

## Graham Davies Aprende A Hablar Sin Miedo

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La comunicación es la clave para el éxito. Descubre el método para hablar con seguridad y convencer con sus presentaciones. Seguramente detesta realizar presentaciones. Y probablemente también detesta asistir a ellas. ¿Por qué? Porque la mayoría resultan largas, aburridas... y van acompañadas por el consabido PowerPoint. Tanto si se dirige a una sola persona sentada frente a usted como si habla ante un auditorio repleto, en el fondo lo que importa es lo que diga, y cómo lo diga. Aprende a hablar sin miedo le enseña a comunicar con claridad y confianza, y a dejar huella en todas las situaciones en las que deba expresarse en público. Aprenderá un método único, en cinco pasos, y válido para todo tipo de exposiciones en el ámbito empresarial, desde presentaciones a gran escala hasta reuniones con un solo cliente. Reseñas: «No conozco a nadie que pueda ostentar el título de "coach de las presentaciones" con más méritos que Graham.» Daniel Finklestein, director ejecutivo, The Times «Tanto si es usted primer ministro como si es director ejecutivo, o alguien que necesita causar impacto en los demás, debe leer este libro, innovador y crítico, de Graham Davies.» Neil Sherlock, socio, KPMG «Sinceramente, este libro me irrita, porque me encantaría que Graham lo hubiera escrito hace veinte años. De haber sido así, quizá no habría tenido que pasarme innumerables horas torturado por inversores de banca que creen que "presentar" significa leer en voz alta todas las palabras que aparecen en sus diapositivas.» Richard Klein, director general, Bank of America Merrill Lynch «Nunca más volverá a cometer el delito de aburrir a su audiencia con interminables frases cortas.» Penny Philpot, vicepresidente, Worldwide Partner Services, Oracle «Graham Davies es un maestro del humor que demuestra que la mejor manera de exponer un asunto serio es contando un buen chiste.» Boris Johnson, Presidente de Reino Unido

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You probably hate giving presentations. You probably hate listening to them too. Why? Because most business presentations are too long, too detailed, too boring...and submerged under a blizzard of PowerPoint. But the single most important presentational tool known to man isn't a slideshow. It's you. Whether you're speaking to one person across a table, 20 people in a boardroom or 1,000 people in a ballroom, it's all about the words you say and how you say them. The Presentation Coach shows you how to use what you've already got to give you clarity, confidence and impact in every speaking challenge you will ever face. You'll learn the unique Bare Knuckle 5-step process to effective presenting, and how to apply it to all business speaking, from large-scale presentations to one-to-one client meetings. Graham Davies has been coaching high-profile individuals from the worlds of business, politics and entertainment in exactly these techniques for the past 25 years. Now it's your turn. Praise for The Presentation Coach "Graham Davies is a brilliantly funny speaker who knows how to inspire and enthuse anyone who sees presenting as a bore, a burden or a source of terror." Nick Robinson, Political Editor, BBC "This book really captures Graham's intense and robust sense of coaching. Just like the author, it is amusing, punchy and really comforting to have access to in all presentation situations." Michel Combes, CEO,Vodafone Europe "Required reading for anyone who wants their presentations to enthuse rather than euthanize their audience." Tim Curtis, MD, Northern Europe, Land's End "Graham is a highly effective presentation coach. He is always honest and gets straight to the point. His book is just as direct and entertaining as he is in person." Nick Jeffery, CEO, Vodafone Global Enterprise "I don't know anyone who could wear the label 'the presentation coach' more confidently than Graham." Daniel Finkelstein, Executive Editor, The Times "I use Graham's system strictly and religiously in every speech. In fact on almost every important occasion when I need to get a message across.... You will never regret buying and using this book." George Clarke, MD, Heidelberg UK "Graham helped me develop my very own presentation style, true to myself, with high impact and focused very much on the audience." Phil Clarke, CEO Designate, Tesco "Graham's approach is ruthlessly robust and utterly practical. This book is the next best thing to seeing him in person, and much less of a strain on your budget." Matthew Wilson, CEO Brit Global Markets "...Davies's compelling book illuminates all the pitfalls and provides a simple guide to allowing personality into presentations - radical stuff indeed!" Andy Street, MD, John Lewis "Whether you are a Prime Minister, chief executive or anyone else who needs make an impact, then you must read this challenging and innovative book by Graham Davies." Neil Sherlock, Partner, Public Affairs, KPMG "...I wish Graham had written it 20 years ago..." Richard Klein, MD, Bank of America Merrill Lynch "Never again will you commit the crime of Death by Bullet-Point." Penny Philpot, Group Vice President, Worldwide Partner Services, Oracle "Graham Davis is a talented gagmeister who shows that the best way of exposing a bad argument is with a good joke." Boris Johnson, Mayor of London "Reading his book will spur you on to win your own presentational race." Richard Dunwoody, twice winner of the Grand National "Graham completely reframed my approach to presenting. His approach works!" Otto Thoresen, CEO, Aegon UK "A process that you can use no matter what the situation. I heart

This book examines the use of conversational humor in a second language in the context of study abroad. Using a longitudinal design, naturalistic interactions, and a language socialization framework, the study investigates the ways in which study abroad students develop in their production of humor in second language Spanish and discusses how those developments are the result of language learning processes grounded in social interaction.

This title will provide a single volume introduction to the field of ELT from an applied linguistics perspective.

In 2004 Kevin Roberts wrote Lovemarks: the future beyond brands. It was admired by many as a breakthrough in marketing thinking but was also controversial because of its surprisingly obvious thesis: that emotional connections are at the heart of sustained relationships between producers, retailers, and consumers. While many companies were using the language of war in their marketing (target, penetrate, ambush), Roberts was using the language of love (mystery, sensuality, intimacy). He explained in simple terms what people are often loath to admit: we make decisions with our emotions over our reason. Lovemarks described the journey by which brands could move from consumer respect based on intellect, to consumer love based on emotion—and in return gain "loyalty beyond reason." In 2010 Advertising Age magazine named Lovemarks one of their "ideas of the decade," while noting that the roadmap for brands to achieve Lovemark status was still not entirely clear. Loveworks: How the world's top marketers make emotional connections to win in the marketplace adds to the original Lovemarks by showcasing real-world business examples and outlining the roadmaps followed by several world-renowned brands to achieve Lovemark status: Procter & Gamble, Toyota, Visa, General Mills, Miller, T-Mobile, and Lenovo are just a few examples of businesses winning in the marketplace through the application of the Lovemarks theory, maintaining laser-like focus on making and sustaining emotional connections with consumers. Loveworks features 20 case stories from clients and markets worldwide in widely varying categories. "My book shows that Lovemarks thinking works—anywhere, anytime. All it takes is having the brains to implement it, the guts to see it through, and an abiding faith in emotion as your compass," says Brian Sheehan.

This is the first in-depth guide to global community psychology research and practice, history and development, theories and innovations, presented in one field-defining volume. This book will serve to promote international collaboration, enhance theory utilization and development, identify biases and barriers in the field, accrue critical mass for a discipline that is often marginalized, and to minimize the pervasive US-centric view of the field.

This book sheds new light on language and literature teaching, and offers examples of teaching language in virtual environments. Providing an overview of virtual environments for teaching, it also includes chapters devoted to methodology design for second language teaching in these environments. Further it describes tools for second/ foreign language teaching and proposals for specific second language teaching in virtual environments. Lastly, it presents experiments on literature teaching in virtual environments and discusses the future of technology in education. With interdisciplinary appeal, the book is a particularly valuable resource for scholars with an interest in technology, language teaching and literature teaching.

From New York Times bestselling authors and renowned leadership consultants Adrian Gostick and Chester Elton comes a groundbreaking guide to building high-performance teams. What is the true driver of a thriving organization's exceptional success? Is it a genius leader? An iron-clad business plan? Gostick and Elton shatter these preconceptions of corporate achievement. Their research shows that breakthrough success is guided by a particular breed of high-performing team that generates its own momentum—an engaged group of colleagues in the trenches, working passionately together to pursue a shared vision. Their research also shows that only 20 percent of teams are working anywhere near this optimal capacity. How can your team become one of them? Based on a groundbreaking 350,000-person study by the Best Companies Group, as well as extraordinary research into exceptional teams at leading companies, including Zappos.com, Pepsi Beverages Company, and Madison Square Garden, the authors have determined a key set of characteristics displayed by members of breakthrough teams, and have identified a set of rules great teams live by, which generate a

culture of positive teamwork and lead to extraordinary results. Using a wealth of specific stories from the breakthrough teams they studied, they reveal in detail how these teams operate and how managers can transform their own teams into such high performers by fostering: Stronger clarity of goals Greater trust among team members More open and honest dialogue Stronger accountability for all team members Purpose-based recognition of team members' contributions The remarkable stories they tell about these teams in action provide a simple and powerful step-by-step guide to taking your team to the breakthrough level, igniting the passion and vision to bring about an Orange Revolution.

Long a favorite on dance floors in Latin America, the porro, cumbia, and vallenato styles that make up Colombia's música tropical are now enjoying international success. How did this music—which has its roots in a black, marginal region of the country—manage, from the 1940s onward, to become so popular in a nation that had prided itself on its white heritage? Peter Wade explores the history of música tropical, analyzing its rise in the context of the development of the broadcast media, rapid urbanization, and regional struggles for power. Using archival sources and oral histories, Wade shows how big band renditions of cumbia and porro in the 1940s and 1950s suggested both old traditions and new liberties, especially for women, speaking to a deeply rooted image of black music as sensuous. Recently, nostalgic, "whitened" versions of música tropical have gained popularity as part of government-sponsored multiculturalism. Wade's fresh look at the way music transforms and is transformed by ideologies of race, nation, sexuality, tradition, and modernity is the first book-length study of Colombian popular music.

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