

# 7 Mergers and acquisitions

- ▶ different visual aids
- ▶ expressions for describing visuals
- ▶ giving a presentation


## 7.4 Speaking Presentations – visuals

### Discussion

**1** Mark these presentation tools *E* (essential) or *N* (non-essential) to a good presentation, then compare with a partner and explain your choices.


- a laptop     a video projector     a DVD player and TV     a laser pointer  
 a flip chart and pens     a blackboard and chalk     an interactive whiteboard (IWB)  
 a set of handouts     a 35-mm slide projector     presentation software

### Listening for gist

**2**  2:43–2:46 Listen to four presenters. What mistakes are they making? Match extracts 1–4 with the tips for effective presentations a–d below.

- a) Don't put too much data on slides: no more than six lines of text, and no more than six words per line.
- b) Too many visuals confuse the audience: don't overload them with slides.
- c) Don't be too technical: adapt to the target audience, and don't read out text on slides.
- d) Help the audience to understand by introducing, highlighting and explaining the most important information.

### Listening for detail

**3**  2:47 Listen to a better presentation. Which of the three slides a, b, or c below is the presenter describing?

