

The Argus Gambit

Jerry Weissman

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The Argus Gambit David D. Ross,1989 **Presenting to Win** Jerry Weissman, 2006-01-30 In Presenting to Win Persuading Your Audience Every Time the world's 1 presentation consultant shows how to connect with even the toughest most high level audiences and move them to action Jerry Weissman shows presenters of all kinds how to dump those PowerPoint templates once and for all and learn to tell compelling stories that focus on what s in it for their listeners Drawing on dozens of practical examples and real case studies Weissman shows presenters how to identify their real goals and messages before they even open PowerPoint how to stay focused on what their listeners really care about and how to capture their audiences in the first crucial 90 seconds From bullets and graphics to the effective sparing use of special effects Weissman covers all the practical mechanics of effective presentation and walks readers through every step of building a Power Presentation from brainstorming through delivery Unlike the techniques in other presentation books this book s easy step by step approach has been proven with billions of dollars on the line in hundreds of IPO road shows before the world's most jaded investors Foreword to the Paperback Edition xxiii Preface What's Past Is Prologue xxvii Introduction The Wizard of Aaaahs xxix Chapter One You and Your Audience 3 Chapter Two The Power of the WIIFY 15 Chapter Three Getting Creative The Expansive Art of Brainstorming 27 Chapter Four Finding Your Flow 51 Chapter Five Capturing Your AudienceImmediately 83 Chapter Six Communicating Visually 109 Chapter Seven Making the Text Talk 123 Chapter Eight Making the Numbers Sing 143 Chapter Nine Using Graphics to Help Your Story Flow 157 Chapter Ten Bringing Your Story to Life 189 Chapter Eleven Customizing Your Presentation 215 Chapter Twelve Pitching in the Majors 231 Chapter Thirteen Animating Your Graphics 237 Chapter Fourteen The Virtual Presentation 257 Appendix A Tools of the Trade 273 Appendix B Presentation Checklists 277 Acknowledgments 283 Index 287 **To Be Continued** Hope Apple, Merle L. Jacob, 2000-10-10 Keeping track of prolific authors who write fiction series was quite challenging for even the most ardent fan until To Be Continueddebuted in 1995 Noew readers will be happy that the soon to be released second edition has added 1 600 new books and 400 new series To Be Continued Second Edition maintians the first volume's successful formula that featured concise A to Z entries packed with useful information including titles publishers publication dates genre categories annotations and subject terms Among the genre categories that can be found in To Be Continued are romance science fiction crime novel horror adventure fantasy humor western war Christian fiction and others 5 Business Skills Every Professional Must Master (Collection) Terry J. Fadem, Leigh Thompson, Jerry Weissman, Robert Follett, Stephen P. Robbins, 2012-10-09 A brand new collection of indispensable business skills for professionals in any industry 5 pioneering books now in a convenient e format at a great price 5 remarkable eBooks help professionals gain the business skills they need to advance in their careers Today business professionals need far more than technical skill to advance in their careers they need a deep understanding of the business combined with real leadership skills for motivating colleagues and executing

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