



How to Prepare, Stage, and Deliver Winning Presentations

Thomas Leech

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Great ideas deserve great presentations -- and this book shows readers exactly how to deliver!

Business growth is becoming increasingly dependent on partnerships, joint ventures, and other strategic alliances. Consequently, the ability of professionals to articulate their ideas well to others has become increasingly essential. *How to Prepare, Stage, and Deliver Winning Presentations*, now in a thoroughly updated edition, gives readers a proven and practical approach to increase their knowledge, capabilities, confidence, and success. The book provides proven, practical advice on communicating essential information when it matters most. Readers will learn how to:

- * Make their case using persuasive supporting materials that illuminate and inspire
- * Win over audiences with sound strategy, organization, and persuasive evidence
- * Use visual aids using current technologies such as computer graphics, LCD projectors, and Web-interactive methods
- * Create a positive impression through voice, language, and nonverbal impressions

This is an essential book for all professionals seeking to influence decision makers, win contracts, and enhance their careers.

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