

## The viva

- Be assertive
- Stay calm
- Be able to think on your feet
- Be able to handle questions effectively and without getting defensive
- Be able to handle criticism constructively without getting defensive
- Negotiating skills
- Positive thinking
- Active listening
- Demonstrate uncertain confidence – do not be arrogant but be comfortable in your knowledge
- Clear, concise, convincing, confident, positive
- “that’s a very interesting point – I’d not thought of it that way...”
- Develop a motto for the viva that is just for you – this should emphasise a positive character trait or state of mind and counter any negative qualities e.g.

**Diplomatic and enthusiastic**