



BUSINESS PRESENTATIONS

Selected Resources

Advanced Presentations by Design: Creating Communication That Drives Action. 2nd ed.

Andrew Abela. Hoboken, NJ: John Wiley & Sons, 2013.

LOCATION: ADMIN HF 5718.22 A24 2008

Brilliant Presentation: What the Best Presenters Know, Do and Say. 3rd ed. Ed. Richard Hall.

Harlow, UK; New York: Pearson Prentice Hall, 2011.

LOCATION: ADMIN HF 5718.22 H35 2011

The Broadband Connection: The Art of Delivering A Winning IT Presentation. Alan Carroll.

Dallas, TX: BenBella Books, 2009.

LOCATION: ADMIN HF 5718.22 C37 2009

[Clear and to the Point](#) [electronic resource]: **8 Psychological Principles for Compelling Powerpoint Presentations.** Stephen M. Kosslyn. New York: Oxford University Press, 2007.

Communication Counts: Business Presentations for Busy People. Mary Civiello. Hoboken, NJ: John Wiley & Sons, 2008.

LOCATION: ADMIN HF 5718.22 C58 2008

The Definitive Business Pitch: How to Make the Best Pitches, Proposals and Presentations.

Angela Hatton. Harlow, UK; New York: Prentice Hall/Financial Times Prentice Hall, 2007.

LOCATION: ADMIN HF 5718.22 H38 2007

[Develop Your Presentation Skills](#) [electronic resource]. 2nd ed. Theo Theobald. London, UK; Philadelphia, PA: Kogan Page Limited, 2011.

Elevator Pitch Essentials: How to Create an Effective Elevator Pitch. Chris O'Leary. S.I.: Limb Press, 2008.

LOCATION: ADMIN HF 5718 O44 2008

[English for Presentations at International Conferences](#) [electronic resource]. Adrian Wallwork. New York: Springer, 2010.

The Financial Times Essential Guide to Making Business Presentations: How to Deliver A Winning Message. Phillip Khan-Panni. Harlow, UK; New York: Pearson, 2012.

LOCATION: ADMIN HF 5718.22 K46 2012

[Here's the Pitch](#) [electronic resource]: **How to Pitch Your Business to Anyone, Get Funded, and Win Clients.** Martin Soorjoo. Hoboken, NJ: John Wiley & Sons, 2012.

How to Be a Presentation God: Build, Design, and Deliver Presentations That Dominate! Scott Schwertly. Hoboken, NJ: Wiley, 2011.

LOCATION: ADMIN HF 5718.22 S35 2011

[The How of WOW](#) [electronic resource]: **A Guide to Giving a Speech That Will Positively Blow 'Em Away.** Tony Carlson. New York: American Management Association, 2005. (And in Print)

LOCATION: ADMIN PN 4193 B8 C37 2005

How to Wow: Proven Strategies for Presenting Your Ideas, Persuading Your Audience, and Perfecting Your Image. Frances Cole Jones. New York: Ballantine Books, 2008.

LOCATION: ADMIN HF 5718 J582 2008

I Hate Presentations. James Caplin. Chichester, UK; Hoboken, NJ: Wiley, 2008.

LOCATION: ADMIN HF 5718.22 C367 2008

Jacked Up: The Inside Story of How Jack Welch Talked GE into Becoming the World's Greatest Company. Bill Lane. New York: McGraw-Hill, 2008.

LOCATION: ADMIN HF 5718.22 L36 2008

[Lend Me Your Ears](#) [electronic resource]; **All You Need to Know About Making Speeches and Presentations.** Max Atkinson. Oxford; New York: Oxford University Press, 2005.

The Manager's Communication Toolbox. Everett Chas and Bob Putnam. Alexandria, VA: ASTD, 2012.

LOCATION: ADMIN HD 30.3 C4555 2012

[Master Presenter](#) [electronic resource]: **Lessons From the World's Top Experts on Becoming A More Influential Speaker.** Ed. David Zielinski. San Francisco: Pfeiffer, 2013.

[Mastering Presentations](#) [electronic resource]: **Be the Undisputed Expert When You Deliver Presentations (Even if You Feel Like You're Going to Throw Up).** Doug Stanearth. Hoboken, NJ: Wiley, 2013.

[Mastering Prezi for Business Presentations](#) [electronic resource]: **Engage Your Audience Visually With Stunning Prezi Presentation Designs and be the Envy of Your Colleagues Who Use Powerpoint.** Russell Anderson-Williams. Birmingham: Packt Pub., 2012.

[More Learning, Less Travel](#) [electronic resource]: **A Study of Webinar User Experiences.** Josh Smyth. St. John's, NL: Community Sector Council Newfoundland and Labrador, 2011.

