

## Focus On Presentations First Edition

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great presentations get ideas approved secure funding and drive action but even experienced professionals fall into common traps that weaken their message and lose their audience in presentation pitfalls executive communication experts john polk and justin hunsaker reveal the ten traps that cause presentations to fail and more importantly the techniques to avoid them you ll learn how to craft a compelling narrative design slides that engage rather than distract and deliver your message with confidence presenters fall into the frankenstein trap when they cobble slides together without a clear storyline leaving audiences confused or they stumble into the lipstick on a pig trap dressing up a weak message with flashy design instead of strengthening the content or they trip over the just the facts trap believing that data alone is enough to persuade these missteps and seven others can be the difference between winning buy in and losing your audience inside you ll discover how to tell a clear story leverage graphics reduce the noise present with confidence estimates put the corporate waste from ineffective presentations at over 1 billion daily don t let your ideas get lost in the shuffle whether you re leading a key meeting presenting to senior leadership or pitching a new idea this book gives you the tools you need to get results john polk and justin hunsaker are on a mission to rid the world of bad presentations and the bad decisions that come with them presentation pitfalls will teach you how to craft compelling presentations that engage to influence and influence to drive action

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