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“ Carmine Gallo wrote some of my all-time favorite business books, including: Talk Like Ted, The Storyteller ’ s Secret and The Presentation Secrets of Steve Jobs [and is] one of the best communicators in the game. ” more from Gino at a recent lunch. Gino Blefari. CEO, HSF Affiliates LLC “ Today if you want to succeed, you also have to be a storyteller. ”
-Richard Branson. Designed by ...

I segreti del più grande venditore di idee dei nostri tempi. D'ora in avanti anche tu potrai stupire il tuo pubblico come Steve Jobs. Un consiglio: copiate le lezioni sul pc e sull'ipod.

Questo racconto, tanto amaro quanto esilarante, è nato come un post sul blog dell'autore e in poche ore ha fatto il giro del mondo prima di diventare un libro. Perché l'Italia sguazza nei suoi mali e incoraggia le buone idee ad andarsene.

Usando tecniche riservate normalmente al cinema e alla letteratura, Risonare rivela come trasformare qualsiasi presentazione in un viaggio coinvolgente. Scoprirai come capire il tuo pubblico, creare contenuti persuasivi e suscitare un coinvolgimento profondo. Con Risonare, sarai in grado di:

- utilizzare le strutture narrative nascoste e intrinseche presenti nei grandi messaggi;
- connetterti con il tuo pubblico in modo empatico;
- creare contenuti accattivanti;
- costruire idee replicabili;
- ispirare entusiasmo e

sostegno per la tua vision. Dal 1988, la pluri-premiata società di Nancy Duarte ha creato più di 250mila presentazioni, in grado di plasmare la percezione dei principali marchi e leader mondiali. Duarte Design è una delle più grandi aziende di design nella Silicon Valley, e tra i suoi clienti include: Adobe, Cisco, Citrix, Rete alimentare, Facebook, GE, Google, Al Gore, HP, Kaiser Permanente, McAfee, Microsoft, Nokia, Qualcomm, TED e Twitter.

The Wall Street Journal Bestseller! Updated to include Steve Jobs's iPad and iPad2 launch presentations “ The Presentation Secrets of Steve Jobs reveals the operating system behind any great presentation and provides you with a quick-start guide to design your own passionate interfaces with your audiences. ” —Cliff Atkinson, author of Beyond Bullet Points and The Activist Audience Former Apple CEO Steve Jobs ’ s wildly popular presentations have set a new global gold standard—and now this step-by-step guide shows you exactly how to use his crowd-pleasing techniques in your own presentations. The Presentation Secrets of Steve Jobs is as close as you'll ever get to having the master presenter himself speak directly in your ear.

Communications expert Carmine Gallo has studied and analyzed the very best of Jobs's performances, offering point-by-point examples, tried-and-true techniques, and proven presentation secrets in 18 "scenes," including: Develop a messianic sense of purpose Reveal the Conquering hero Channel your inner Zen Stage your presentation with props Make it look effortless With this revolutionary approach, you ’ ll be surprised at how easy it is to sell your ideas, share your enthusiasm, and wow your audience the Steve Jobs way. “ No other leader captures an audience like Steve Jobs does and, like no other book, The Presentation Secrets of Steve Jobs captures the formula Steve uses to enthrall

audiences. ” —Rob Enderle, The Enderle Group “ Now you can learn from the best there is—both Jobs and Gallo. No matter whether you are a novice presenter or a professional speaker like me, you will read and reread this book with the same enthusiasm that people bring to their iPods.” —David Meerman Scott, bestselling author of *The New Rules of Marketing & PR* and *World Wide Rave*

