

A close-up of a black, spherical, mesh-covered microphone on a stand in the foreground. The background is a blurred audience of people sitting in rows of light blue chairs in a large hall or auditorium. The lighting is bright, and the overall scene suggests a public speaking or presentation event.

Presentation design

Public Speaking





350

PRESENTAZIONI

al secondo





INFLUENZA

Condizionamento della volontà e delle scelte altrui ottenuto grazie alla propria preminente personalità o all'autorevolezza di cui si gode

1

Presentation design

45 minuti

2

Esercizio

1.30 minuti + pausa

3

Public Speaking

30 minuti

Capitolo
1

SCOPRIAMO L'INFORMATION DESIGN

Nicola Mastroilli - 40'

Capitolo
2

WEB DATA VISUALIZATION

Marco Sors - 45'

Capitolo
3

RISORSE - Q&A

Mastroilli & Sors - 30'



Our model support system

- Customer Inquiries supported by emails
- Detailed FAQ section clarifies common problems
- Complaints are dealt with by staff online 24 hours
- There is a system of escalations in case required
- All this is supported through our technology platform that is easy to use and backed by the latest systems
- In case of support required by sellers, they receive real time support from the CSM assigned to them
- We ensure that the support system is up 24 X 7 so all your support needs are taken care of

© Presentation-Process.com

Sustainable Marketing

- What makes products feel sustainable?
- Is sustainable "cool"?
- How do customers respond to "green campaigning"?
- Sales volume for "green products" doubled in the last 4 years:



Foundation... Architecture and Applications



K-12 curriculum changes

What we need	Implied new responsibilities for educators	Curriculum implications
New generations with a better understanding of the future	<ul style="list-style-type: none"> -Alert students to the major global issues facing humanity now and in the crucial decades ahead. -Equip them to form an educated opinion about these global issues and their solutions -Lead the next generations that feel that they are global citizen first, national citizen second, and local citizen third 	<ul style="list-style-type: none"> -Include contemporary global issues components in all social studies and science classes, requiring students to also consider their solutions -Ensure a reasonably detailed coverage of the 20 or so major global problems along the K-12 path -Ensure that history gets taught as world history -Strongly impart the idea of oneness of humanity, and of the frailty of our thin biosphere -Engage students in vivid global problem-solving exercises or projects which mark them for life, focusing especially on global problems that are make-or-break and prone to fire-rioting
New generations with a global citizen first mindset	<ul style="list-style-type: none"> -Counter young people's natural inclination to become adults that see global issues as too much to deal with - and inculcate an ardent desire to fix the world's problems into them 	<ul style="list-style-type: none"> -Create multi-disciplinary teaching and learning opportunities for global issues, vs. relying solely on the single lenses of science, geography, economics... -Enable students to explore various nations' and groups' vantage points viz. global problem-solving and to consider how to build on or transcend these differences in the search for common solutions
New generations with a broader perspective	<ul style="list-style-type: none"> -Equip students with a multi-disciplinary approach to analyzing global issues -Give them a keen sense for the extraordinary degree of global and multicultural cooperation which effective global problem-solving will demand, and for the challenge this represents 	<ul style="list-style-type: none"> -Place the paradigm of creative problem-solving at the center of all social studies and science classes, using urgent global problems as case material -Push students to use various media and methods to analyze information about global issues and their solutions critically, and to form reasoned judgments -Develop students' communications, negotiating and teamwork skills, using global issues as props for honing all three skills
New generations equipped with new skills	<ul style="list-style-type: none"> -Develop students' potential to become reflective, creative and communicative voters, problem-solvers or movers-and-shakers viz. the global agenda -Develop students' ability to investigate complex global issues and their proposed solutions using new media and methods -Make teamwork around innovative problem-solving become second-nature for students 	

Memories

Education

Digital Lifestyle

Games

Productivity

Communications

Digital Works

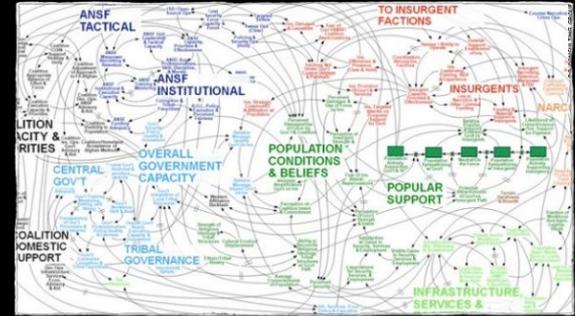
insight

collab

Opt supply

ing/Selling

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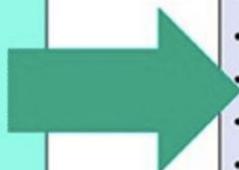
(TS//SI//NF)

PRISM Collection Details



Current Providers

- Microsoft (Hotmail, etc.)
- Google
- Yahoo!
- Facebook
- PalTalk
- YouTube
- Skype
- AOL
- Apple

What Will You Receive in Collection
(Surveillance and Stored Comms)?

It varies by provider. In general:

- E-mail
- Chat – video, voice
- Videos
- Photos
- Stored data
- VoIP
- File transfers
- Video Conferencing
- Notifications of target activity – logins, etc.
- Online Social Networking details
- **Special Requests**

Complete list and details on PRISM web page:

Go PRISMFAA

What will you receive in collection?



Email



Chat



Videos



Photos



File Transfers



Login Activity

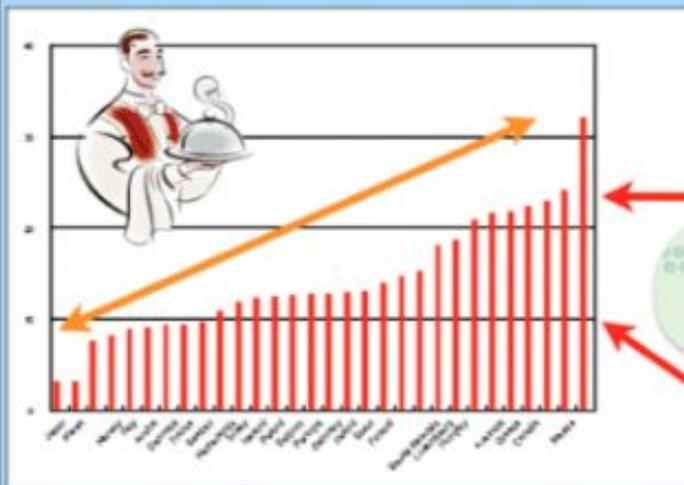


Social Media Profiles

Many more data sources available upon request.

Obesity among OCED nations

Percentage of population aged 15 and above with a BMI greater than 30 (2004)



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 Lorem, dolore amet, blandit enim, suscipit minim aliquam ut odio

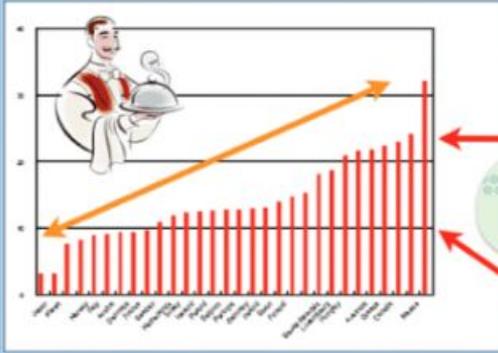
Japan	3.2
Korea	3.2
Switzerland	7.7
Norway	8.3
Italy	9
Austria	9.1
Denmark	9.5
France	9.5
Sweden	9.8
Netherlands	10.9
Turkey	12
Iceland	12.4
Ireland	12.5
Belgium	12.7
Portugal	12.8
Germany	12.9
Ireland	13
Spain	13.1
Finland	14
Czech Rep	14.8
Slovak Rep	15.4
Luxembourg	18.2
Hungary	18.8
New Zealand	20.9
Australia	21.7
Canada	22.0
United Kingdom	22.4
Mexico	24.2
United States	32.2

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- Suscipit minim aliquam ut odio
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Obesity among OCED nations

