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products the whole world seemed to stop and listen That s because Jobs was offering a vision of the future He wanted you to
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anticipate the future and invent creative initiatives but to also inspire those around you to support and execute your vision In
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charity water and others have mobilized people to embrace bold changes To envision the future is one thing getting others to go there with you is another By harnessing the power of persuasive communication you too can turn your idea into a movement

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Persuasive Business Presentations Gary L. May, 2013-11-14 Business life is about persuasion Effective managers advance their careers by identifying problems developing solutions and persuading decision makers to provide the support and resources necessary to make things happen This book focuses on a specific presentation context a problem solution persuasive presentation to decision makers delivered in a conference room environment Such presentations occur at every level in an organization Therefore team leaders supervisors managers and executives can all benefit from learning how to design and deliver powerful presentations that move decision makers to take action The author blends his extensive business experience with current research on persuasion to provide a practical applied approach to using the problem solution pattern An integrated case study provides examples for each step in the process The end result is a useful actionable guide that will help professionals from every field make a difference in their organization

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