



Winning Strategies for Power Presentations: Jerry Weissman Delivers Lessons from the World's Best Presenters

By Jerry Weissman

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Craft and deliver outstanding presentations, speeches, demos, and more! Learn how, from the world's #1 presentation coach, Jerry Weissman -- and the experiences of dozens of the world's legendary persuaders! This book distills 75 best practices and techniques Weissman has developed through more than 20 years coaching executives on their highest-stakes presentations. In *Winning Strategies for Power Presentations*, Weissman identifies the elements of a great presentation, offering powerful new insights into contents, graphics, delivery, Q-and-A sessions, and much more. Weissman illuminates every technique with a compelling case study, drawing on the positive and negative experiences of communicators ranging from Ronald Reagan to Barack Obama, Jon Stewart to venture capitalist John Doerr, Stephen King to Mark Twain, Franklin Delano Roosevelt to Netflix CEO Reed Hastings. For the first time, he specifically and thoroughly addresses the unique challenges of making persuasive political presentations and speeches. This book also includes brand-new advice on a wide spectrum of "special presentation" issues, ranging from developing a richer public speaking voice to delivering scripted speeches, interviewing like a TV anchorperson to demonstrating products more successfully. *For everyone who must speak and present more effectively in public: executives, managers, professional speakers, business leaders, project leaders, sales personnel, instructors, students, and many others.*

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Editorial Review

From the Back Cover

“Maestro Jerry Weissman is unquestionably the world’s very best at teaching people how to be great communicators. Having known and worked with Jerry for many years, *Winning Strategies for Power Presentations* is the best of his many excellent works, a must read for anyone striving to be a forceful, high-impact presenter. Readers will derive immense value from this fast flowing, one of a kind gem.”

–**DIXON DOLL**, co-founder, DCM Venture Capital; past chairman, US National Venture Capital Association; Board member, DIRECTV

“There isn’t an executive, salesman, banker, politician, or religious leader on the planet who can’t improve their presentation skills. Jerry Weissman is the guru to whom they turn to learn to deliver their message better.”

–**ADAM LASHINSKY**, Sr. Editor at Large, Fortune Magazine; author, Inside Apple

“Jerry can change a monotone, mind-numbing presenter into a fascinating, attention-getting, and enthralling speaker. His teachings are like a dose of Red Bull for the listener. His latest book is filled with short, captivating snippets which are extremely helpful to anyone giving a speech or a presentation.”

–**DOUG LEONE**, partner, Sequoia Capital

“Jerry has hit a home run again with this new book. It was great to gain insight from those who have ‘mastered’ the art of presenting. I will refer back to the ideas in this book constantly in the years ahead. Thank you, Jerry, for another outstanding learning experience.”

–**BETHANY MAYER**, Senior Vice President and General Manager, HP Networking Business

“Jerry Weissman has done it again. Whether readers devour the entire book from cover to cover, or enjoy these concise and compelling nuggets one at a time, the impact remains the same: better business presentations. These strategies can immediately start improving your presentations.”

–**JD SCHRAMM, ED.D.**, Director, Mastery in Communication Initiative, Stanford Graduate School of Business

In the past 20+ years, Jerry Weissman has developed a set of powerful, proven techniques for presenting and speaking in public; techniques he’s used to help thousands of pioneering technology companies raise hundreds of billions of dollars in the stock market. Now, in *Winning Strategies for Power Presentations*, Weissman has distilled 75 best practices from the world’s best persuaders into bite-sized techniques you’ll find easy to apply!

Following his bestselling *Presentations in Action*, Weissman delivers priceless practical insights in the four essential areas of winning presentations: content, graphics, delivery, and Q&A. His compelling examples range from Jon Stewart to venture capitalist John Doerr, Stephen R. Covey to Mark Twain, and Franklin Delano Roosevelt to Woody Allen.

For the first time, Weissman also offers indispensable advice on a wide spectrum of “special” presentation factors, from developing a richer speaking voice to delivering scripted speeches, and from leading stimulating panel discussions to demonstrating new products successfully.

Actionable lessons from Jerry Weissman drawn from history's greatest communicators, including:

- Ronald Reagan
- Barack Obama
- Sir Winston Churchill
- John F. Kennedy
- Humphrey Bogart
- Aristotle
- Stephen King
- Vinod Khosla
- John Irving
- George Bernard Shaw
- Frank Sinatra
- Charlie Rose
- Stephen Sondheim
- Johnny Carson
- Cicero
- And many more...

About the Author

JERRY WEISSMAN, the world's #1 corporate presentations consultant, is known for his executive coaching sessions. Weissman's private client list includes the top brass at Yahoo!, Intuit, Cisco, Microsoft, HP, Dolby Labs, and many others. His techniques have helped nearly 600 client firms create persuasive IPO road show presentations that have raised hundreds of billions of dollars in the stock market and hundreds of other public and pre-public firms to develop and deliver crucial business presentations. Weissman is the president of Power Presentations, Ltd., and the author of the bestsellers *Presenting to Win*, *Presentations in Action*, *The Power Presenter*, and *In the Line of Fire: How to Handle Tough Questions...When It Counts*.

Users Review

From reader reviews:

Kimberly Williams:

In this 21st millennium, people become competitive in each way. By being competitive right now, people have do something to make them survives, being in the middle of the particular crowded place and notice by means of surrounding. One thing that oftentimes many people have underestimated that for a while is reading. That's why, by reading a publication your ability to survive boost then having chance to stay than other is high. To suit your needs who want to start reading a new book, we give you this kind of Winning Strategies for Power Presentations: Jerry Weissman Delivers Lessons from the World's Best Presenters book as nice and daily reading book. Why, because this book is usually more than just a book.

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coming to anyone is you don't know which one you should start with. This Winning Strategies for Power Presentations: Jerry Weissman Delivers Lessons from the World's Best Presenters is our recommendation to cause you to keep up with the world. Why, because book serves what you want and want in this era.

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Reading can called imagination hangout, why? Because when you are reading a book mainly book entitled Winning Strategies for Power Presentations: Jerry Weissman Delivers Lessons from the World's Best Presenters the mind will drift away trough every dimension, wandering in each aspect that maybe not known for but surely might be your mind friends. Imaging every single word written in a publication then become one contact form conclusion and explanation in which maybe you never get just before. The Winning Strategies for Power Presentations: Jerry Weissman Delivers Lessons from the World's Best Presenters giving you yet another experience more than blown away your mind but also giving you useful information for your better life in this particular era. So now let us show you the relaxing pattern the following is your body and mind will be pleased when you are finished studying it, like winning a game. Do you want to try this extraordinary investing spare time activity?

Zachary Connors:

Winning Strategies for Power Presentations: Jerry Weissman Delivers Lessons from the World's Best Presenters can be one of your beginning books that are good idea. We all recommend that straight away because this guide has good vocabulary that could increase your knowledge in terminology, easy to understand, bit entertaining but nevertheless delivering the information. The article author giving his/her effort to set every word into enjoyment arrangement in writing Winning Strategies for Power Presentations: Jerry Weissman Delivers Lessons from the World's Best Presenters nevertheless doesn't forget the main level, giving the reader the hottest and also based confirm resource information that maybe you can be among it. This great information may drawn you into brand new stage of crucial imagining.

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