiple friendships
  - talk easily about themselves; are expressive
  - think out loud
  - generally prefer to initiate
- When working with an extrovert:
  - be social and respond to their expressiveness
  - give them feedback – verbal and nonverbal
  - allow them to think out loud; be a sounding board
  - talk with them in person
- Under stress, extroverts:
  - react with increased activity
  - can be impatient during lengthy, solitary activities

10

## word tables

**#1: How do you prefer to relate to people?**

**Extroverts:**

- gain energy by interacting with many other people
- are sociable and outgoing
- generally have multiple friendships
- talk easily about themselves; are expressive
- think out loud
- generally prefer to initiate

**When working with an extrovert:**

- be social and respond to their expressiveness
- give them feedback – verbal and nonverbal
- allow them to think out loud; be a sounding board
- talk with them in person

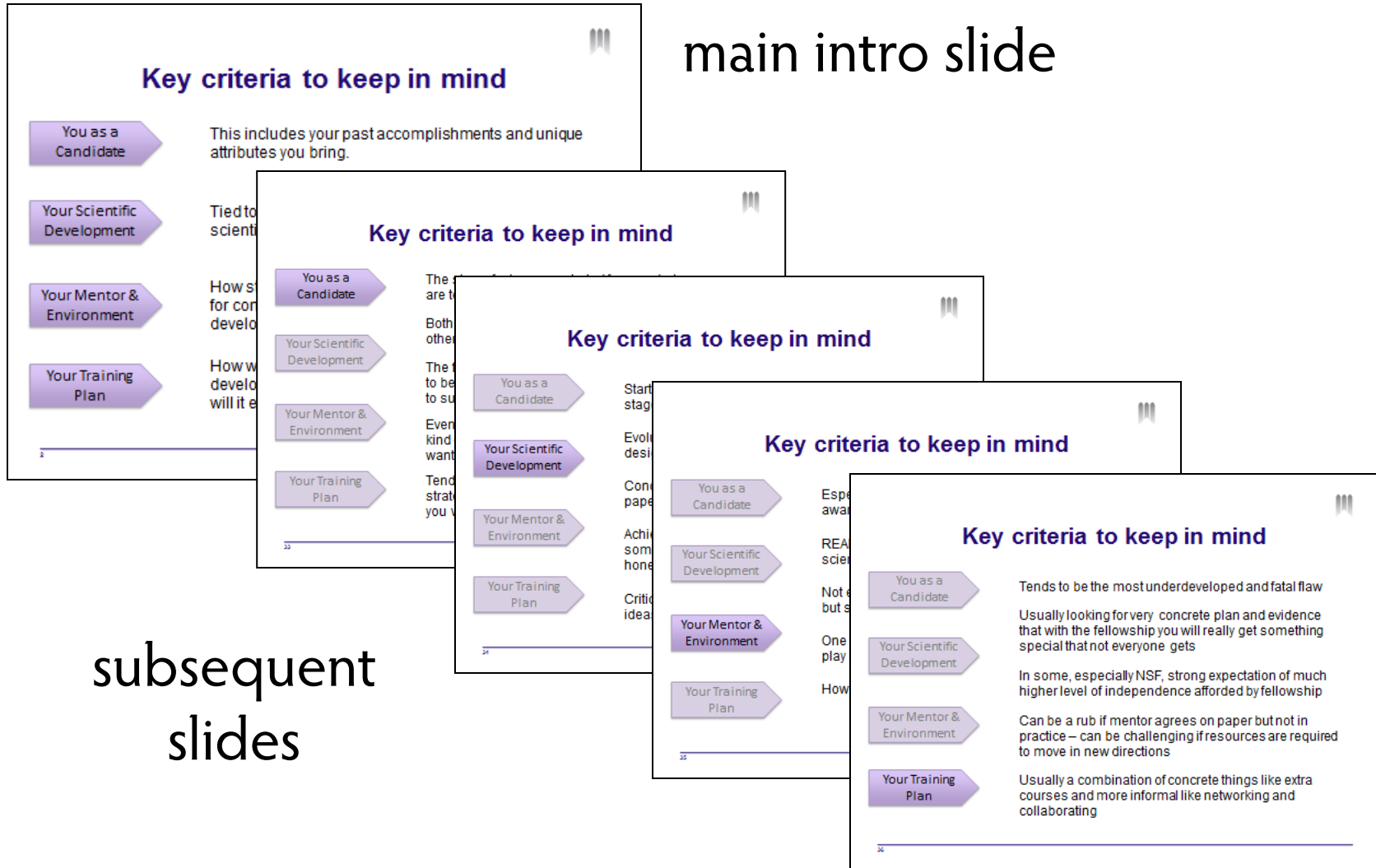
**Under stress, extroverts:**

- react with increased activity
- can be impatient during lengthy, solitary activities

9

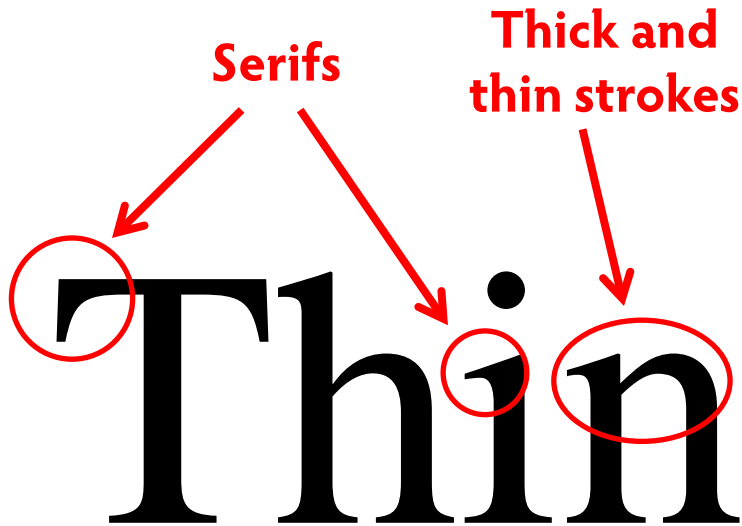
**better use of space  
with larger fonts**

