

PIKE'S 22 DEADLY SINS

1. Appearing *Unprepared*
2. Starting *Late*
3. Handling Questions *Improperly*
4. Apologizing for *Yourself* or the *Organization*
5. Being Unfamiliar with *Knowable Information*
6. Using Audio Visuals *Unprofessionally*
7. Seeming to be *Off Schedule*
8. Not Involving the *Participants*
9. Not Establishing *Personal Rapport*
10. Ending *Late*
11. Appearing *Disorganized*
12. Not Quickly Establishing a *Positive Image*
13. Not Covering the *Objectives Promised*
14. Not Scheduling Enough *Breaks*
15. Practicing *Bad Habits*
16. Not Checking the *Environment*
17. Not Updating *Material*
18. Not Admitting *Mistakes*
19. Using Inappropriate *Humor*
20. Using Inappropriate *Language*
21. Coming on As an *Expert, a Know-it-all*
22. Using Poor *Grammar, Pronunciation, and Enunciation*

Source: Pike, Robert W. *Creative Training Techniques Handbook*. Lakewood Publications. 1994.