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Lorem, dolore amet, blandit enim,
suscipit minim aliquam ut odio

Japan	3.2
Korea	3.2
Switzerland	7.7
Norway	8.3
Italy	9.1
Austria	9.1
Denmark	9.5
France	9.5
Sweden	9.8
Netherlands	10.9
Turkey	12
Iceland	12.4
Poland	12.5
Belgium	12.7
Portugal	12.8
Germany	12.9
Ireland	13
Spain	13.1
Finland	14
Czech Rep.	14.8
Slovak Rep.	15.4
Luxembourg	18.2
Hungary	18.8
New Zealand	20.9
Australia	21.7
Canada	22.4
United King.	23
Mexico	24.2
United Stat.	32.2

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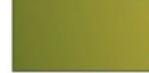
- Enim exerci ut praesent duis duis
- Lorem, dolore amet, blandit enim,
- Suscipit minim aliquam ut odio

3.2% of Japanese are "Obese"

Japan 3.2%



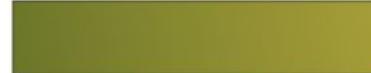
France 9.5%



Canada 22.4%



Mexico 24.2%



USA 32.2%



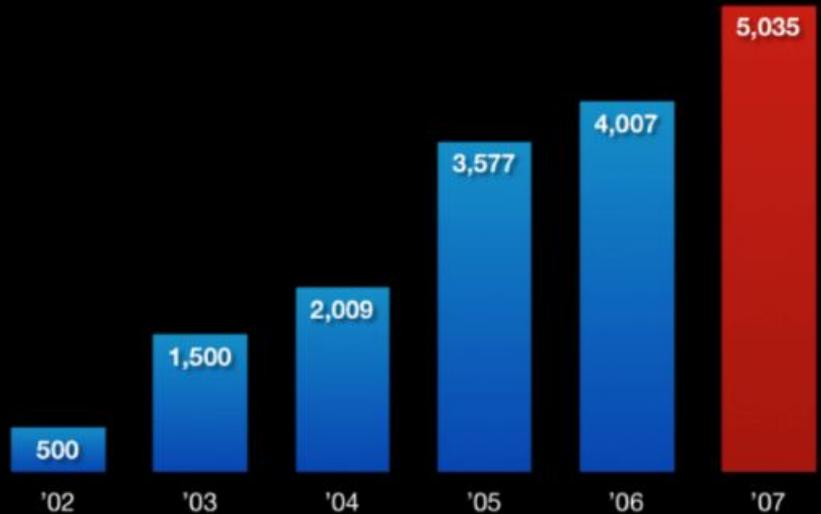
Number of bikes sold (2002-2007)



Number of bikes sold (2002-2007)



Over **5,000** bikes sold in 2007



About McDonald's



Founded in 1955

Serving around 68 million customers
daily in 119 countries across 35,000
outlets

NYSE: MCD

Stock Price: 116.63

Six on Forbes World's Most Valuable
Brands List



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Six on Forbes World's Most Valuable Brands List



NYSE: MCD



President John F. Kennedy's Inaugural Address January 20, 1961

- “Ask not what your country can do for you...”
- “Ask what you can do for your country...”



[Other speeches](#)

President John F. Kennedy's Inaugural Address January 20, 1961

- “Ask not what your country can do for you...”
- “Ask what you can do for your country...”



Other speeches

November 17, 2007

Ideas on Presenting

Page 25

“Ask not what your country can do for you—ask what you can do for your country.”



!r

Less than 33%

of U.S. adults are at
a “healthy weight.”





STOP

PRESENTATION

DESIGN



USER

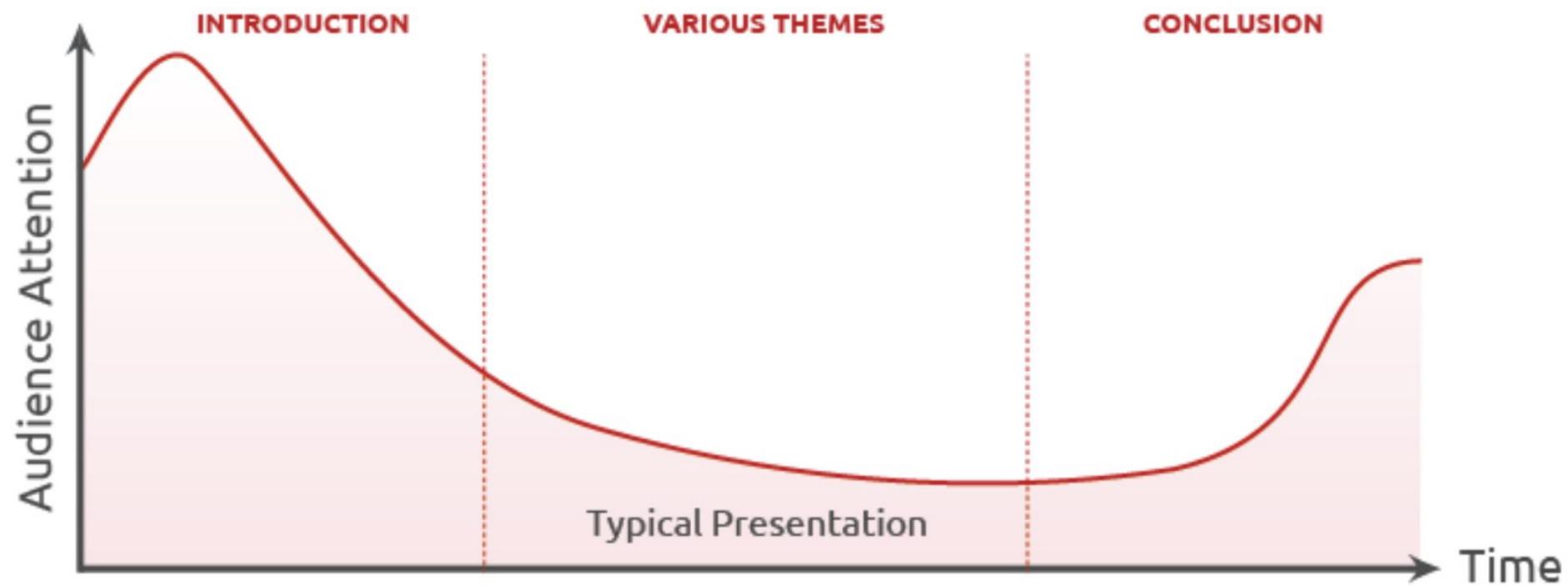
CENTERED



“ A person can have the greatest idea in the World - completely different and novel - but if that person can't convince enough other people, it doesn't matter.”

— *Gregory Berns*





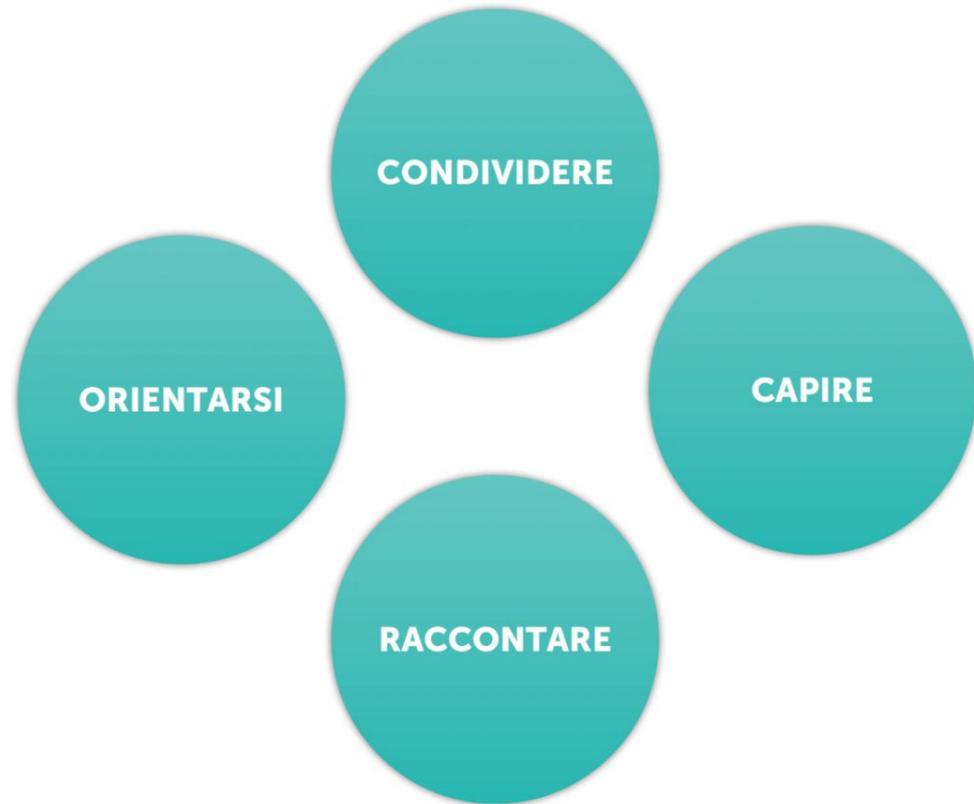
Economia cognitiva:

