

PREPARING AND DELIVERING EFFECTIVE TECHNICAL PRESENTATIONS



Preparing And Delivering Effective Technical Presentations

Donald V. Helgeson



Preparing And Delivering Effective Technical Presentations:

Running the Successful Hi-tech Project Office Eduardo Miranda,2003 Annotation This is the complete how to book on establishing the Project Office PO as a methodology for managing multiple development initiatives used by a wide variety of organizations It provides techniques templates and tools to help achieve maximum project control and top performance of dedicated persons and groups Systems Approach to Engineering Design P. H. Sydenham,2004 This guide empowers small teams with systems engineering techniques that once were the exclusive domain of large organizations employing hundreds of engineers to develop complex tightly integrated systems designs *Team Development for High-tech Project Managers* James Williams,2002 This unique volume is the first to go beyond the theory of team dynamics and project management to present real world applications The culmination of years of experience and research the book describes practical techniques for building successful high performance project teams using actual examples from high tech companies A concise guide for both new and experienced managers this valuable resource enables you to select the right projects for your organization reduce the time needed for team development and productive operation learn motivational and retention strategies for technical project personnel avoid project management pitfalls and inject quality into current and future projects The book examines the typical life cycle of team development and the general mechanics of team and project formation in today s project management setting It scrutinizes both successes and failures in nurturing and developing a team offering techniques and suggestions on building better teams in the future *Create and Deliver a Killer Product Demo* Oscar Santolalla,2018-12-10 Create great product demos and sell more of your product with the strategies and inspiration in this book Insightful interviews are presented with professionals who are giving killer product demos in several types of businesses today The strategies taught in this book are based on the analysis of product demos that made history and brought millions to their companies Apple Intel Microsoft Tesla and more Every day thousands of companies give demos to sell their products In pre sales for enterprise software a bad demo can make your product look too complex to the point where decision makers won t buy it In Software as a Service SaaS you need to quickly convert signups into active and paying users At a product launch event you want a perfect demo that is both persuasive and memorable Remember Steve Jobs What You ll Learn Apply a simple step by step method to create effective product demonstrations Know the 5 steps to create a wow moment Study the first exhaustive analysis of product demos that made history Douglas Engelbart s Mother of All Demos Steve Job s Macintosh iPod and iPhone and many more Avoid common mistakes and maximize your presence as a technical presenter Align your demo with your sales process in enterprise software Software as a Service SaaS mobile apps etc Be aware of trends in technology for product demos Who This Book Is For Startup entrepreneurs sales engineers executive or sales representatives and other professionals *New Media Communication Skills for Engineers and IT Professionals: Trans-National and Trans-Cultural Demands* Patil, Arun,Eijkman, Henk,Bhattacharyya, Ena,2012-03-31 The communication

demands expected of today's engineers and information technology professionals immersed in multicultural global enterprises are unsurpassed *New Media Communication Skills for Engineers and IT Professionals* Trans National and Trans Cultural Demands provides new and experienced practitioners academics employers researchers and students with international examples of best practices in new as well as traditional communication skills in increasingly trans cultural digitalized hypertext environments This book will be a valuable addition to the existing literature and resources in communication skills in both organizational and higher educational settings giving readers comprehensive insights into the proficient use of a broad range of communication critical for effective professional participation in the globalized and digitized communication environments that characterize current engineering and IT workplaces Successful Marketing Strategy for High-tech Firms Eric Viardot, 2004 Annotation This revised edition of the bestseller reflects the realities of the new high tech marketplace where effective marketing strategy counts as much as the latest technology New material includes case studies on how high tech giants came out of the tech market meltdown stronger and more competitive

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