

David Booth • Deborah Shames • Peter Desberg

Own The Room Business Presentations That Persuade Engage And Get Results

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Own the Room: Business Presentations that Persuade, Engage, and Get Results David Booth, Deborah Shames, Peter Desberg, 2009-09-18 Don t Just Present Persuade Inspire and Perform Powerhouse presentations that engage and move your audience Imagine if every presentation received rapt attention and buy in from the audience Start getting these results with Own the Room featuring the renowned Eloqui Method innovative techniques that leave boring behind Research shows a memorable presentation is a combination of stirring your audience s emotions while appealing to its intellect This team of authors has developed techniques that tap into the persuasive expressive aspects of presentations employed over the past ten years by Fortune 500 companies such as TD Ameritrade Mattel Fisher Price Merrill Lynch Siemens and Pfizer This effective method brings you An award winning actor who applies performance techniques from the stage to engage and move an audience A television and film director who demonstrates how to craft and deliver your message with authority credibility and authenticity A psychologist who specializes in memory and stage fright and reveals how to overcome fear and activate an audience's attention and memory Own the Room is written by a unique set of authors with the expertise perfect for creating vivid narratives Own the Room shares how to excite your audience s emotions and intellect And Own the Room will give you a communication toolkit to make any presentation lively compelling and memorable Own the Room David Booth, Deborah Shames, Peter Desberg, 2009 Don't Just Present Persuade Inspire and Perform Powerhouse presentations that engage and move your audience Imagine if every presentation received rapt attention and buy in from the audience Start getting these results with Own the Room featuring the renowned Eloqui Method innovative techniques that leave boring behind Research shows a memorable presentation is a combination of stirring your audience s emotions while appealing to its intellect This team of authors has developed techniques that tap into the persuasive expressive aspects of presentations employed over the past ten years by Fortune 500 companies such as TD Ameritrade Mattel Fisher Price Merrill Lynch Siemens and Pfizer This effective method brings you An award winning actor who applies performance techniques from the stage to engage and move an audience A television and film director who demonstrates how to craft and deliver your message with authority credibility and authenticity A psychologist who specializes in memory and stage fright and reveals how to overcome fear and activate an audience's attention and memory Own the Room is written by a unique set of authors with the expertise perfect for creating vivid narratives Own the Room shares how to excite your audience s emotions and intellect And Own the Room will give you a communication toolkit to make any presentation lively compelling and memorable Own the Room: Business Presentations that Persuade, Engage, and Get Results David Booth, Deborah Shames, Peter Desberg, 2009-08-24 Don t Just Present Persuade Inspire and Perform Powerhouse presentations that engage and move your audience Imagine if every presentation received rapt attention and buy in from the audience Start getting these results with Own the Room featuring the renowned Eloqui Method innovative techniques that leave boring behind Research shows a memorable presentation is a

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