

Avoiding **Death** by PowerPoint®

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November 12, 2015



Connecting a World of
Pharmaceutical Knowledge

What is Death By PowerPoint?



What is Death By PowerPoint?

Alternate Titles for Tonight:
Death by 10,000 Bullet Points
Use and Abuse of PowerPoint
Is There Life After PowerPoint?
Stop the Madness with PowerPoint!



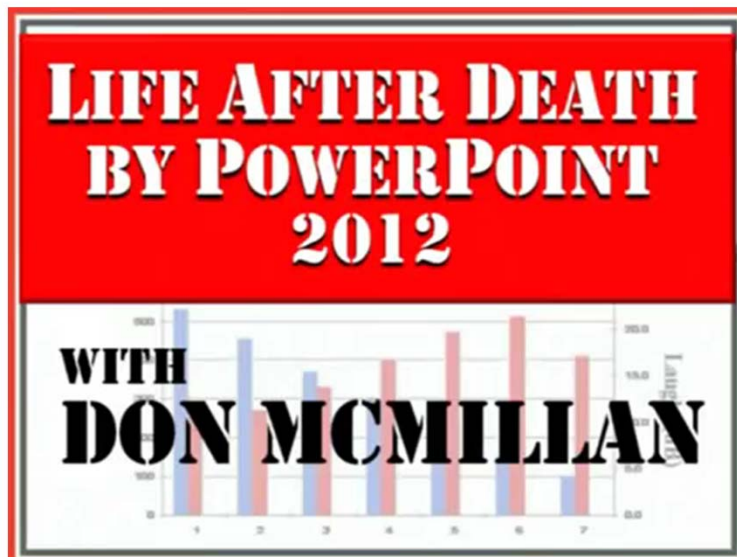
What is Death By PowerPoint?

Rejected Titles for Tonight:
Only YOU Can Prevent Death/PP
Don't PowerPoint Me, Bro!
What Would Steve Jobs Do?
It's the Presentation, Stupid!



What is Death By PowerPoint?

Let's Summarize...



What is Death By PowerPoint?

Background: Death/PP is Real:

Books

Training / Presentations

YouTube

(Don McMillan, TED Talks,
More than 80,000 Results!)



Why Do We Endure PowerPoint?

Used Poorly:

PowerPoint is a Weapon

It Kills Your Presentation

You Look Like an Idiot!



Why Do We Endure PowerPoint?

Used Well:

PowerPoint is a Tool

It Supports Your Presentation

You Look Marvelous!



Why Does Death/PP Perpetuate?
“If I have to sit through one more of
these PowerPoint meetings...”



Why Does Death/PP Perpetuate?

We Learn from Others
Management Expectations
Company Templates
Company Rules



Why Does Death/PP Perpetuate?

We Want to Impress = Data Dump
Good Presentations Take Time
Uncomfortable with Presenting =
Hide Behind Slides



How Do We Break the Cycle?



What's the Secret?

Actually...

It IS All About the Presentation, Bro!

The First Rule is... There ARE No Rules!



What's the Secret?

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It IS All About the Presentation, Bro!

Know Your Audience



What's the Secret?

Actually...

It IS All About the Presentation, Bro!

Trust Your Instincts



What's the Secret?

Actually...

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Prepare, Prepare, Prepare



The Power of PowerPoint
Lies Squarely in Your Hands...

Good Luck!



Thank you



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