The Non-Designer's Presentation Book: Principles for Effective Presentation Design. Robin Williams. Berkeley, CA: Peachpit Press, 2010.
LOCATION: ADMIN T 385 W549 2010

One Hundred Things Every Presenter Needs to Know About People. Susan Weinschenk. Berkeley, CA: New Riders, 2012.
LOCATION: ADMIN HF 5718.22 W445 2012

Own the Room: Business Presentations That Persuade, Engage & Get Results. David Booth, Deborah Shames, Peter Desberg. New York: McGraw-Hill, 2010.
LOCATION: ADMIN HF 5718.22 B66 2010

Perfect Pitch: The Art of Selling Ideas and Winning New Business. Jon Steel. Hoboken, NJ: John Wiley & Sons, 2007.
LOCATION: ADMIN HF 5438.25 S74 2007

[Perfect Presentations!](#) [electronic resource]. Peter Levin. Maidenhead: McGraw-Hill Education, 2007.

Persuasive Presentations for Business. Robert W. Bly. Irvine, CA: Entrepreneur Press, 2008.
LOCATION: ADMIN HF 5718.22 B59 2008

Point, Click & Wow! : The Techniques and Habits of Successful Presenters. 3rd ed. Ed. Claudyne Wilder. San Francisco: Pfeiffer, 2008.
LOCATION: ADMIN HF 5718.22 W55 2008

[Power Points!](#) [electronic resource]: **How to Design and Deliver Presentations That Sizzle and Sell.** Harry Mills. New York: AMACOM, 2007. (And In Print)
LOCATION: ADMIN HF 5718.22 M55 2007

[Presentation Secrets](#) [electronic resource]: **Do What You Never Thought Possible With Your Presentations.** Alexei Kapterev. New York: Wiley, 2011.

The Presentation Secrets of Steve Jobs: How to be Insanely Great in Front of Any Audience. Carmine Gallo. New York: McGraw-Hill, 2010.
LOCATION: ADMIN HF 5718.22 G35 2010

Presentation Skills for Business Professionals. Brandt Johnson. New York: Syntaxis Press, 2007.
LOCATION: ADMIN HF 5718.22 J64 2007

Presentation Skills for Quivering Wrecks. Bob Etherington. London, UK: Cyan, 2006.
LOCATION: ADMIN HF 5718.22 E84 2006

Presentations That Change Minds: Strategies to Persuade, Convince, and Get Results. Josh Gordon. New York: McGraw-Hill, 2006.

LOCATION: ADMIN HF 5718.22 G67 2006

[Rainmaking Presentations](#) [electronic resource]: **How to Grow Your Business by Leveraging Your Expertise.** Joseph Sommerville. New York, NY: Palgrave Macmillan, 2009.

[\(Re\)Presentations and Dialogue](#) [electronic resource]. Eds. François Cooren, Alain Létourneau. Amsterdam; Philadelphia, PA: John Benjamins Pub. Co., 2012.

The Results-Driven Manager: Presentations That Persuade and Motivate: A Timesaving Guide. Boston, MA: Harvard Business School Press, 2004.

LOCATION: ADMIN HF 5718.22 R47 2004

[Sales Presentations](#) [electronic resource]: **Solving Problems and Filling Needs by Increasing People's Desire to Buy.** Jim Cathcart. Boston, MA: Acanthus Pub., 2008.

[Selling Your Ideas to Your Organization](#) [electronic resource]. Harold Scharlatt. Greensboro, NC: Center for Creative Leadership, 2011.

Slide:Ology: The Art and Science of Creating Great Presentations. Nancy Duarte. Sebastopol, CA: O'Reilly Media, 2008.

LOCATION: ADMIN HF 5718.22 D83 2008

[A Student's Guide to Presentations](#) [electronic resource]: **Making Your Presentation Count.** Barbara Chivers and Michael Shoolbred. Los Angeles: SAGE Publications, 2007.

Ten Steps to Successful Presentations. Alexandria, VA: ASTD Press, 2008.

LOCATION: ADMIN HF 5718.22 A12 2008

Tough Training Topics: A Presenter's Survival Guide. Steve Albrecht. San Francisco: Pfeiffer, 2006.

LOCATION: ADMIN HF 5718.22 A42 2006

The Wall Street Journal Guide to Information Graphics: The Dos and Don'ts of Presenting Data, Facts, and Figures. Dona M. Wong. New York: W.W. Norton & Co., 2010.

LOCATION: ADMIN HF 5718.22 W65 2010

Well Said! : Presentations and Conversations That Get Results. Darlene Price. New York: American Management Association, 2012.

LOCATION: ADMIN HF 5718.22 P75 2012