

# Demo

Peter E. Cohan

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](http://www.SecondDerivative.com) or contact the author directly at [PCohan@SecondDerivative.com](mailto:PCohan@SecondDerivative.com).

**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 Learn Apply a simple step-by-step method to create effective product demonstrations Know 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 more Avoid 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 demos Who This Book Is For Startup entrepreneurs, sales engineers, executive or sales representatives, and other professionals

**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.

**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.

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

**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).

**Demos** George Gissing, 1908

**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.

*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

**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!

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

**Today Demo** Lin, 2016-02-26 Wedney Ainsworth has just broken up with her rich boyfriend, and shes

feeling lost. Luckily, she's invited to a party hosted by the Knox family, and feeling sorry for herself, she goes intending to get as drunk as she can. Meanwhile, the voice of her mother echoes in her mind: Every girl in the world is special to her prince, she had told her. But Wednesday's faith in that fairy tale died along with her mother. Despite that outlook, she's whisked into a fairy tale of sorts when a handsome man named Eric invites her to dance at the party. Even when she gets sick, he acts like the perfect gentleman. Spread throughout the romance is vocabulary essential to scoring well on the Graduate Record Examination. Dozens of words such as extraneous, imperturbable, aberrant, insouciant, coquette, emollient, and aesthetic are incorporated into the story and defined at the bottom of each page. The romance also includes lessons that will help you live life to the fullest. Join Wednesday on a wild night that leads to a romantic adventure, and learn essential vocabulary along with lessons that promote embracing life and making the most of Today.

**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.

The Micah Paradigm Kelly Demo, Barbara McCall, 2022-09-27 Do you believe in a child's ability to make a difference in their community? Do you see youth as agents of change in the world? We do, too. Micah 6:8

urges us to do justice, love mercy, and walk humbly with God. Guided by this mandate and three child development models (cognitive, social, and spiritual), we have created a practical guide for church leaders to develop a culture of mercy and justice in their church. No matter the size of your congregation, this model will help the Christian educator, youth minister, or pastor who wants to empower their community's children and youth. Starting in preschool, our Helpers learn the concept of mercy as helping others. By the time they become Co-Creators in high school, they are engaging in justice work that takes on the powers of the world and walking humbly, in solidarity, with the poor and marginalized of the world.

**Beyond the Average Divorce** David H. Demo, Mark A. Fine, 2009-04-08 **Beyond the Average Divorce** provides marriage and family scholars and students a rich depiction of how children and adults of all ages respond to diverse divorce experiences. