# DEMO

**Tamás, Polgár**

**Great Demo!** Peter E. Cohan,2005-03 Have you ever seen a bad software demo ? Peter Cohan helps organizations put the Wow! into their demos to make them crisp, compelling and successful - to get the job done. He has had roles in four corners: technical, product and field marketing (he was banished to Basel, Switzerland for two years for bad behavior); sales and sales management; senior management (he built a business unit up from an empty spreadsheet into a $30M per year operation); and, in this last role, he has been that most important of all possible entities, a customer Peter Cohan leverages twenty-five years of experience in selling and marketing business software and as a customer. The Great Demo! method comes directly from extensive firsthand experiences in developing and delivering software demonstrations, and in coaching others to achieve surprisingly high success rates with their sales and marketing demos. For more information on demonstration methods, guidelines and tips, explore the author's website at www.SecondDerivative.com or contact the author directly at PCohan@SecondDerivative.com.

Demo Men Gary R. Smith,1997 Readers take a nerve-jangling ride into risky operations where a single mistake is paid for in blood, loss of limbs, or death. From savagely simplistic Vietnamese explosives to modern HEAT munitions in Kuwait, this book chronicles a history of heroic and horrific incidents. This is a fascinating salute to a special breed of men who handle death with an iron grip.

*Just F*ing Demo!* Rob Falcone,2014-09-21 NOTE - This book is intentionally brief (40 pages), aimed at a reader with minimal free time looking to immediately improve their demo.Why do so many demos of revolutionary, game-changing products end with confused investors, overwhelmed buyers, and lost dollars? People leading demos are being forced to fit an ever-expanding feature set into their audience's ever-shrinking attention span. Making matters worse, those leading the demos can rarely afford to spend months at a time figuring out how to improve their success rates. In Just F*Ing Demo!, Rob Falcone outlines the tactics that helped him overcome these challenges, lead clear, relevant demos, and exceed revenue generation goals quarter after quarter. The book will teach readers: - How to structure a demo; - How to ask questions that uncover what your audience truly cares about; - How to translate audience needs into a flow that is extremely easy to follow; - How to use simple but powerful interpersonal tactics within the demo itself. Just F*Ing Demo! distills Falcone's highly successful training program into an intentionally concise yet impactful read. From the entrepreneur seeking investment to the sales professional chasing a deal, anyone can carve out a few hours, read this book, and immediately make their demos kick ass.

Create and Deliver a Killer Product Demo Oscar Santolalla,2018-12-10 Create great product demos and sell more of your product with the strategies and inspiration in this book. Insightful interviews are presented with professionals who are giving killer product demos in several types of businesses today. The strategies taught in this book are based on the analysis of product demos that made history and brought millions to their companies (Apple, Intel, Microsoft, Tesla, and more). Every day thousands of companies give demos to sell their products. In pre-sales for enterprise software a bad demo can make your product look too complex to the point where decision makers won't buy it. In Software-as-a-Service (SaaS) you need to quickly convert signups into active and paying users. At a product launch event you want a perfect demo that is both persuasive and memorable. Remember Steve Jobs? What You'll LearnApply a simple step-by-step method to create effective product demonstrationsKnow the 5 steps to create a wow moment Study the first exhaustive analysis of product demos that made history: Douglas Engelbart's Mother of All Demos; Steve Job's Macintosh, iPod, and iPhone; and many moreAvoid common mistakes and maximize your presence as a technical presenter Align your demo with your sales process in enterprise software, Software-as-a-Service (SaaS), mobile apps, etc.Be aware of trends in technology for product demosWho This Book Is For Startup entrepreneurs, sales engineers, executive or sales representatives, and other professionals

**Demo: Poems** Charlie Smith,2020-04-07 A dazzling volume that gushes with the rhythms of life and language, from award-winning poet Charlie Smith. Moving through shades of darkness and light, Charlie Smith captures a refracted view of a disturbed, disintegrating world. Demo explores landscapes both natural and urban, probing the places where the two overlap. Its narrator is at once wanderer and witness, living among streets where flowers are covered with dust and smells of Mexican food and Chinese cooking fill the air. The poet finds a resurgence of life in the ruins, reminding us once again "that we don't really know what beauty is until we've looked hard at the horror that throws beauty into bright relief" (David Kirby, New York Times).

