

Now complete the sentences with the correct alternative.

- 1 Online banking is mainly used by our younger customers. Many of our older customers consequently / however / therefore find it difficult to handle modern computer technology.
- 2 However / Whereas / Although the euro is quite strong, we managed to increase our exports to the US.
- 3 Whereas / Therefore / Despite we made a profit of \$240,000 last year, this year's profit is only \$110,000.
- 4 On the other hand / Despite / Although the growing demand, we didn't sell more cars than the year before.
- 5 We have to pay more for oil and gas. Consequently / However / Despite our products have become more expensive.
- 6 Poster campaigns are extremely important. Thus / On the other hand / As a result we also need advertisements in daily newspapers.

13 Translate these sentences. Try to use expressions from this unit.

- 1 Podívejme se nyní blíže na tuto tabulku.
- 2 Na další fólii vidíte sumy prodeje za první čtvrtletí.
- 3 Téměř 30 % našich výrobků prodáváme jiným evropským zemím.
- 4 Rád bych upozornil na následující údaje.
- 5 Navzdory softwarovým problémům jsme byli schopni dosáhnout překvapivě dobrých výsledků.
- 6 Rád bych zdůraznil, jak je tato změna důležitá.

14 It's your turn now. Prepare bullet charts based on your own data (or take information from the first three of the following 'Summing up' texts on the next page). Find an effective headline for each bullet chart and present them to a partner.**CHECKLIST FOR VISUALS**

- 1 Prepare each visual carefully and separately.
- 2 Check whether the visual really shows what you are saying.
- 3 Make sure your audience can read the visual (font size and colours).
- 4 Find effective headlines.
- 5 Keep design and content simple.
- 6 Use bullet charts for text.
- 7 Reduce text to a minimum.
- 8 Always prepare audience for visuals.
- 9 Present information clearly and logically.
- 10 Remember the rule of six.





What is important when presenting visuals? Which opinion(s) do you agree with?



Karen Hamilton, Marketing Manager

I think to be effective a good visual must focus on only a few points. It's important not to have too much information on one slide or transparency. Slide overload is bad because people will then spend time reading the slide rather than listening to the presenter. I normally use bullet points to structure information – I never write complete sentences. Headlines are important too.

Keith Sallis, Real Estate Manager

In my opinion the presenter is the focus of the presentation – not the visuals. The key purpose for using a visual aid is to help the audience understand the topic better. So the visuals should only be used to support the presenter's message. A process-flowchart slide, for example, helps people understand visually what you are describing verbally. If a visual distracts the audience's attention from what you're saying, it's useless.

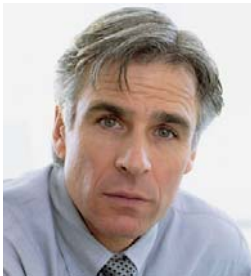


Susan Liu, Export Manager

Above all, a slide or an overhead must be readable. If the audience can't read the slide, they will soon give up. That's why font size is very important. It should be as large as possible, I'd say at least 24. And sometimes it's also a good idea to use different colours to highlight some points. Using many different colours can be confusing though.

Barbora Jelínková, Market Researcher

What you say and what you show should always go together 100%. So when you're not talking about the slide, it shouldn't be visible. I always switch off the display when I'm talking about something that has nothing to do with the slide. If people are busy looking at the slide, they aren't listening to what you're saying. It's better to use the B-key to return to a black screen or replace the slide with some form of 'wallpaper' such as a company logo.

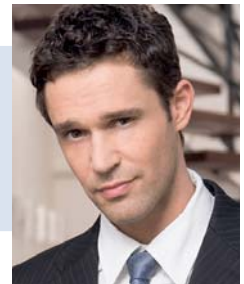


Jaroslav Brukner, Financial Analyst

For me it's very important that the presenter *speaks* to the audience and doesn't *read* to them! The speaker must make eye-contact and not watch the monitor or screen while he or she is talking. I think it's extremely boring when someone just reads slides word for word as if it were an essay or something.

Tony Benetti, Media Consultant

It's called 'Death by PowerPoint' when people use so many sound effects and animations that the audience's attention is completely taken away from the delivery of the message. I think PowerPoint is a fantastic tool, but just because it has so many effects you don't have to use them all. Overuse is overkill here.



Over to you

What kinds of tools and visuals do you normally use in your presentations?
What tips can you think of for using visuals effectively?