Re-Engineer Your Presentation Skills
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What techniques to convince them?

- Data
- Statistics
- Information
- Visuals
- Comparison
- Emotional
- Core Values
- Story
- Examples
- Alliance
- Combination

What is the objective of my presentation? What are my key points?

What is on their minds that could:

- Help me succeed
- Create challenges

What presentation format will I use?

- PowerPoint
- Flip chart
- Physical object
- Talk – no slides
- Interactive
- Handout
- Video
- Combination
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Insurance carriers removed coverage

The 2nd gas turbine has a high probability of failing. We need to shut it down.

Safety is of the utmost importance

The 2nd gas turbine is identical

The 2nd gas turbine has a high probability of failing. We need to shut it down.
Too many words overwhelms & frustrates people – influence visually

A foam engine is needed to ensure a rapid response to fires and chemical releases. Risk engineering audits and tactical fire-fighting preplans require that foam suppression capabilities be maintained on site for flammable liquid type fires. The plant is a member of CIMA, which maintains By-laws for conditions of membership. These conditions of membership require that a minimum 1,250 gpm of foam solution is needed for flammable liquid type fires. In addition at least 1,000 gallons of foam storage capabilities are required. If a plant does not maintain an engine the loss of membership in CIMA is a realistic potential. This would result in a much lower response capability in the event of a major fire or spill at the site. In addition to providing fire-fighting and toxic gas suppression capability at the site an aerial would provide rescue capability to 100 feet. This aerial would also satisfy a risk engineering recommendation to provide aerial response to the site as well.
The absence of a ladder fire truck increases the risk of a runaway fire.

Issues:
- Railroad tracks
- Fire escalation potential