**Making a Game Demo** Chad Gregory Walker,Eric Walker,Jani Kajala,2005 Making a Game Demo: From Concept to Demo Gold provides a detailed and comprehensive guide to getting started in the computer game industry. Written by professional game designers and developers, this book combines the fields of design, art, scripting, and programming in one book to help you take your first steps toward creating a game demo. Discover how the use of documentation can help you organize the game design process; understand how to model and animate a variety of objects, including human characters; explore the basics of scripting with Lua; learn about texturing, vertex lighting, light mapping, motion capture, and collision checking. The companion CD contains all the code and other files needed for the tutorials, the Ka3D game engine, the Zax demo, all the images in the book, demo software, and more!

Freax Tamás, Polgár,2016-04-17 FREAX – the biggest book ever written about the history of the computer demoscene. The book tells the complete history of the Commodore 64 and the Amiga, both about the machines and about the underground subcultures around them, from the cracker- and warez-scene to the demoscene, from hacking and phreaking to the ASCII art scene. Interviews with scene celebrities, former key persons of the computer industry, citations from contemporary magazines and fanzines make the narrative history of the big adventure complete. The book contains 350 pages and is illustrated with 480 color photos and screenshots. This is the comprehensive guide to the golden era of home computers.

**Demos** George Gissing,1908

**Great Demo!** Peter E. Cohan,2023 Many presales, sales, marketing, and customer success practitioners say they are skilled at doing demos - but are they?--Back cover

*This Will Make It Taste Good* Vivian Howard,2020-10-20 An Eater Best Cookbook of Fall 2020 From caramelized onions to fruit preserves, make home cooking quick and easy with ten simple kitchen heroes in these 125 recipes from the New York Times bestselling and award-winning author of Deep Run Roots. "I wrote this book to inspire you, and I promise it will change the way you cook, the way you think about what's in your fridge, the way you see yourself in an apron." Vivian Howard's first cookbook chronicling the food of Eastern North Carolina, Deep Run Roots, was named one of the best of the year by 18 national publications, including the New York Times, USA Today, Bon Appetit, and Eater, and won an unprecedented four IACP awards, including Cookbook of the Year. Now, Vivian returns with an essential work of home-cooking genius that makes simple food exciting and accessible, no matter your skill level in the kitchen.  Each chapter of This Will Make It Taste Good is built on a flavor hero—a simple but powerful recipe like her briny green sauce, spiced nuts, fruit preserves, deeply caramelized onions, and spicy pickled tomatoes. Like a belt that lends you a waist when you're feeling baggy, these flavor heroes brighten, deepen, and define your food. Many of these recipes are kitchen crutches, dead-easy, super-quick meals to lean on when you're limping toward dinner. There are also kitchen projects, adventures to bring some more joy into your life. Vivian's mission is not to protect you from time in your kitchen, but to help you make the most of the time you've got. Nothing is complicated, and more than half the dishes are vegetarian, gluten-free, or both. These recipes use ingredients that are easy to find, keep around, and cook with—lots of chicken, prepared in a bevy of ways to keep it interesting, and common vegetables like broccoli, kale, squash, and sweet potatoes that look good no matter where you shop. And because food is the language Vivian uses to talk about her life, that's what these recipes do, next to stories that offer a glimpse at the people, challenges, and lessons learned that stock the pantry of her life.

**A National Plan for Energy Research, Development & Demonstration** United States. Energy Research and Development Administration,1975

**Hal Leonard Cajon Method** Paul Jennings,2015-05-01 (Percussion). This beginner's guide for anyone learning to play the cajon take you through the basics of the instrument and its techniques. The accompanying

online videos include demonstrations of many examples in the book. Topics covered include: playing position * notation * bass and slap tone exercises * grooves * changing pitch * foot slide exercises * finger doubles and triples * playing with brushes * and much more.