Tendiamo a rifituare le dissonanze per ridurre la fatica interpretativa.

Un esempio: la corteccia visiva traduce nella terza dimensione le immagini piatte che colpiscono l'occhio e allora diventa inutile offrire sito web con oggetti tridimensionali: il tempo di processamento

La **tecnica infografica** ci aiuta a **comunicare la complessità**, evidenziando le relazioni tra dati di diversa entità ed immagini per una trasmissione rapida di informazioni.

Un'azienda può dunque **orientarsi e prendere decisioni** strategiche, può **condividere dati e informazioni**, può **raccontare un evento** o la propria storia, può **rendere più chiaro un processo** complesso.







PRESENTAZIONE

INCURIOSIRE

SEDURRE

VENDERE

DOCUMENTO

APPROFONDIRE

RASSICURARE

DURARE



Yeah!

**LUCIO
BATTISTI**

emozioni





PEXELS

Best free stock photos in one place. [Learn more](#)

Search for free photos...



meeting

texture

portrait

internet

art

gift

technology

more →

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Godisable Jacob

9.06M Views



Min An

8.73M Views



bruce mars

6.96M Views



April Photo Challenges

[Upload photos and win prizes →](#)

Free Stock Photos Trending | New



Adobe Portfolio

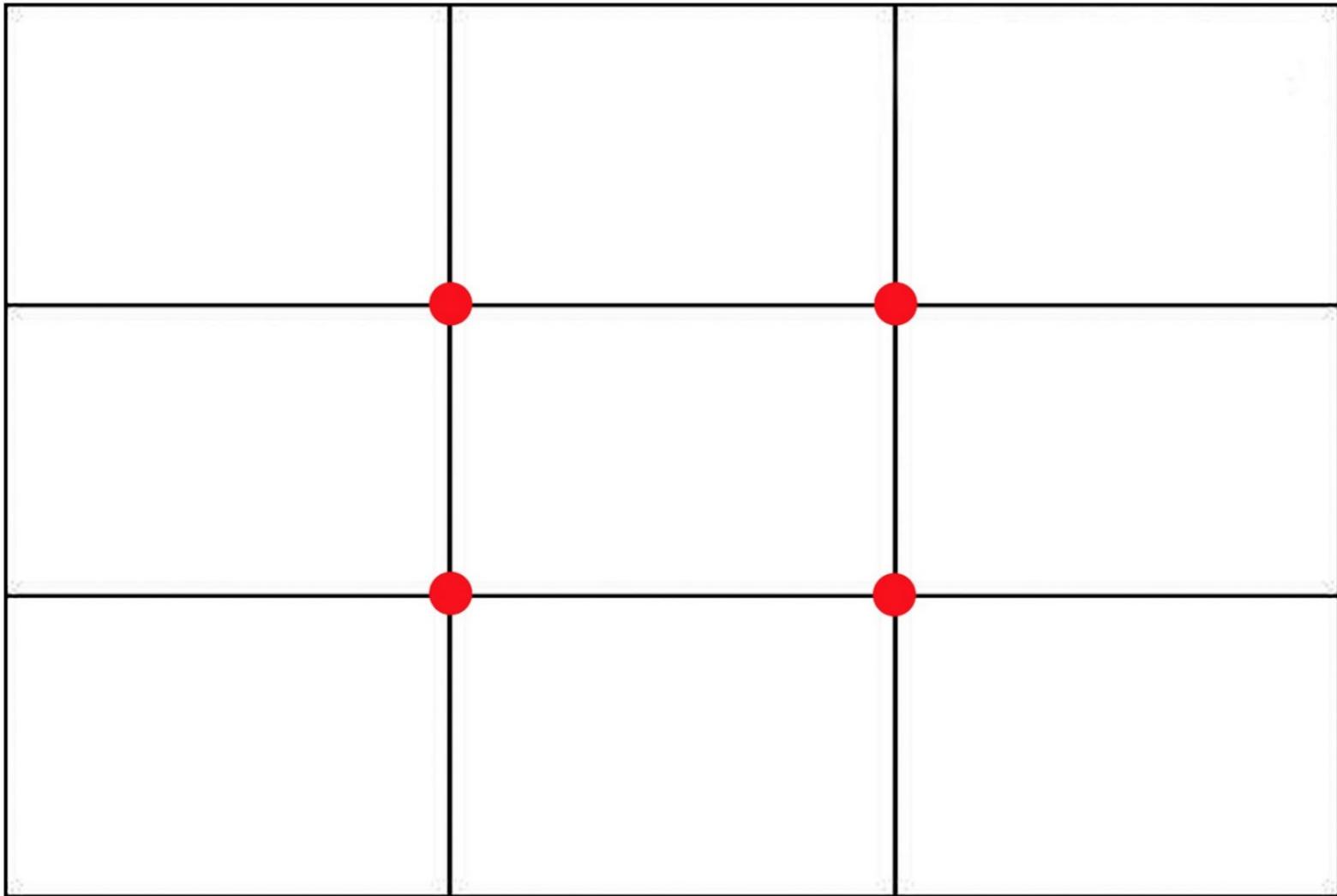
Build a website in minutes.

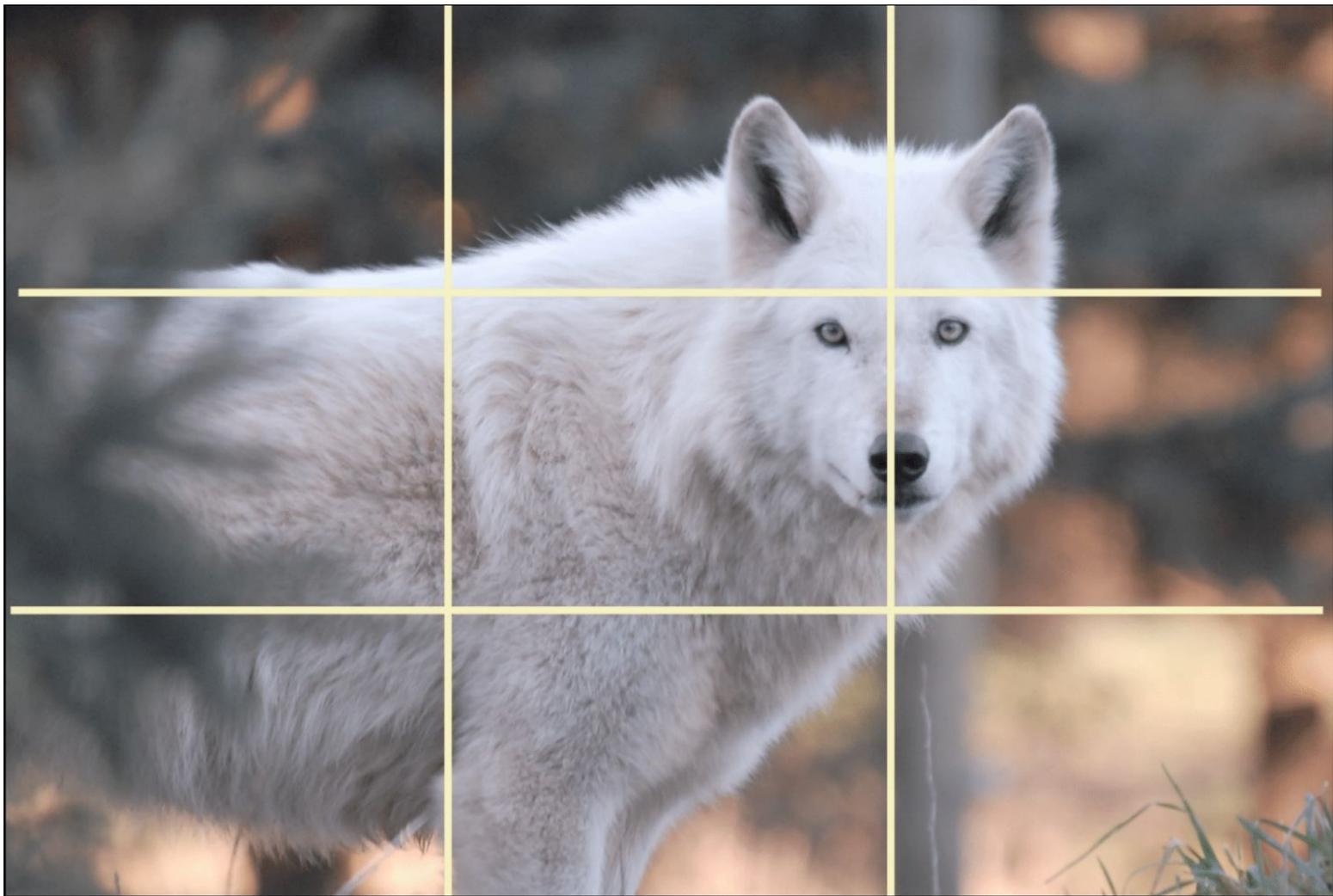
Beautifully simple creative portfolio

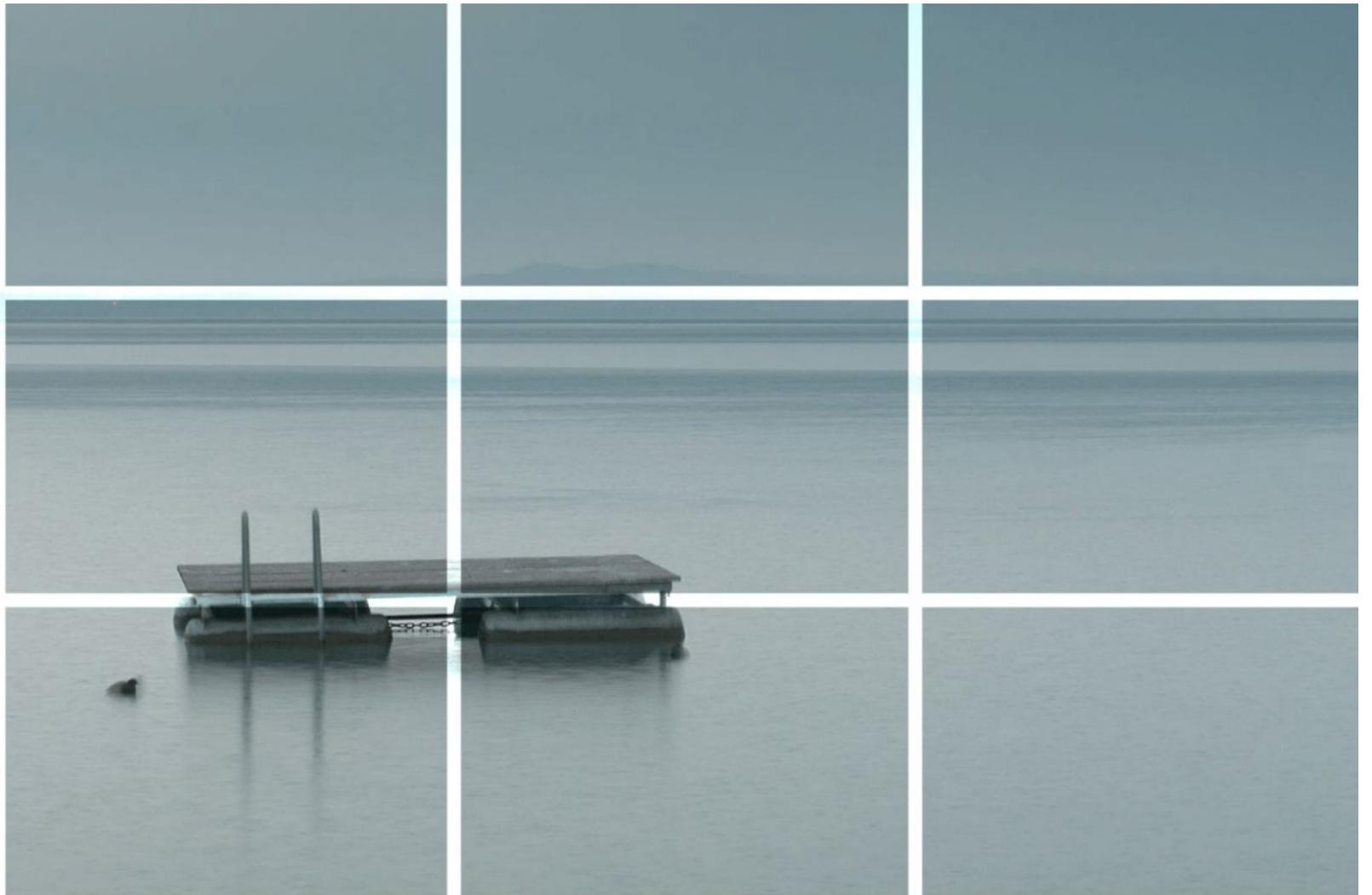




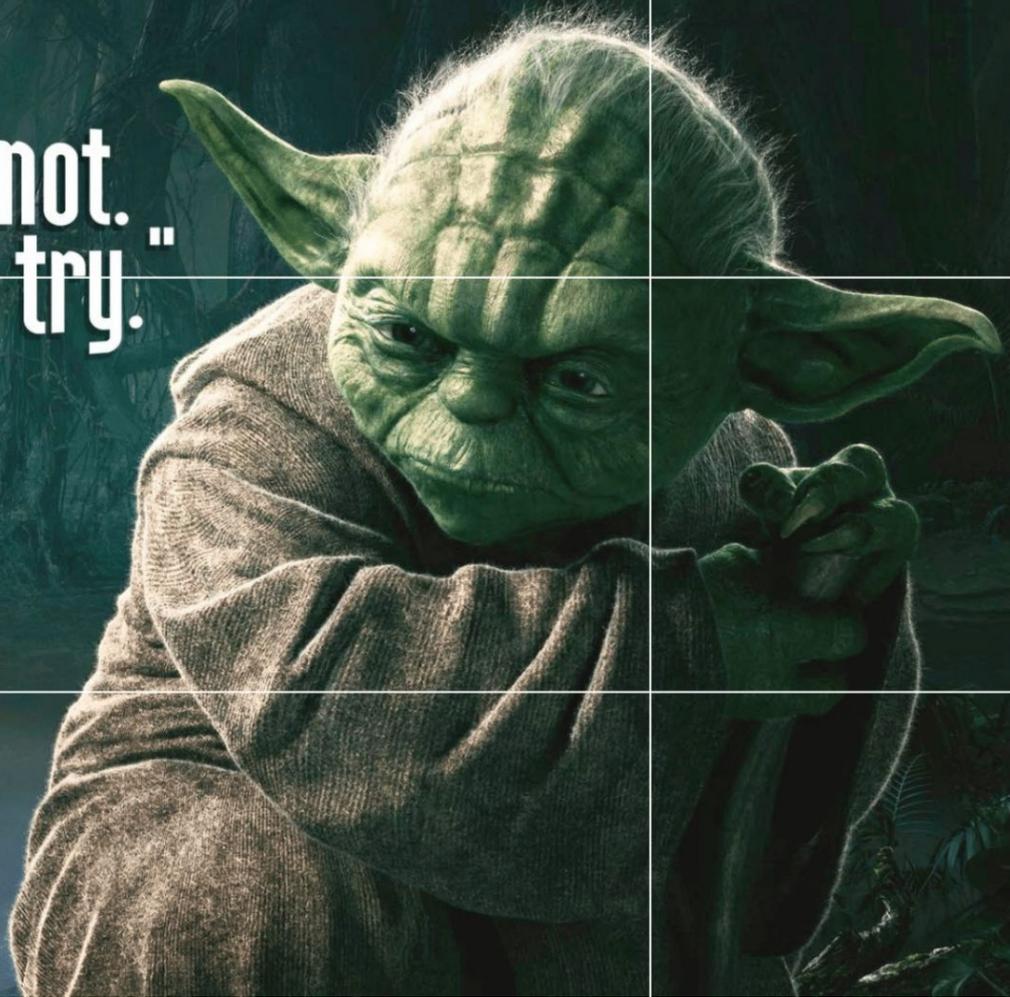








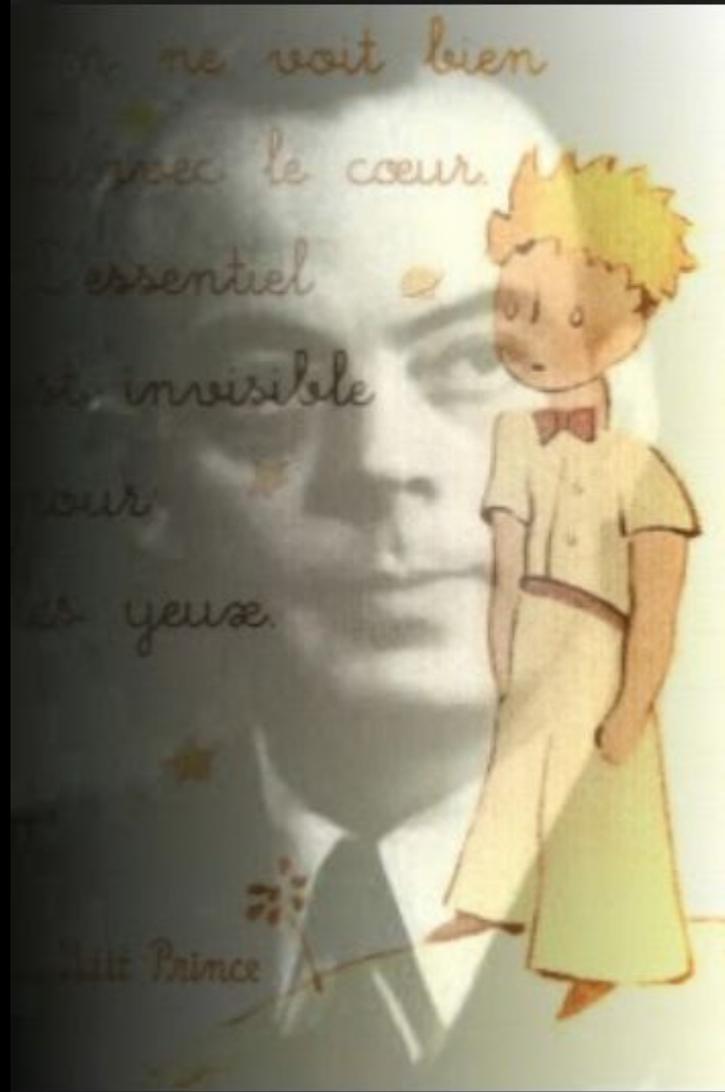
**"Do... or do not.
There is no try."**



Less is more

*Si raggiunge la perfezione
non quando non c'è più
nulla da aggiungere, ma
quando non c'è più niente
da togliere.*

Antoine De Saint-Exupéry



987349790275647902894728624092406037070570279072
803208029007302501270237008374082078720272007083
247802602703793775709707377970667462097094702780
927979709723097230979592750927279798734972608027

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98734979027**5**647902894728624092406037070**5**70279072
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24780260270379377**5**709707377970667462097094702780
927979709723097230979**5**927**5**0927279798734972608027





<https://www.canva.com>



massimo.giacc...
massimo.giacc...



Create a design

Use custom dimensions



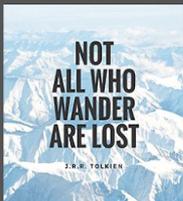
Create a design

Recommended for you

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- Your brand
- Find templates



Postcard



Social Media



A4



Magazine



Facebook Post



Photo Collage



Presentation (16:9)

1920 px x 1080 px

+ Add new folder

0/2

Trash

Social Media Posts



Twitter Post



Square Social Media Graphic



Pinterest Graphic



Facebook Post



Facebook App



Tumblr Graphic

Learn to design

Get design inspiration



Empowering the world to design



Need help





. Microsoft Sans Serif

. Times New Roman

. Courier New

. Comic Sans MS

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A B C D E F G H I J K L M N O P Q R S T U V W X Y Z #

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Fantasia Animazione Fumetto Groovy Old School Arriciato Western Consumato Distorto Rovinato Horror	Fuoco, Ghiaccio Decorativo Macchina per scrivere Stampo, Esercito Rétro Iniziali Griglia Varie	Stranieri Cinese, Giapponese Arabo Messicano Romano, Greco Russo Varie	Techno Squadrato LCD Fantascienza Varie Bitmap Pixel, Bitmap	Gotici Medievale Moderno Celtico Iniziali Varie	Basico Sans serif Serif Ampiezza fissa Varie	Script Calligrafia Scuola Manoscritto Spazzola, Pennello Scarabocchio Graffiti Old School Varie	Simboli Alieno Animali Asiatico Antico Rune, Elfico Esoterico Fantastico Horror Giochi Forme	Codice a barre Natura Sport Teste Bambini TV, Cinema Loghi Sexy Esercito Musica Varie	Vacanze San Valentino Pasqua Halloween Natale Varie
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Come installare un carattere (dettagli nella sezione [Aiuto](#))

Estrai i file scaricati, poi:

- **Windows 10/8/7/Vista:** Fai clic col tasto destro sui file del carattere > "Installa"
- **Mac OS X:** Fai doppio clic sul file del carattere > seleziona "Installa carattere". [Altri Sistemi Operativi...](#)

34.532 caratteri dei quali:
 10.380 con accenti
 12.057 con il simbolo dell'Euro

Caratteri aggiunti recentemente

Shine Bright di BLKKB Fonts [↗](#)

in Script > Spazzola, Pennello

90.922 scaricati (4.671 ieri) [Demo](#)

Shine Bright

[Scarica](#)

Dedicated just to the
complement typography de
l'écouter de leur maître,
M. Charlier, en souvenir de leur
ville dans nos années

has

Monsieur Charlier,
M. Charlier, en souvenir de leur
ville dans nos années

Univers, Switzerland, 1989

The claim that Helvetica has no character is a malicious lie. Ralph Schramm

helvetica

Nouvelle
Antique
Haas

Fonderie
de Caractères
Haas S.A.,
Munichstein
Suisse

Monsieur Charlier, M. Charlier, en souvenir de leur ville dans nos années

A triumph of branding. It wouldn't have been nearly as successful named Neue Haas Grotesk or Germania.
Henry Dreyfus

IL TESTO NERO SU
SFONDO BIANCO
FUNZIONA
PERFETTAMENTE.

IL TESTO GIALLO SU
SFONDO BIANCO
NON FUNZIONA
GRANCHE'.

