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**Creating Icebergs Out Of Hostility**

**By Peter Murphy**

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\*Have you ever dreaded an upcoming presentation, meeting or function because you just knew that the group would be hostile\*  
Maybe you had heard that these people are very critical, even aggressive.

\*How can you prepare for such a situation even though you would prefer to disappear into thin air.\*

**1 Use Adversity To Make You Stronger**

Very often we make our greatest breakthroughs in the face of huge challenges. We improve our performance overnight because we absolutely have to so as to avoid dire consequences. It might even be a case of get this result now or lose your job.

Knowing that you will be facing a hostile crowd, why not decide now to prepare for the presentation better than you have ever done before. Decide that you will absolutely take charge of the situation and then devise a plan to make sure you will be awesome when the pressure is on.

Work on the content of your presentation, your delivery, and especially on how you will interact with a difficult audience. Anticipate heckling, negative responses and resistance. Then decide before the event how you will deal with it. Devise answers and responses for stupid questions and boorish behavior.

All too often we do a little preparation before a big event and then just hope that it will all turn out right. If professional

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sportspeople approached their work like that sport would not even be worth watching. If all those famous singers, dancers and comedians did not constantly work on their skills BEFORE a performance then you would never have heard of them.

Giving a presentation takes very little time, and it is the tip of the iceberg, an iceberg that you sculpt in the days before the event.

Think for a moment about how much time you spend in preparation for a speech, a job interview or a meeting. Now DOUBLE the time you normally invest in yourself. Spend time on becoming excellent

instead of just aiming to be good.

Use the force against you to become stronger – turn the threat into an opportunity. The stronger the breeze, the stronger the trees.

### 2 State Management

To perform well when the crowd is openly hostile it is critical to be able to maintain your composure. You will need to be cool under pressure despite the negativity that you see and hear in front of you. If you need a magic wand then anchoring is the answer.

Anchoring is the single most effective way of taking charge of your emotional state. With an anchor you can change how you feel in an instant, I devote an entire chapter to it in my e-book because it is such an important skill to master.

Consider for a moment – \*if you could feel any way you wanted to, how would you like to feel in the face of hostility\*

Write down the various answers that come to mind. Maybe you would like to feel confident, powerful, energetic, or even courageous.

Now, refer to my chapter on anchoring if you need a reminder, then set up an anchor for those resourceful feelings that you will need in the heat of the moment when the pressure is on.

Then later on when you are speaking, whenever you need to, you can fire your anchor and instantly go from feeling overwhelmed to feeling confident and strong.

By the way, if you have never used anchoring you are in for a mind blowing experience.

### 3 Disaster Planning

The final stage is to run through worst case scenarios for your upcoming presentation. Think about what could go wrong, what might go wrong, and even, what is unlikely to happen that would be catastrophic if it did happen.

Then work out a plan to deal as best you can with each scenario. Until you have completed this stage you are not ready to face the crowd.

By the way, you are the best person to devise your strategy because your approach must fit with your personality and

presentation style. Make sure you feel happy with your plan before you decide to implement it, otherwise on the big day you could well end up getting stuck. Not knowing what to do, you could just end up feeling confused.

The presentation itself is the tip of the iceberg – be sure you sculpt a fine iceberg that will not melt under the spotlight.

Peter Murphy\*Would you like a free weekly ezine full of practical tips for communicating at your best under pressure\* All new subscribers receive a free e-book with powerful strategies for being at your best. To subscribe send a blank email to:

### **Antarctica: Ultimate Wilderness**

**By Steven Cronin**

In the distance something stirs. A drifting polar bear searches for food on the edge of camp. Despite the presence of the huge beast, the men are in little danger. The guns take care of that. It is rare for a bear to wander so close. She must be hungry.

For the scientists and professionals who choose to live and work in this unforgiving land, Antarctica can seem a very lonely place. Perched upon a hill or mountain somewhere on this great continent, the dry air allows a clear view for many miles. On one of the rare moments the wind drops, the predominantly white landscape offers an eerie silence. You can feel like the only person on the planet.

What attracts anyone to such an inhospitable place? Despite the valuable science and work that is undertaken here, I believe many would choose to live here anyway. For me, the biggest attraction is

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the alien landscape, unlike anywhere else on the planet. If man is to one-day land on another world, then this is how I would envisage it. Regardless of the barren wilderness and blanket white surroundings, there is no more fascinating place on earth, probably because it is so different.

Despite the inhospitable environment, Antarctica is testament to the tenacity of life. Temperatures have been recorded as low as  $-89^{\circ}\text{C}$ ; katabatic winds have reached speeds of up to 200 mph. In the face of these daunting figures, it seems incredible that anything can exist here at all. Life always appears to find a way.

My favourite Antarctica phenomenon has to be the static icebergs, fixed in position by the frozen sea. As winter approaches and temperatures plunge, the freezing sea slowly renders the icebergs immobile as they become trapped by the ice. Here they remain until the following spring, when the subsequent rise in sea temperatures melt the frozen ocean, allowing the icebergs to set off once more for foreign shores.

During winter it becomes possible to walk out over the sea and stand next to one of the huge icebergs. It is a very humbling experience standing next to an iceberg the size of an office block. In this planet's evolutionary mix, you realize just how insignificant a human being is.

Steven Cronin owns the Sargas Travel online magazine featuring travel reviews, news, inspiration, advice and special offers.&nbsp; For further reading please visit



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