Hackish C++ Games & Demos Michael Flenov,2006 This guide to maximizing visual effects and optimizing graphics for game programming with C++ and DirectX is a practical introduction to the latest C++ technologies and techniques. The new concept of demo coding—a program whose purpose is to present the technical and artistic skills of programmers—is provided, as is help for programmers demonstrating their new skills in creating 2-D and 3-D games and demo scenes. An accompanying CD-ROM includes demo scenes, game-development projects, and examples from the book.

bookdown Yihui Xie,2016-12-12 bookdown: Authoring Books and Technical Documents with R Markdown presents a much easier way to write books and technical publications than traditional tools such as LaTeX and Word. The bookdown package inherits the simplicity of syntax and flexibility for data analysis from R Markdown, and extends R Markdown for technical writing, so that you can make better use of document elements such as figures, tables, equations, theorems, citations, and references. Similar to LaTeX, you can number and cross-reference these elements with bookdown. Your document can even include live examples so readers can interact with them while reading the book. The book can be rendered to multiple output formats, including LaTeX/PDF, HTML, EPUB, and Word, thus making it easy to put your documents online. The style and theme of these output formats can be customized. We used books and R primarily for examples in this book, but bookdown is not only for books or R. Most features introduced in this book also apply to other types of publications: journal papers, reports, dissertations, course handouts, study notes, and even novels. You do not have to use R, either. Other choices of computing languages include Python, C, C++, SQL, Bash, Stan, JavaScript, and so on, although R is best supported. You can also leave out computing, for example, to write a fiction. This book itself is an example of publishing with bookdown and R Markdown, and its source is fully available on GitHub.

Demo Brian Wood,2015-04-07 It's hard enough being a teenager. Now try being a teenager with powers. Demo chronicles the lives of young people who are on their separate journeys to self-discovery in a world--just like our own--where being different is feared. This definitive edition of Demo by Brian Wood (The New York Four, The Massive) and Becky Cloonan (The True Lives of the Fabulous Killjoys) collects the entirety of the series, eighteen short stories across multiple genres, and stands as an indie comics classic

Demonstrating to Win! Robert Riefstahl,2011-07 The demonstration or presentation of complex products like technology or medical devices is like leading a person over a treacherous ravine. Throughout a demo or presentation, your prospect wants to run back to the relative safety of their existing world. This book will help you comfortably lead your prospect to your solution and make you the best demonstrator and presenter in your field! Tactics that you will find useful include: *Identifying and avoiding Demo Crimes *Winning demo techniques like Tell-Show-Tell *Building a value case for your solution *Managing your audience and reading their personalities *Creating winning themes *Performing differentiating Web demos and presentations *Conducting high value Discoveries *Managing your room environment *Winning teamwork techniques We are an idea company that has built a deep set of actionable techniques and strategies derived from years of working with the most innovative and successful companies in the world. Our clients include Microsoft, SAP, Oracle, IBM, Getinge and many others. We adapted the ideas in this book based upon training thousands of highly paid, highly experienced professional demonstrators and presenters in every region of the world thus making it globally applicable and effective. We understand that the very best ideas are judged by their impact, and our clients validate the impact of our concepts through increased sales effectiveness every day. Don't miss out on this opportunity to truly differentiate your products and services.

Demo Brian Wood,2005 Collects the twelve original scripts of the comic book series Demo.

A Demo a Day Borislaw Bilash,Shields. Martin,2001

Rocket Surgery Made Easy Steve Krug,2009-12-08 It's been known for years that usability testing can dramatically improve products. But with a typical price tag of $5,000 to $10,000 for a usability consultant to conduct each round of tests, it rarely happens. In this how-to companion to Don't Make Me Think: A Common Sense Approach to Web Usability, Steve Krug spells out a streamlined approach to usability testing that anyone can easily apply to their own Web site, application, or other product. (As he said in Don't Make Me Think, It's not rocket surgery.) Using practical advice, plenty of illustrations, and his trademark humor, Steve explains how to: Test any design, from a sketch on a napkin to a fully-functioning Web site or application Keep your focus on finding the most important problems (because no one has the time or resources to fix them all) Fix the problems that you find, using his The least you can do approach By paring the process of testing and fixing products down to its essentials (A morning a month, that's all we ask), Rocket Surgery makes it realistic for teams to test early and often, catching problems while it's still easy to fix them. Rocket Surgery Made Easy adds demonstration videos to the proven mix of clear writing, before-and-after examples, witty illustrations, and practical advice that made Don't Make Me Think so popular.

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