Il primo testo mai scritto sulle tecniche per parlare in pubblico online! Dagli antichi greci in poi, parlare in pubblico ha dato origine a una delle paure più diffuse, e oggi che la tecnologia permette di avere davanti a te, digitalmente, migliaia di persone, le cose non sono cambiate, se consideriamo quanto sia difficile stare davanti a una webcam, articolare bene i propri discorsi, coinvolgere i partecipanti e regalare loro un ' esperienza appagante. Videoconferenze, conference call, seminari online dal vivo, aule virtuali, video messaggi e anche il semplice uso di strumenti come Skype sono ormai azioni quotidiane, e la probabilità che qualcuno ti proponga prima o poi di presentare qualcosa online dal vivo cresce di giorno in giorno. Questo libro è pensato proprio per chi vuole superare la “ paura ” affrontando questa sfida in modo professionale ed elegante, senza improvvisare e senza doversi pentire di errori commessi; illustra tutti i passaggi, le strategie, i trucchi del mestiere utili per progettare, realizzare e valorizzare ogni presentazione via web, indipendentemente dal pubblico, dai contenuti e dagli obiettivi dell ' evento. Scritto con linguaggio semplice e diretto, è ricco di spunti e idee di immediata applicazione, utilizzabili anche nelle presentazioni tradizionali.

Il credo di Apple: Facciamo del nostro meglio quando offriamo esperienze che arricchiscono. Apple non vende un

prodotto, ma una filosofia di vita.

Vuoi conoscere i segreti del carisma ed esprimere al massimo le tue potenzialità? Grazie a PNL e Carisma: migliori la tua autostima e la fiducia in te stesso; ti liberi da imposizioni e vincoli limitanti; influenzi positivamente le persone che hai vicino. La teoria e la pratica per riscoprire le tue caratteristiche, le tue peculiarità e la tua forza e per arrivare a essere la migliore versione di te. Questo è il tuo momento di brillare! L'autore Owen Fitzpatrick è stato il più giovane Master Trainer di PNL al mondo. E' psicologo, psicoterapeuta e Coach.

La retorica – arte del dire o, meglio, del ben ragionare – è viva e sta benone. È anzi uno strumento ancor oggi efficacissimo, persino nell' agguerrito mondo del business. Enrico Mattei, Adriano Olivetti, Steve Jobs, Oscar Farinetti, ma anche papa Francesco, Angela Ahrendts e il consulente-tipo «alla McKinsey» sono gli esempi che ce lo dimostrano, eredi di Cicerone e autentici campioni della retorica contemporanea. Per essere ascoltati, per essere influenti e dunque convincenti, per sopravvivere e risolvere problemi: la retorica serve. I casi aziendali diventano una forma di storytelling, la convention uno strumento per emozionare e spingere all' azione, il punto vendita un espediente per parlare tramite i luoghi, mentre la manutenzione delle parole torna a vivificare i termini ormai logori dell' «aziendalese». Di fronte all' esplosione della multimedialità e della comunicazione digitale, tuttavia, competenza nella materia, pulizia nel ragionamento, chiarezza negli enunciati e dominio della lingua rischiano di apparire insufficienti. Per gestire l' abbondanza dei segnali e il grande rumore di fondo occorre affiancare alla via logica (convincere razionalmente) e a quella psicologica (persuadere emotivamente) una terza

via: quella creativa, basata sulla capacità di dare corpo a ipotesi soltanto intuitive.

Fortune magazine proclaimed Jobs ‘ the CEO of the decade ’ . Harvard Business Review called him ‘ the world ’ s best-performing CEO ’ . And the Wall Street Journal praised him as a ‘ Person of the Decade ’ . The longtime CEO of Apple, Inc., which he co-founded in 1976, Steve Jobs stepped down from that role in August 2011, bringing an end to one of the greatest, most transformative business careers in history. Over the years, Jobs has given countless interviews to the media, explaining what he calls ‘ the vision thing ’ — his unmatched ability to envision, and successfully bring to the marketplace, consumer products that people find simply irresistible. Drawn from more than three decades of media coverage — print, electronic, and online — this book serves up the best, most thought-provoking insights spoken by Steve Jobs: more than two hundred quotations that are essential reading for everyone who seeks innovative solutions applicable to their business, regardless of size. It ’ s the perfect gift or reference item for everyone interested in this icon.

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