

# SPEAKING *persuasively*

MAKING THE MOST OF YOUR  
PRESENTATIONS

PATSY MCCARTHY ■ CAROLINE HATCHER

# Speaking Persuasively How To Make The Most Of Your Presentations

**Patsy McCarthy**



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**New Sales Speak** Terri L. Sjodin, 2001-05-10 A nationally recognized presentation coach offers her prescription for giving persuasive presentations This valuable primer was written for managers and selling professionals who give one to one presentations Terri Sjodin pinpoints the nine biggest mistakes presenters make including lack of preparation providing too much information being boring an over reliance on visual aids quirky body language and inappropriate dress and shows them how to avoid making them More importantly she provides priceless pointers on how to build a persuasive case and to deliver it with savvy and how to find the energy enthusiasm and creativity needed to complete the sale The book features a unique focus on how to develop and deliver persuasive messages Plus it provides step by step guidance on developing and employing the communications skills needed to be a successful presenter *The Lawyer's Guide to Creating Persuasive Computer Presentations* Ann E. Brenden, John D. Goodhue, 2005 This book explains the advantages of computer presentation resources how to use them effectively in and out of the courtroom and the legal issues involved in their use Includes a CD ROM with sample Microsoft PowerPoint presentations [An Introduction to Communication](#) Lynn H. Turner, Richard West, 2018-10-11 This concise book presents theory and teaches skills allowing students from all academic backgrounds to understand the communication field *Giving Professional Presentations in the Behavioral Sciences and Related Fields* Michael J. Platow, 2012-12-06 Gives concrete advice about designing delivering and defending presentations and is written specifically for students and professionals who have little or no experience of giving

presentations *Persuasive Messages* William Benoit, Pamela Benoit, 2008-01-14 Designed to help students become more successful persuaders *Persuasive Messages* offers practical advice on refining purpose understanding audience and designing a persuasive message This textbook combines theory and practice adopting a cognitive approach to understanding the persuasion process A guide to successful persuasion using student friendly examples to provide a much needed balance between theory and application Offers a new approach using the Cognitive Response Model which places a special emphasis on audiences and how they react to or process persuasive messages Covers a broad range of issues including the relationship between attitudes and behaviour the nature of ethics in persuasion dealing with hostile and multiple audiences and theories of persuasion including consistency social judgment and reasoned action Teaches readers to be critical consumers of persuasive messages by discussing persuasion in advertising and in politics Lecturer resources available at [www.blackwellpublishing.com/benoit](http://www.blackwellpublishing.com/benoit)

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