

Mastering Business Presentations



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Mastering The Business And Technical Presentation Cbi Series In Management

Leonard F. Meuse



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Mastering the Business and Technical Presentation Leonard F. Meuse,1980 **Writing the Business and Technical Report** William J. Gallagher,1981 *Public Administration Series--Bibliography* ,1978 **Listen! Techniques for Improving Communication Skills** Thomas E. Anastasi,1982 Abstract An instructional text for professionals and the lay public provides a practical results oriented approach to effective listening to enhance communications at work in the home and in social situations The 7 text chapters provide guidelines and examples concerning the principles of effective listening barriers to effective listening mechanisms for improved listening and the application of effective listening in meetings attendance at presentations and in job recruitment promotion and reassignment interviews Each chapter closes with a summary of key points covered and a list of guidelines on how to apply the principles learned The text illustrates the principles covered with case scenarios shows how to evaluate existing listening skills and how these skills can be improved

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firms have considered them. However, what has changed in today's working climate is their breadth and frequency of use and their complexity. This highlights the need for a comprehensive guide such as this. Indeed, research shows that over 70% of strategic alliances fail to deliver the results that were intended from the outset. What makes this book so useful is that it covers a broader range of alliances and has more current case studies than other books currently available. In addition, this comprehensive introduction to the subject provides a base of practical how-to material and specific decision models covering determining strategic fit, negotiating strategic alliances, and selecting compatible partners, formulating type and structure of alliances in light of operational fit, and making strategic alliances work. The book also explores other options instead of alliances, such as wholly owned multinational expansion and exporting, and has major sections on understanding and managing cross-cultural diversity, communications, and leadership. Case studies include General Motors in China, British Airways and American Airlines Airbus Industrie, a cellular phone venture in Tashkent, British Petroleum, Mobil in Europe, and Puyi Briggs and Stratton Engine Corporation in China. The systematic processes, contingency frameworks, best practices, guidelines, and situation analysis checklists given in this book make it an indispensable guide for managers and senior managers, no matter what the size of their enterprise, especially those involved in international marketing, planning, and management. It is also relevant to consultants and MBA and postgraduate students interested in the development, management, and other strategic issues involved in multinational strategic alliances.

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