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Gardner,Phyllis Grumm,1976 Presentation Skills Suzy Siddons,1999 This handbook helps the reader to prepare a well targeted script with striking visuals and to fine tune their performance so that you can face an audience with confidence It discusses researching the audience to understand their needs structuring the presentation to establish rapport maintain interest and end with impact assembling ideas into a logical persuasive sequence and transcribing key points onto overheads and prompt cards rehearsing delivery projecting your voice and controlling nerves and using question time to reinforce your message *Power, Influence, and Persuasion* Harvard Business Review,2005-05-05 To be effective managers have to be skilled at acquiring power and using that power to persuade others to get things done This guide offers must know methods for commanding attention changing minds and influencing decision makers up and down the organizational ladder The Harvard Business Essentials series provides comprehensive advice personal coaching background information and guidance on the most relevant topics in business Whether you are a new manager seeking to expand your skills or a seasoned professional looking to broaden your knowledge base these solution oriented books put reliable answers at your fingertips

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