

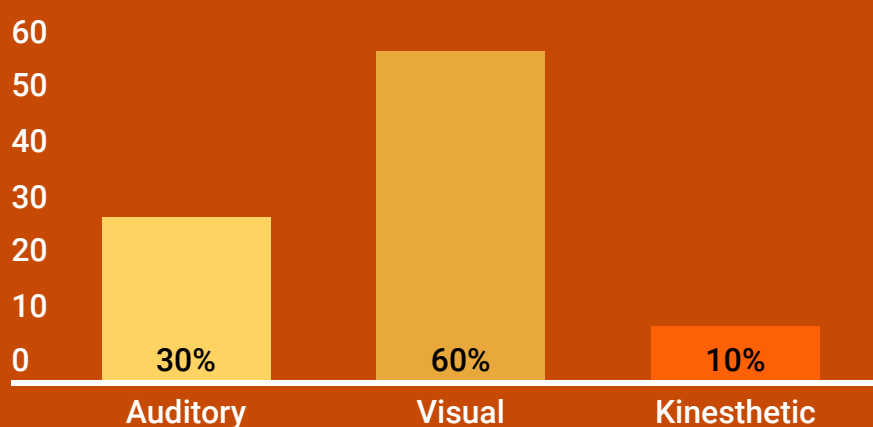
# "Bring it On!"

## Sales and Presentation Self-Study Resources

Game-Changing Personal Development at a Click of a Button

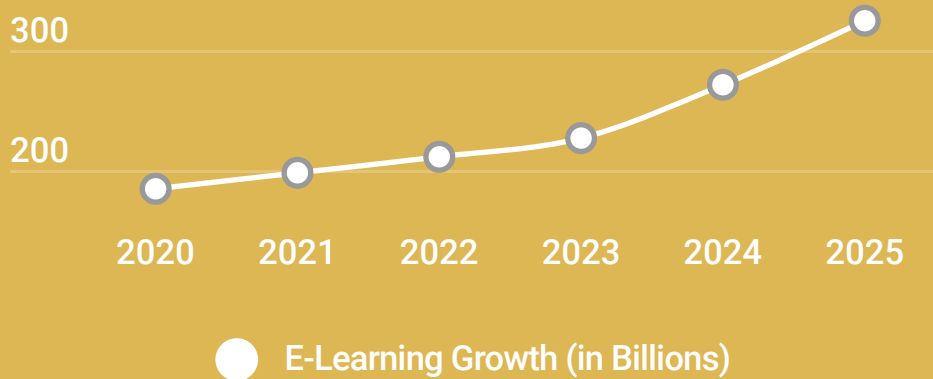
### Audio

"Auditory learners may have a knack for ascertaining the true meaning of someone's words by listening to audible signals like changes in tone."



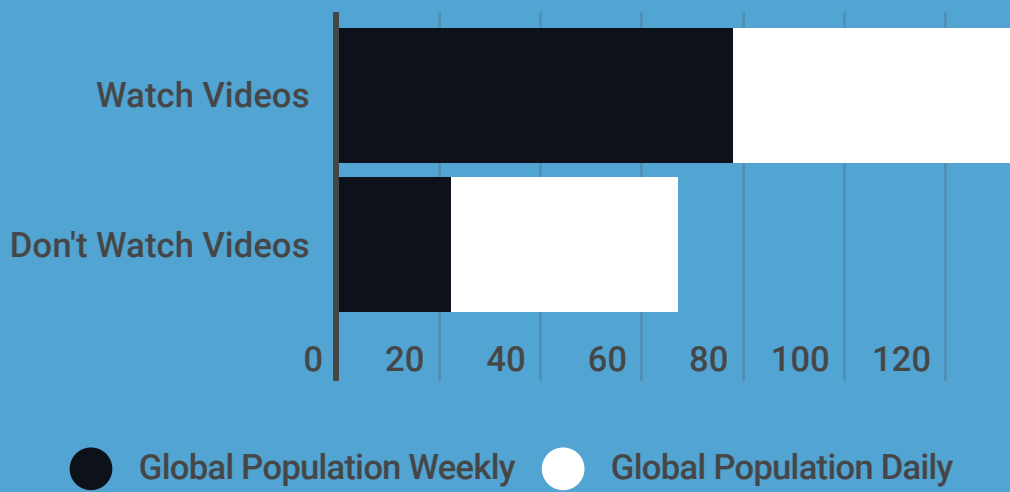
### Web-based Learning

"The worldwide e-learning market is projected to be worth \$325 Billion in 2025."



### Video

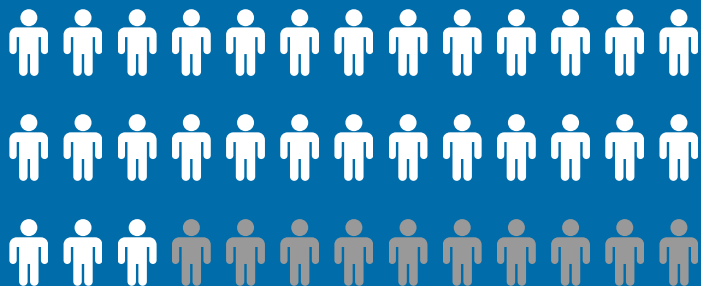
"78% of people watch videos online every week and 55% percent of those watch every day."



### Document

"As of 2018, 74 percent of adults stated that they have read at least one book in the past year."

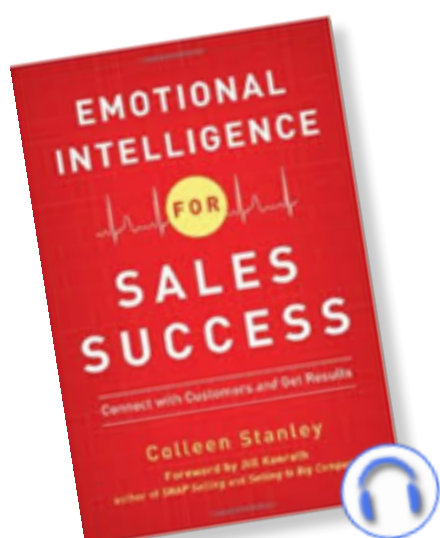
● Readers ● Non-Readers



# Audio Resources



To access each resource, click on the title below.



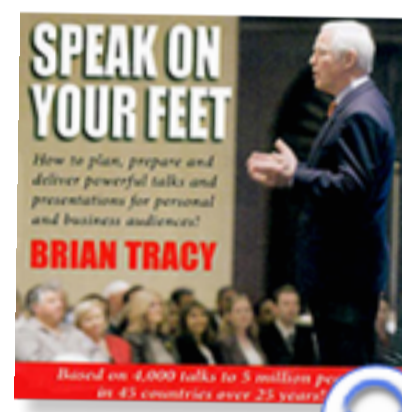
## "Emotional Intelligence for Sales Success: Connect with Customers and Get Results"

Sales trainer and expert Colleen Stanley shows how closely emotional intelligence (EI) is tied to sales performance and how salespeople can sharpen their skills to maximize results. 5 Hours 30 Minutes PES\_95e45290-251c-11e7-8a64-0242c0a80a03



## "Speak on Your Feet"

This edition will teach you how to speak with poise and persuasion in every situation, no matter how large, or small, the audience. Read by the author. 1 Hours 9 Minutes PES\_18366340-485f-11e7-a3d5-debf2104c087



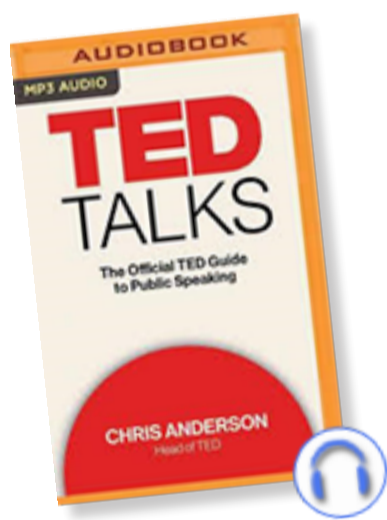
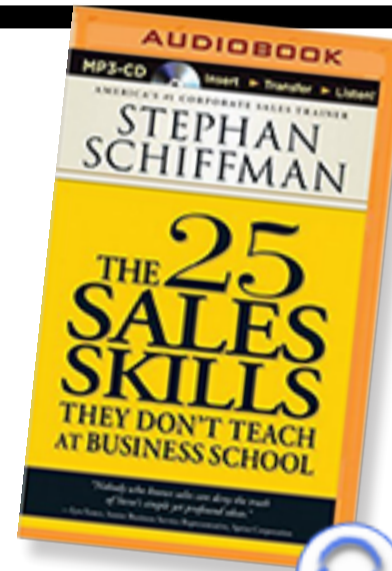
## "Public Speaking to Win: The Original Formula to Speaking with Power"

This edition is your key to delivering effective sales presentations, influencing clients and customers, and speaking persuasively on any topic. Read by one of the authors. 44 Minutes PES\_dadad760-a84e-11e7-9815-2699cdc2bcb2



## "The 25 Sales Skills They Don't Teach at Business School"

In this edition, Stephan Schiffman - the man who's trained more than a half-million salespeople - presents essential skills and techniques that will make you a top sales performer. Read by the author. 1 Hours 42 Minutes PES\_596b3430-4170-11e7-b2f1-9ea6928cc457



## "How to Deliver a TED Talk: Secrets of the World's Most Inspiring Presentations, Revised and Expanded Edition"

This edition is an indispensable resource for any public speaker, whether you're presenting to an audience of one or one thousand. 5 Hours 35 Minutes PES\_7f0a6840-6bc4-11e7-9c12-22fb262b416c



## "The Presentation Secrets of Steve Jobs: How to Be Insanely Great in Front of Any Audience"

This edition demonstrates exactly how to use Steve Jobs' crowd-pleasing techniques in your own presentations, and shows how easy it is to sell your ideas, share your enthusiasm, and wow your audience the Steve Jobs way. Read by the author. 4 Hours 17 Minutes PES\_56c47e30-4170-11e7-a4b7-3e2c370f9d84



## "Scared Speechless: 9 Ways to Overcome Your Fears and Captivate Your Audience"

This edition explores the psychology behind our fears to explain and tame our anxieties surrounding public speaking so that we give effective, entertaining presentations. 5 Hours 56 Minutes PES\_989ce2e0-251c-11e7-b28d-0242c0a80b06



**What's next?** Click a new icon to explore more:



# Web-Based Resources



To access each resource, click on the title below.



## "Negotiating Well and Going for the Close"

Your goal is to secure agreements. Explore the steps in the negotiation process, the proper mind-set, ways to overcome challenges, and the proper negotiation skills. Learn what it takes to bring your sale to a successful close. *21 Minutes*  
*PES\_5630173a-fea5-11e6-8638-0242c0a80b06*

## "Expert Insights on Selling Essentials"

How many boring presentations have you suffered through? Is yours one of them? Follow these simple, easy-to-implement ideas to make your presentations more enjoyable and make sure your audience walks away with a message they will remember. *1 Hour 7 Minutes*  
*PES\_26965371-05cd-11e7-b6c3-0242c0a80802*



## "Fundamentals of Business Storytelling"

Storytelling has long been how humans communicate meaningful information to each other. In this course, you'll learn about the elements of an effective story and audience and strategies for crafting and presenting a business story. *22 Minutes*  
*PES\_bd656590-9e0a-11e7-a1d5-693b338cf942*

## "Getting Your Pitch Heard"

Revolutionary ideas are the stuff of business success. Sharing ideas will help your organizations thrive. In this course you'll learn how to share your ideas in a convincing, succinct, and confident manner that will get them heard. *17 Minutes*  
*PES\_f48a3aa0-6fba-11e8-*



Highly Recommended



## "Ensuring Successful Presentation Delivery"

Presentation excellence can be achieved when the standard of your delivery matches the quality of your content. Having diligently prepared for your presentation, you need to make sure that your delivery is engaging, enthusiastic, composed, and confident. In this course, you'll learn how to set up the right environment for your presentation. *31 Minutes*  
*A\_acm\_05\_a03\_bs\_enus*



Highly Recommended

## "Course Planning an Effective Presentation"

Learn to understand your audience's characteristics, knowledge, needs, and responses, how to organize your presentation's timing, purpose, key points, and approach, and different presentation methods and when they're most effectively used. *24 Minutes*  
*PES\_5626c868-fea5-11e6-8638-0242c0a80b06*



## "Building Your Presentation"

Discover how to write the key parts of a presentation so they're memorable and effective, how to select and use presentation and visual aids, and how to rehearse your presentation. *23 Minutes*  
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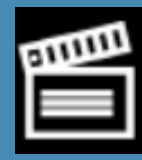
Highly Recommended



**What's next?** Click a new icon to explore more:



# Video Resources



To access each resource, click on the title below.



## ***"Ensuring Successful Presentation Delivery"***

Presentation excellence can be achieved when the standard of your delivery matches the quality of your content. Having diligently prepared for your presentation, you need to make sure that your delivery is engaging, enthusiastic, composed, and confident.

## ***"Developmental Mastery Models"***

Whether your job includes delivering sales pitches, making PowerPoint presentations, or leading team trainings, presentation excellence can only be achieved when the standard of your public speaking matches the quality of your content.



## ***"Expert Insights on Managing Change"***

Change is inevitable, but leaders often face resistance when trying to implement it. A clear vision, a real need for something different, and a sense of purpose go a long way toward advancing change at the office.

## ***"Expert Insights on Selling Essentials"***

Do you have what it takes to make the sale? You need to understand the sales process, meet customers' needs, overcome objections, and build relationships, but you also need to understand how customers decide to make a purchase.



## ***"Agile Stakeholder Engagement and Team Development"***

Agile projects are only successful if the Agile team is cohesive, productive, and engaged. When managing projects for your organization, you must encourage active involvement to ensure your team has a clear understanding of project requirements and stakeholder expectations.

## ***"Presentation Mastery Series"***

Imagine the audience in their underwear—worst advice ever for enhancing your presentation skills! Steve McDermott has the right advice, whether you want to become a professional speaker or take your skills up a notch or two (or more).



## ***"Sales Skills Scenarios"***

MKT3032 is the recorded Sales Skills scenarios. It was intended for HCSC employees who have attended the Sales Skills Mastery courses.

**What's next?** Click a new icon to explore more:




# Document Resources



To access each resource, click on the title below:

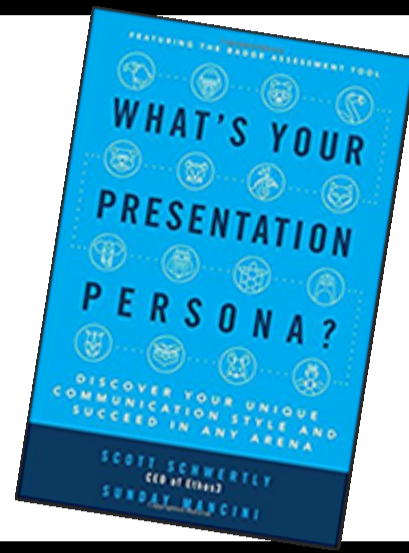


## "Ultimate Presentations: Master the Art of Giving Fantastic Presentations and Wowing Employers"

The ability to deliver outstanding presentations is a lifelong skill that remains relevant throughout an entire career and can boost employability and progression. This book is your one-stop guide to acing that presentation and wowing an employer. 4 Hours PES\_9df1bed7-9be3-4514-b03e-7124ea62624e  Highly Recommended

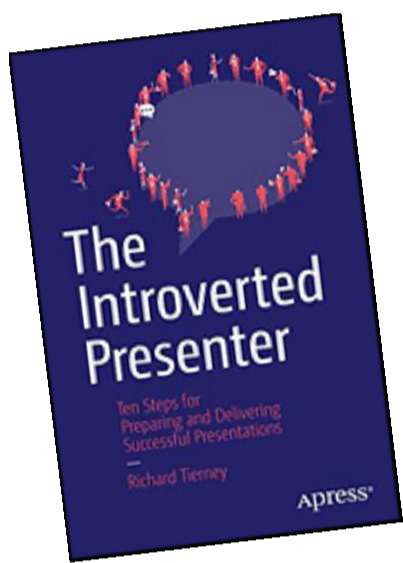
## "What's Your Presentation Persona? Discover Your Unique Communication Style and Succeed in Any Arena"

A practical guide based on a proprietary skill assessment tool—a Myers-Briggs for presenters, this revolutionary book provides tips and strategies that address the core element for becoming a successful presenter: YOU 3 Hours 39 Minutes PES\_0ec476f0-4ca9-11e7-a3d5-debf2104c087