IL TESTO BIANCO SU
SFONDO NERO
FUNZIONA
ABBASTANZA BENE.

IL TESTO BLU SU
SFONDO BIANCO
NON FUNZIONA
GRANCHE'.

The super fast color schemes generator!

Create, save and share perfect palettes in seconds!

Start the Generator, it's free!



iOS App

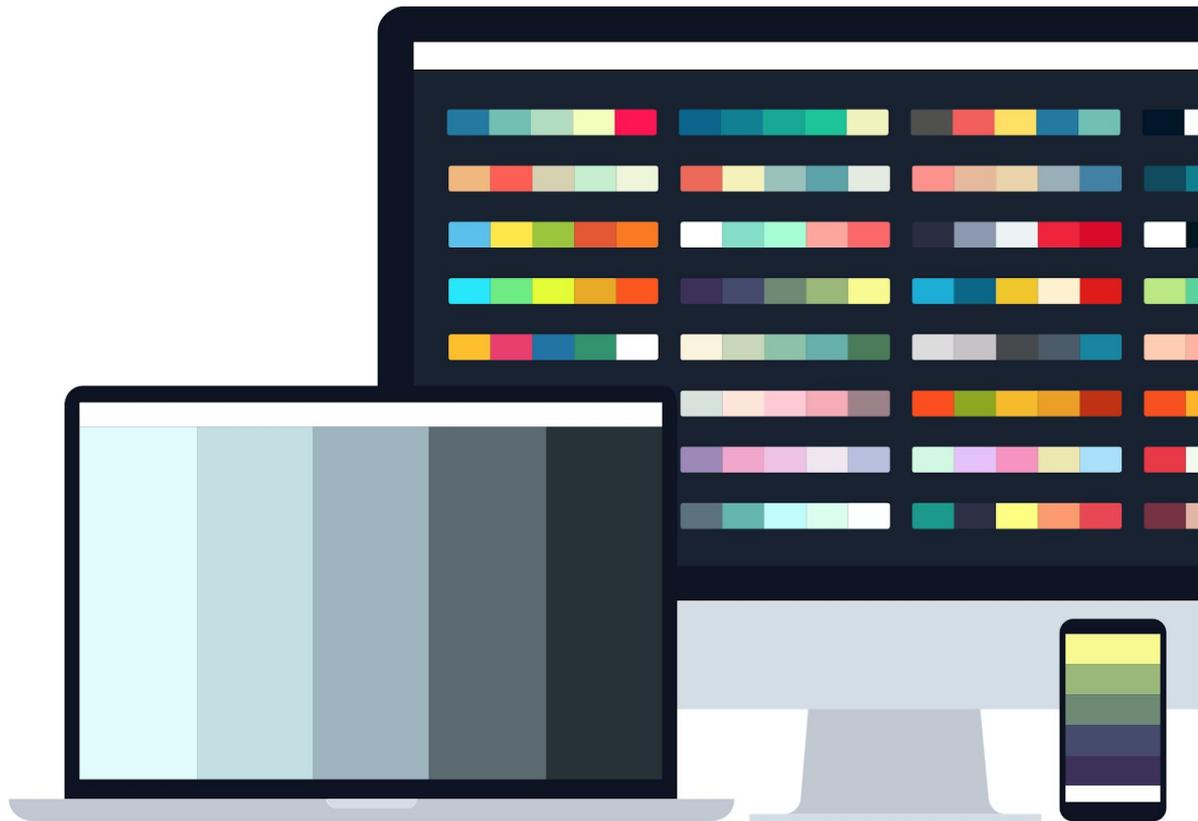


Adobe Add-on



Chrome Extension

New





SIZE

30



Icons for everything

Log in

Over a million curated icons, created by a global community

Search for anything



Keep Browsing



Over 1 Million icons,
royalty-free

Learn more



Get icons in
your workflow

Check out the apps

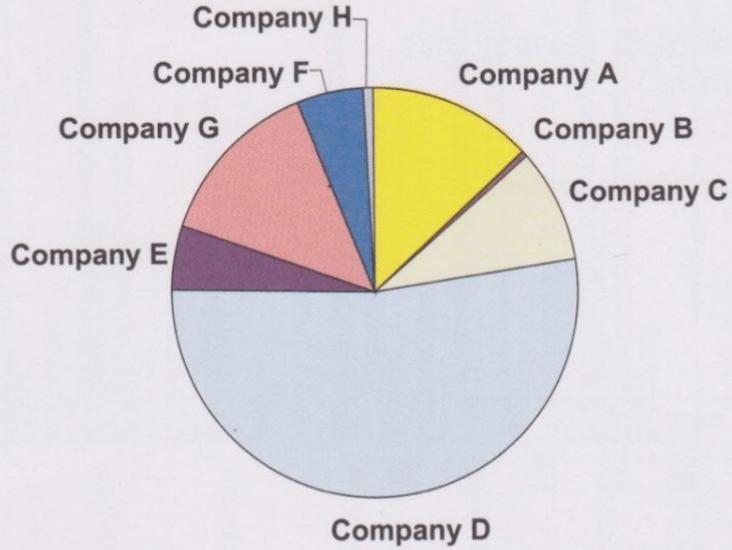


Change colors to get
the perfect hue

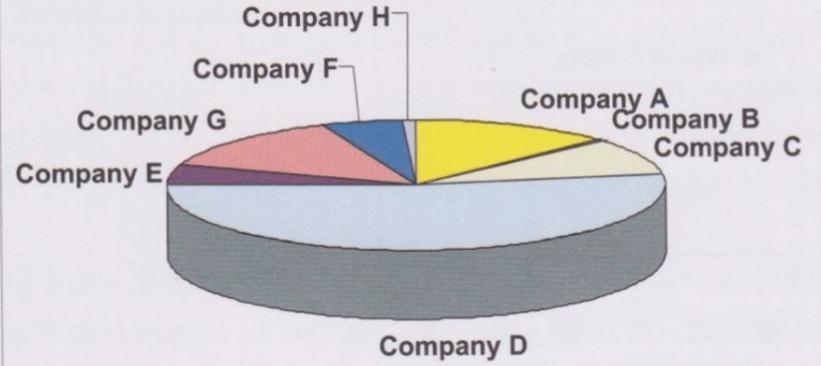
Try out color

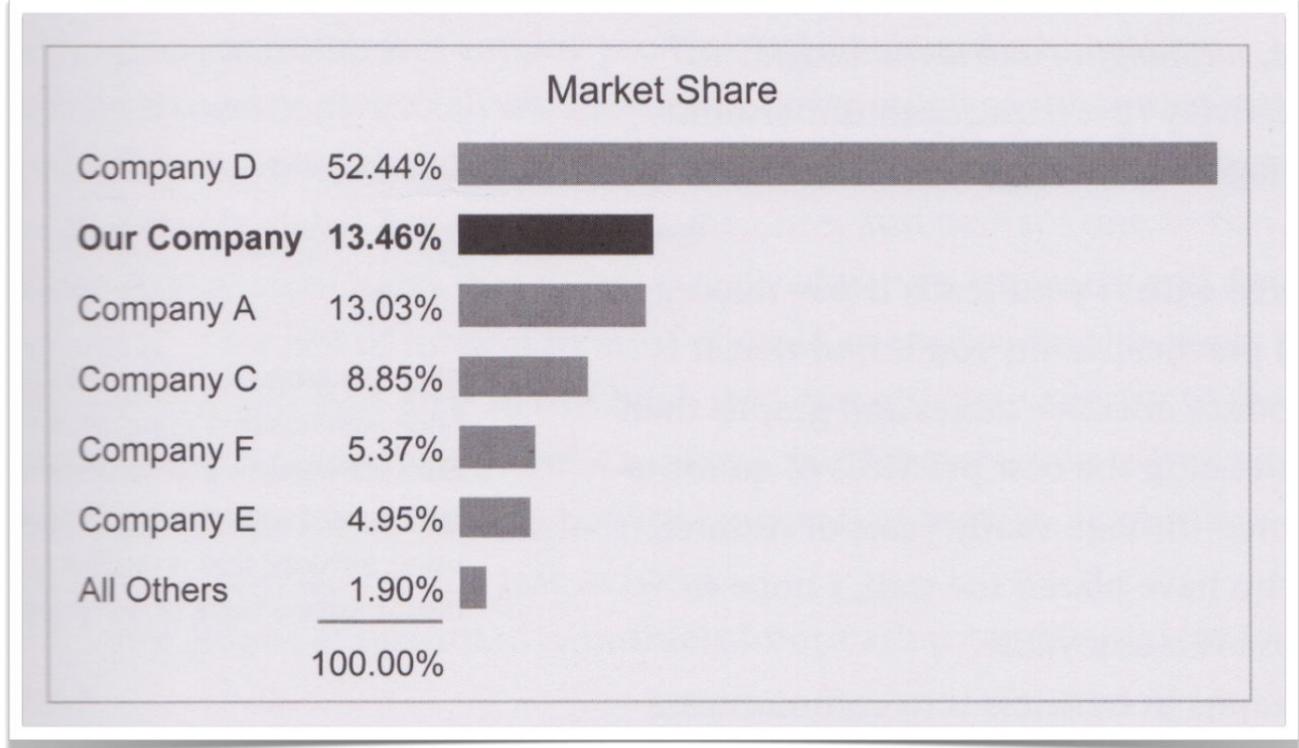
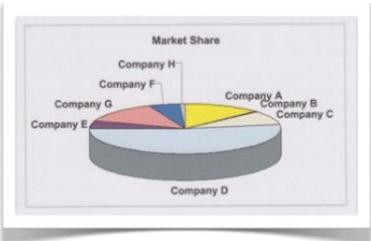
<https://thenounproject.com/>

