

VISION A Worldwide MOVEMENT

PRESENTATION MASTERY

Type	Books & Writings	Authors/ Experts	Movement Examples	Core Companies	When
Business	<p><i>System of Profound Knowledge</i></p> 	<p>Dr. W. Edwards Deming American statistician & management theorist</p> 	<p>Total Quality Management (TQM): System of continuous improvement employing participative management and centered on the needs of customers. Key components of TQM are employee involvement and training, problem-solving teams, statistical methods, long-term goals and thinking, and recognition that the system, not people, produces inefficiencies.</p>	Japanese management and engineers at various companies	1950s (WWII)
Business	<p><i>Reengineering the Corporation</i></p> 	<p>Dr. Michael Hammer Engineer, consultant, author and professor</p> 	<p>Reengineering (R-E): A fundamental rethinking and redesign of business processes to achieve dramatic improvements in critical measures of performance such as cost, quality, and speed.</p>	America Online, American Express, Deloitte Consulting, ExxonMobil, FedEx, Ford, Hewlett-Packard, IBM, JP Morgan Chase, and Pfizer,	Mid-1990s
Business	<p><i>The Practice of Management; Managing for Results</i></p> 	<p>Dr. Peter Drucker The founding father of the science of management</p> 	<p>Just In Time; Motion Not Progress; What Is Your Purpose: Dr. Drucker pioneered the theory that management is a distinct function and that managing is a separate responsibility. <i>Managing for Results</i>, focuses on opportunities rather than problems.</p>	GE (1981)	1975 - 1995
Personal	<p><i>Men Are From Mars... Women Are From Venus</i></p> 	<p>Dr. John Grey</p> 	<p>Men and Women Think Differently Counselor John Gray focuses on the differences between men and women--men are from Mars, and women are from Venus, after all--and offers a simple solution: couples must acknowledge and accept these differences before they can develop happier relationships.</p>		80's-90's
Crossover	<p><i>7 Habits of Highly Effective People</i></p> 	<p>Stephen Covey</p> 	<p>7 Habits <i>The 7 Habits of Highly Effective People: Powerful Lessons in Personal Change</i> was a groundbreaker when it was first published in 1990, and it continues to be a business bestseller with more than 10 million copies sold. Stephen Covey, an internationally respected leadership authority, realizes that true success encompasses a balance of personal and professional effectiveness, so this book is a manual for performing better in both arenas</p>		90's
Crossover	<p><i>Life is a Series of Presentations</i></p> 	<p>Tony Jeary "Mr. Presentation"™ World's Foremost Presentation Strategist</p>  <p>with Greg Kaiser, George Lowe, Kim from LA, Joel Fishman</p>	<p>Presentation Mastery: Presentations are made every day within all organizations; after all, Life is a Series of Presentations. There are 10 common presentation types:</p> <ul style="list-style-type: none"> • Sales • Meetings • Training • Facilitation • Branding • Speeches • Seminars • Media • General (1:1) • e-Presentations <p>Regardless of presentation type, each and every presentation can be rated on a 1-10 basis. Most average around 5. Raise this level, and you get so much more impact, so much more of what you want. Personally, you'll have better relationships, higher self-esteem, more confidence and increased happiness. Professionally, you will achieve faster results, have clearer cascaded messages and attain better results and a better bottom line.</p>	Wal-Mart, New York Life, Ford, SAM's Club	2002 +