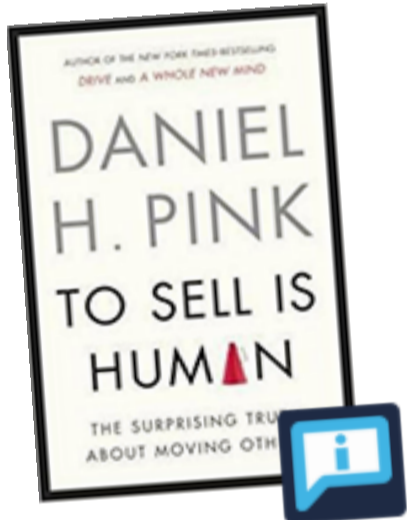
## "The Introverted Presenter: Ten Steps for Preparing and Delivering Successful Presentations"

Laying out a complete process guaranteed to raise you from a debilitating state of terror and aversion to a comfortable place of clarity, calm, and competence—perhaps even brilliance, this concise guide will show you how to deliver competent presentations, no matter how unsuited by nature you might be to the performing arts. 1 Hours 29 Minutes PES\_ae9e8cc0-f348-11e6-b0e2-0242c0a80804



## "Well Said! Presentations and Conversations That Get Results"

Well Said! provides a plethora of tips for crafting polished presentations on every level, from off-the-cuff conversations to major presentations. In this Summary, we discuss the salient points of the book based on our interpretation of its contents. 8 Minutes PES\_bbd98906-19bd-4395-9bc5-5e4d9f4296b8  Highly Recommended

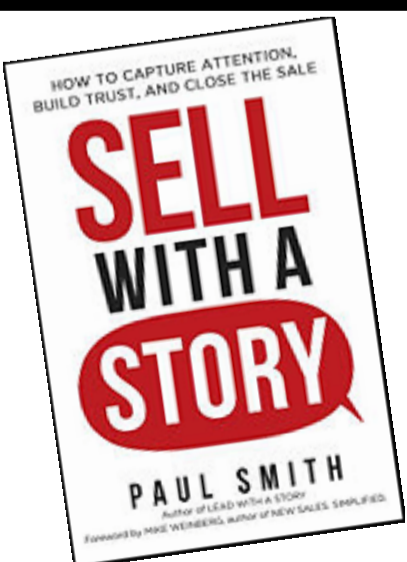
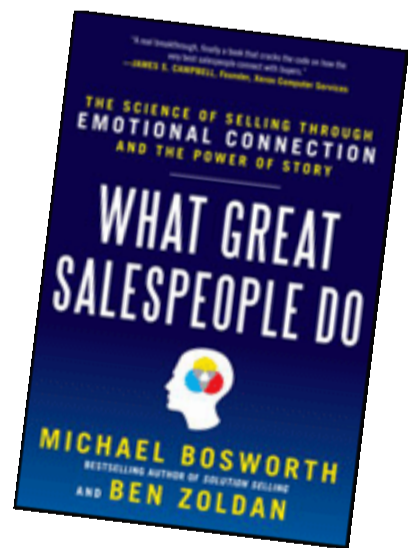


## "To Sell is Human: The Surprising Truth About Moving Others"


To Sell is Human is for anyone who wants to master the art of persuading—or moving—other people, through the art of selling. In this Review, we discuss the salient points of the book based on our interpretation of its contents. 11 Minutes PES\_d85a969b-3891-4adf-8b9f-06b8964c86b9

## "What Great Salespeople Do: The Science of Selling Through Emotional Connection and the Power of Story"

Helping you break down barriers, build trust, forge meaningful relationships, and win more customers, this groundbreaking book challenges some of the most widely accepted paradigms in selling to prove that influencing change in buyers is a skill that anyone can learn. 3 Hours 25 Minutes PES\_0d149a10-f051-11e6-be4a-0242c0a80906



## "Sell with a Story: How to Capture Attention, Build Trust, and Close the Sale"

Complete with model stories, skill-building exercises, and enlightening examples from top companies, this powerful and practical guide gives you the tools you need to turn your experiences into stories that sell. 4 Hours 31 Minutes PES\_19556e80-f402-11e6-bb29-0242c0a80506  Highly Recommended

**What's next?** Click a new icon to explore more:

