

THE ORANGE COUNTY Register

ORANGE COUNTY, CALIFORNIA

THURSDAY, OCT. 12, 2000

23 CENTS ■ INDEX AND SECTION GUIDE

SORTING OUT FACTS

IMPRESSIONS: HOW THE PRESIDENTIAL CANDIDATES LOOKED AND SOUNDED

The Orange County Register asked five public speaking experts and psychologists to analyze how the candidates came across. Here's what they said:

MICHAEL ANGIOLI

Age, occupation: 47, a Ph.D. and clinical psychologist in Mission Viejo
Expectations: I thought they'd be much more polished. They both look very well-coached in their approaches.

Expectations met? expected to find a lot more clarification of the issues. And what I think happened was that there was a lot more similarity than differences in a lot of key areas.

Most important things I saw: When they both entered both came out looking quite tense. Bush appeared to be quite relaxed initially; eventually both candidates appeared to get into their groove.

This surprised me: Hand movement was probably appropriate for both candidates - nobody had exaggerated hand gestures to overemphasize their points. And that's a good thing.

Advice for the candidates in the final debate: Gore's posture at times still looks a bit rigid. Bush's body posture looks fine, though his facial expressions look at times perplexed. The advice: pay attention to facial expressions.

CHERIE KERR

Age, occupation: 56, owner of public-speaking and communications consulting firm ExecuProv in Santa Ana

Expectations going in: I was looking for them to be a little softer and a little gentler.

Expectations met? I'm still waiting for them to get into serious debating.

Most important things I saw: This setting was not very complimentary to George Bush. He looked puny, beady-eyed and he blinked a lot. Gore was clearly the more articulate.

This surprised me: I wasn't expecting Bush to sniff. If I were his coach, I would tell him to never do that again.

Advice for the candidates in the final debate: To Bush: Don't sniff, don't stammer and watch your macho. To Gore: Don't exaggerate, stay steady, keep challenging Bush's Texas record, and get powdered down a little more.



GAYLE CLEIGH

Age, occupation: "Early 50s," a Newport Beach psychologist and public-speaking expert

Expectations going in: I was hoping for perhaps a little more intensity and conviction.

Expectations met? Everyone was really subdued tonight compared to the first time. I frankly was disappointed.

Most important things I saw: With Gore it was more that I got a sense that he was repressing himself. That sense of fervor, I think, was missing and he lost points because of that. Bush had defensive body language, tightening up and getting rigid. He blinked, the corners of his mouth got very tight, and it was almost like he was grimacing.

This surprised me: It wasn't particularly surprising, really.

Advice for the candidates in the final debate: Any time you're going to be speaking publicly, especially on camera or in front of a large group of people, one of the best things you can do is breathe - deep, diaphragmatic breathing.

TILL K. KAHR

Age, Occupation: 42, Irvine public-speaking analyst and author of "Enhancing Your Presentation Skills"

Expectations going in: I was looking to see how Bush would react, especially when it comes to foreign policy.

Expectations met? There wasn't a clear victor.

Most important things I saw: Gore attacked Bush on his health-care record in Texas, and Bush never clearly responded to that. Gore should not have drawn attention to the fact that he was a bully in the first debate.

This surprised me: I was surprised Gore agreed with Bush on so many issues and basically reiterated (him).

Advice for the candidates in the final debate: Gore needs to highlight his level of experience over Bush. Bush needs to seem more knowledgeable.



MARC YBABEN

Age, occupation: 35, Ph.D. in clinical psychology and director of the Leadership Development Center in Seal Beach

Expectations going in: I was trying to listen for and watch for characteristics of an effective leader.

Expectations met? I think both of them, definitely with their self-awareness and learning from experiences, showed how they changed their styles. It suggests that both received feedback and they're going to change.

Most important things I saw: Gore seemed to be a little more tentative and less arrogant than he was last time. In the first one, he would be roll his eyes and smirk. That was really toned down tonight. **This surprised me:** Nothing, really. I figured they might tone it down a little bit, because some of their points were so extreme last time. And they did.

Advice for the candidates in the final debate: Focus on the things that would communicate a more open message, such as a more open body posture.

— CASEY NEWTON/The Register