# Here's a good example of word tables



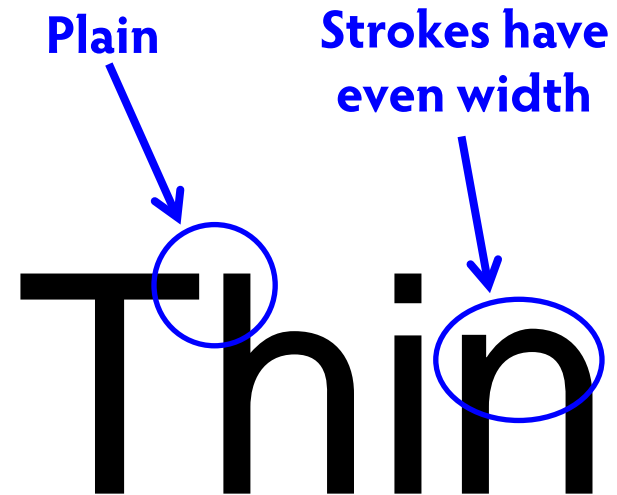
# Only use sans serif fonts

## Serif Font



Times New Roman

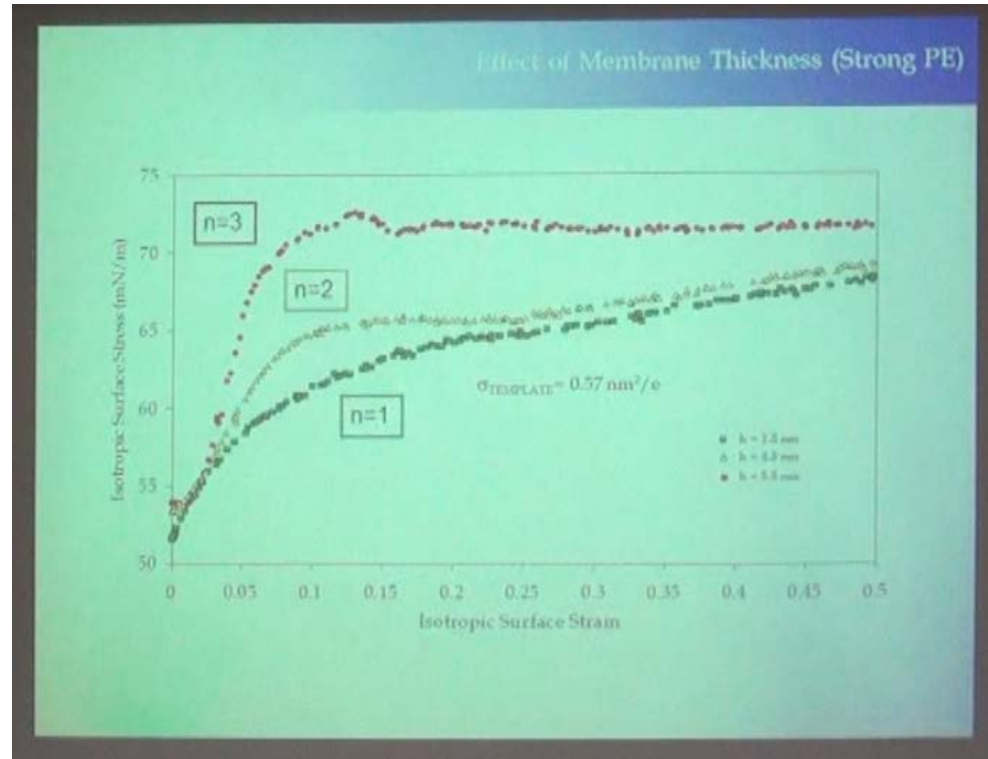
## Sans Serif Font



Arial

**easier to read**

# Avoid using color gradients



What you see on your monitor is not what the audience sees on the screen.

# Additional tips for creating slides

- **Organize experiments for clear communication**
  - trials done in lab
    - trial A; trial B; trial C; trial D – last trial works
  - during a presentation
    - chronological order: A, B, C, D
    - better order: D and then A, B, C (briefly)
  - don't drag the audience through useless information
- **To minimize slides, place extra content on slides or handouts for afterwards.**

# Suggestions for delivering your talk

- **If you get nervous, try memorizing your introduction.** (more tips on handout)
- **Eye contact helps to relate with your audience.**
- **Connect your spoken words with the slides.**
- **Your physical posture ...**
  - affects the audience's *perception* of you
  - and your *performance* as well
- **Practice and get feedback – early and often**

# Make your poster "skimmable"

## Analysis of Parenchymal Texture Properties in Breast Tomosynthesis Images

Despina Kontos, Predrag R. Bakic and Andrew D.A. Maidment

Department of Radiology, University of Pennsylvania, 3400 Spruce St., Philadelphia, PA 19104

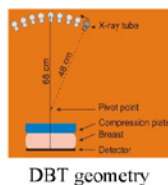
### Purpose

We are studying parenchymal texture in Digital Breast Tomosynthesis (DBT) as a measure of Cancer Risk. We compare to standard Mammography<sup>1</sup>.

Long-term goal: Test the hypothesis that DBT can provide more accurate measures of Cancer Risk.

### Digital Breast Tomosynthesis (DBT)

A novel 3D x-ray imaging technique in which 3D tomographic images of the breast are reconstructed from multiple 2D x-ray source projection images<sup>2</sup>.