Market Share



Market Share







START UP

DECK

CHiodo FISSO



OBIETTIVO



AUDIENCE



TEMPO

1

INTESTAZIONE

Nome del progetto, vostro nome, ruolo, indirizzo email e numero di telefono

2

PROBLEMA

Descrivi il bisogno che vai a risolvere e quantificalo.

3

VALUE PROPOSITION

Esponi il tuo valore unico che risolve il bisogno dei clienti

3

MAGIA

Mostra il vantaggio tecnologico o esperienziale del tuo prodotto.

4

BUSINESS MODEL

Elenca le tue fonti di guadagno.

5

GO TO MARKET

Esponi la tua strategia di mercato/marketing

7

COMPETITORS

Elenca i tuoi competitor e valorizza i tuoi punti di differenziazione.



TEAM

Inserisci ruoli, foto, caratteristiche uniche

9

FINANCE

costi e ricavi (possibilmente almeno da uno a tre anni)

10

TIMELINE

Mostra lo stato dell'arte e le tempistiche per arrivare sul mercato e raggiungere risultati importanti.

Some Goals Of A Company



Clients Says

Client testimonials and feedback.

Featured Work Showcase 1



FORWARD.
Your Purpose Google Slides Template

FORWARD.

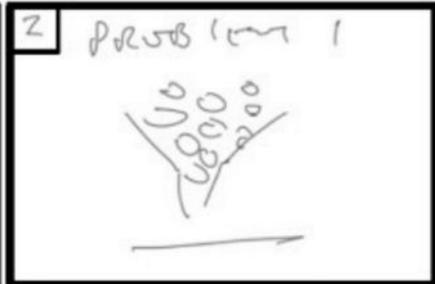
Your Purpose Google Slides Template



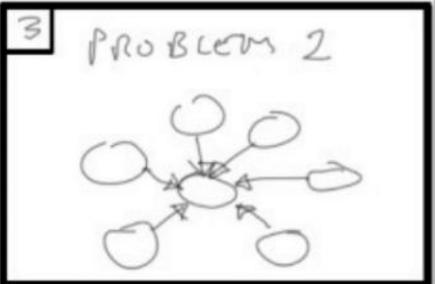
Work Showcase



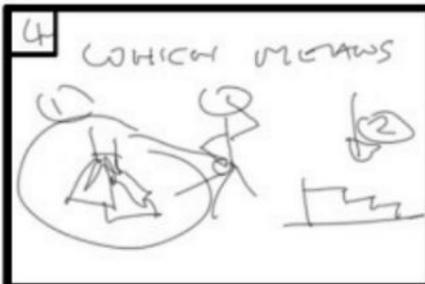
Welcome our guests and make introductions



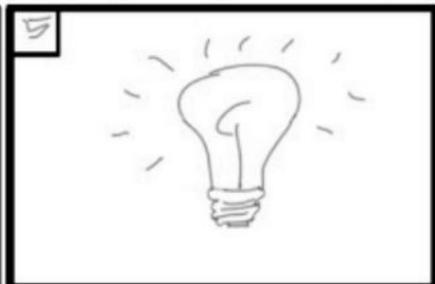
We found out that this is costing you all a lot of money (Animated sequence of coins dropping through a funnel)



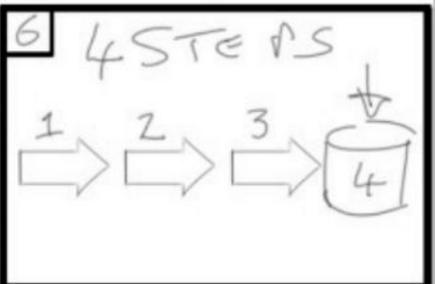
Explain how everything is causing a blockage (Animated arrows into middle circle)



It doesn't leave much cash for us to deal with problem (1. Zoom into empty wallet 2. reserves going down)



Explain how we came to our new way of dealing with the issues. (explain case study 1)



Show how in 4 steps we saved our client over 80% costs and freed up their resources.

http://bit.ly/vitamina_deck

RISORSE

Create *mind-blowing* visual content

Our infographics and data visualizations tell your story, drive traffic, and amplify your social media presence.



AGENCIES

Content Built For Sharing
Social Distribution
Centralized Project Management

[Learn more](#)



BRANDS

Tell Your Story With Data
Increase Social Cred
Create Branded Experiences

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ORGANIZATIONS

Present Your Research
Communicate with Constituents
Publish Don't Perish

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BUSINESS

Dazzle Decision Makers
Simplify Reporting
Share Insights

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Topics



Animals



Business



Computers



Economy



Education



Entertainment



Environment



Food



Gaming



Geography

More Topics 

Infographics and Data Visualizations (24,885)

