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point of a presentation is to persuade people to adopt your ideas.

You may think that a strong argument and undeniable facts will do the convincing for you, but by some glitch in the human mind, facts alone fail to persuade. In this guide, presentation guru, Nancy Duarte, covers the spectrum

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help you: (1) Win over

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tough crowds, (2)

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provides many tips  
and guidelines for  
delivering

presentations that will

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persuade and engage your audience as well as inspire them to action. The guide covers multiple areas of focus for presenting, from the audience to the messaging and story as well as the media/slides and delivery.

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31 we worked on how

to integrate that

energy. By the end of

the program, every

time he spoke—

whether one-on-one,

in a group situation, or

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a presentation—he began integrating these two sides of his personality into one.

## Nancy Duarte

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To persuade the people who have the power to approve your idea or let it die, you need to start with

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a strong outline. Here  
are the questions to  
ask yourself so you  
can structure a  
presentation,...

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by Bob Adams. We  
are competing for  
relevance. – Brian  
Solis. Award-winning  
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presentation expert Nancy Duarte has a new book out: HBR Guide to Persuasive Presentations. This is the final part of a series outlining of each of the book's sections as well as zeroing in on a specific topic.

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and the tools you  
need to get results.  
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Provides practical tips from an experienced presenter. Having done many presentations myself, I'd learned some of these tips the hard way, like the importance of practicing, testing your presentation out on other people, and the importance of making your slides

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look good.

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Duarte is an icon in the public speaking arena and The HBR Guide to Persuasive Presentations is my favorite of her award-winning books. I found it to be an easy

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read, chock full of useful tips to boost confidence, and tools to engage your audience, sell your ideas, and inspire action.

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