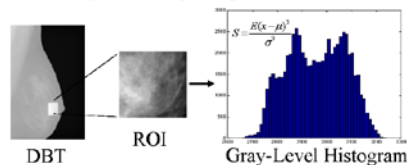


DBT advantage over projection Mammography:

- Superior normal tissue and lesion visualization
- Superimposition of non-adjacent tissue is avoided

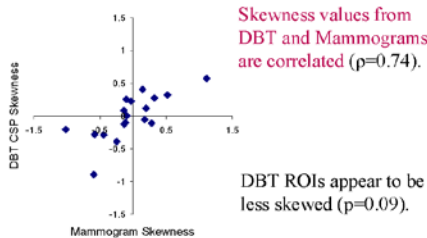
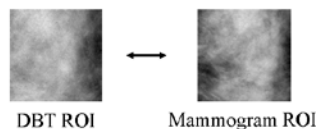
### Methods: Texture Analysis

We computed the skewness  $S$  of the gray-level histogram for 256x256 retroareolar ROIs<sup>2</sup> in the Source Projection images acquired from 9 women.

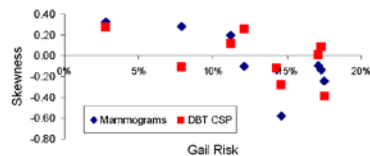


### Results: DBT comparison to Mammograms

We compared skewness from DBT Central Source Projections (CSP) and corresponding Mammograms.

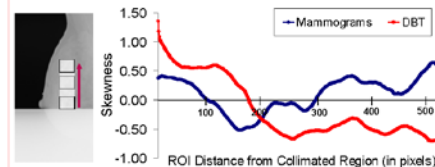


DBT skewness follows similar trends as in Mammograms when plotted versus the Gail breast cancer risk values for the contralateral breasts.



### Results: Effect of Scatter in DBT

At acute angles, our DBT geometry is such that the x-ray collimator is visualized<sup>3</sup>. We selected an ROI near the collimator and translated its position over 512 pixels.



The skewness is greater for DBT images near the collimated region due to the spatial dependence of the scatter near the boundary of the x-ray field.

### Conclusions

Texture in DBT differs from Mammograms. This can be attributed to differences in image acquisition:

- Scatter effect
- Less compression force
- Lower radiation dose

We are investigating the potential of DBT to provide Cancer Risk biomarkers for tailoring individual treatment and forming preventive strategies.

### Acknowledgement

This work was funded by the Agfa/RSNA Research Fellowship in Basic Radiologic Sciences FBR80601.

### References

1. Li H, et al, Academic Radiology 2005; 12:863-873
2. Nilakson LT, et al., Radiology 1997; 205:399-406
3. Carton AK, et al, Physics of Medical Imaging SPIE 2006

Contact Info: Despina.Kontos@uphs.upenn.edu

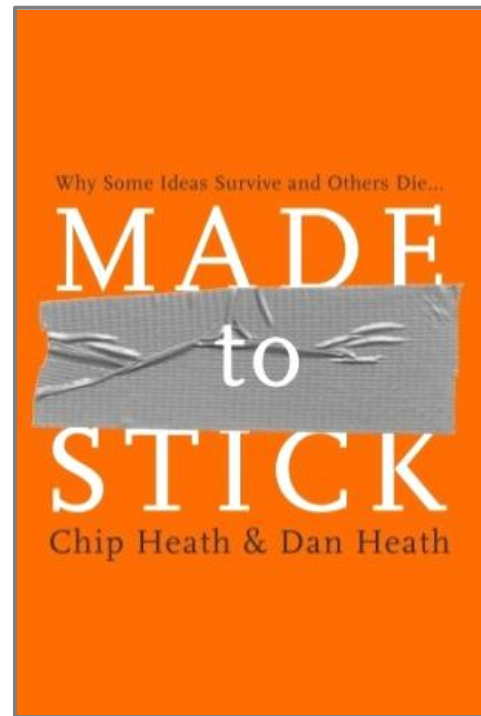


# More tips for posters

- **Engage your listener**
  - Ask about their research and interests
- **Viewers won't read paragraphs of text**
  - summarize in word tables or bullet lists
- **Annotate data with your main message**
  - explain the significance of the data
- **Take advantage of your medium**
  - **Give the big, "skimmable" picture**

# Resources

- **Chip and Dan Heath's: *Made to Stick***
  - pdf's in Blackboard
- *Making Oral Presentations: Dealing with Nervousness*
- **Prezi**
  - alternative to PowerPoint



**Transform your ideas to**