Filter 

Organize by 

Layout 



infoogr.am

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or

Connect with



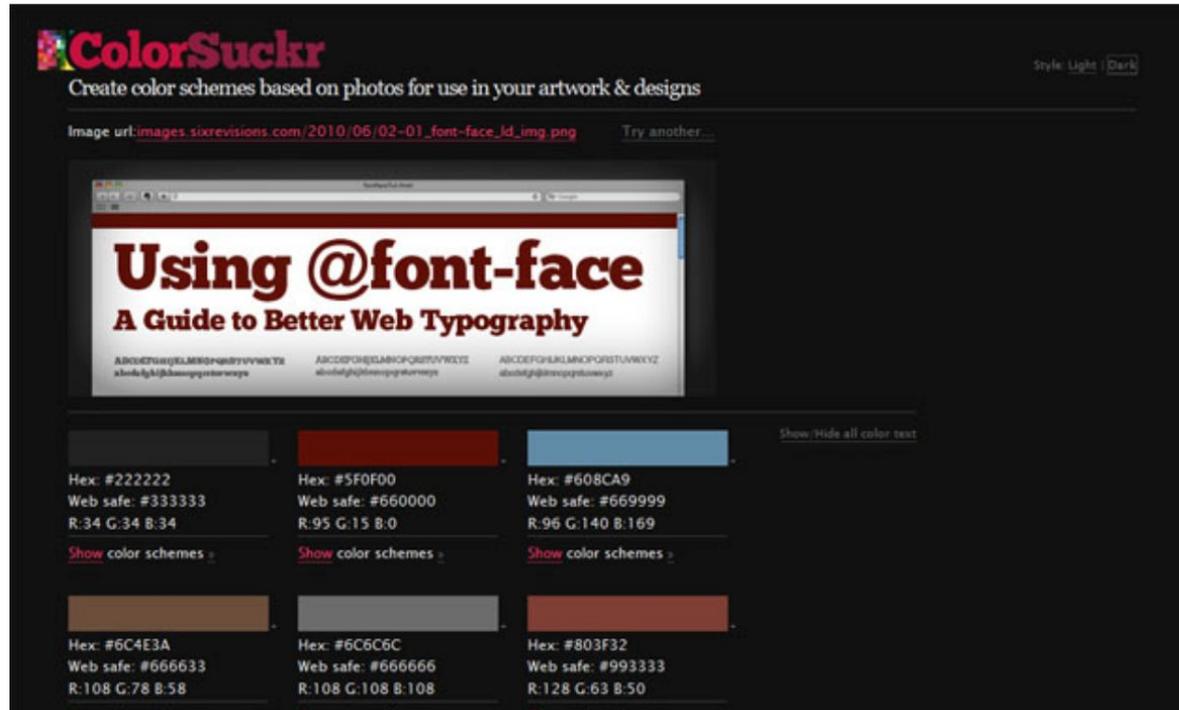
Create interactive infographics



Start now, it's free!

1,752,234 infograms created!

8. **ColorPicker.com** – Questo strumento fa una sola cosa, ma la fa bene: inserisce lo strumento Contagocce che si trova in molti programmi di editing come Photoshop e GIMP sul web. Con un solo pizzico, questo strumento è d'aiuto ai designer che usano spesso questa funzionalità.



A close-up of a black, spherical microphone on a stand in the foreground. The background is a blurred audience of people sitting in a lecture hall or conference room, with rows of blue seats and a green wall in the distance.

PUBLIC

SPEAKING

Cose da **NON** fare...











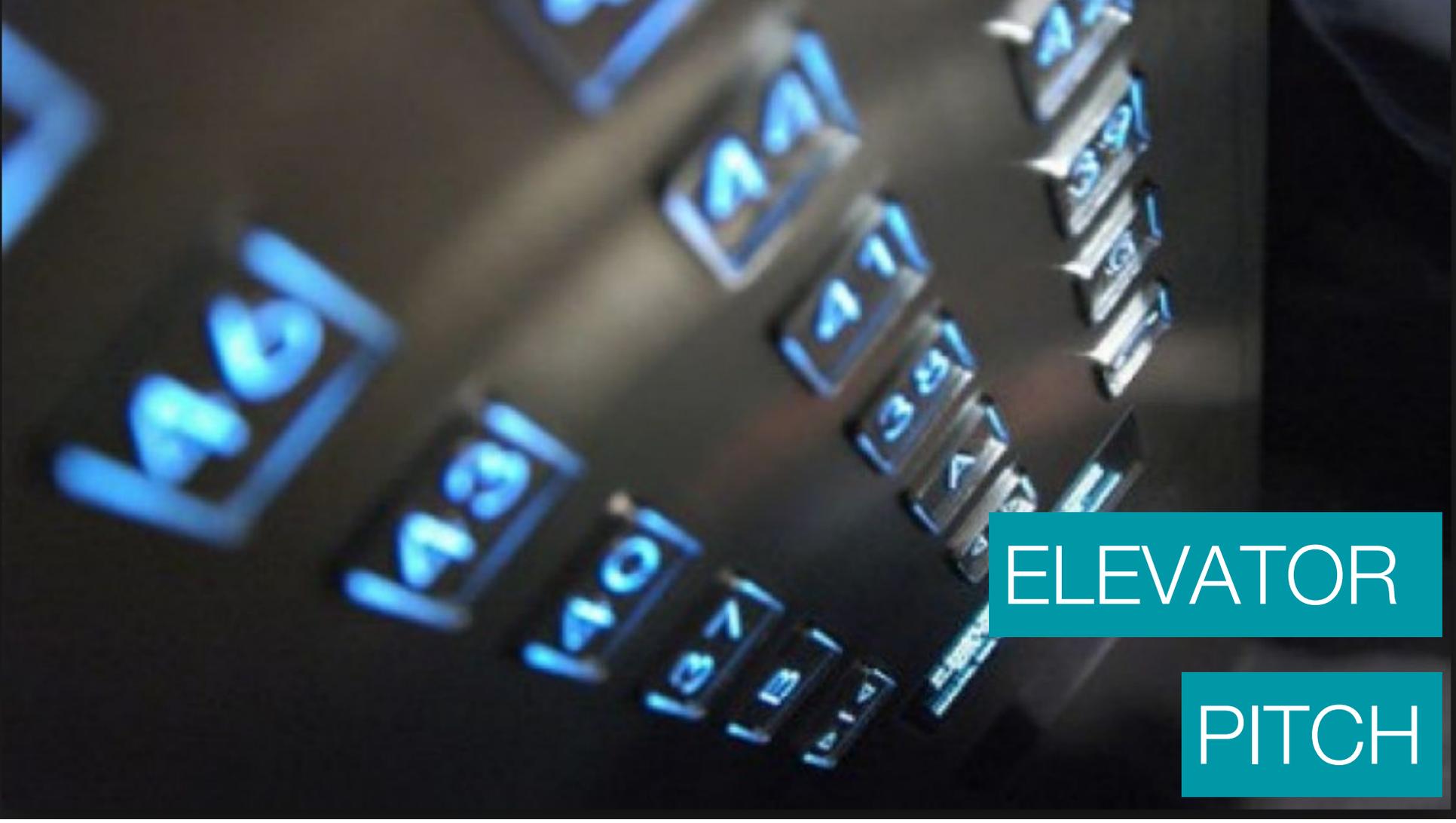








**KEEP
CALM
AND
DO YOUR
HOMEWORK**



ELEVATOR

PITCH

pitch

/pɪtʃ/

verb

try to persuade someone to buy or accept (something).

A simple formula

- State who you are and name of the business
- We solve [**PROBLEM**] by providing [**ADVANTAGE**] to help [**TARGET**] accomplish [**TARGET'S GOAL**]
- We make money by charging [**CUSTOMERS**] to get [**BENEFIT**]
- We launched on [**LAUNCH DATE**] and we have [**METRIC**] growing at [**TRACTION**]
- Now we're looking for

Elevator Pitch sentence structure:

FOR (target customer), WHO HAS
(customer need), (product name) IS A
(market category) THAT (one key benefit).
UNLIKE (competition), THE
PRODUCT (unique differentiator).

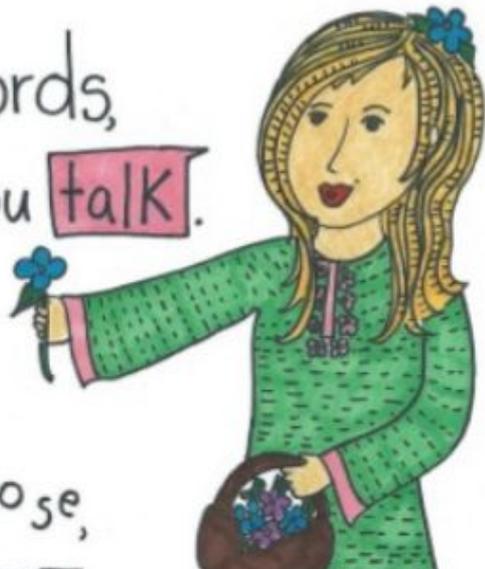


BUON VENTO

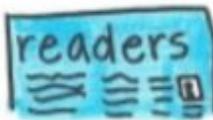
massimo.giacchino@gmail.com

In other words,
write like you **talk**.

"Your voice
should be
natural, loose,



Let your **originality**—
your specialness, your **brand**
personality—come through in
your  online content.

Give  readers or visitors a sense of
a **person** or **point** of .

6. Know your audience.



7. Know how to talk to your audience.



8. Take
a stand.

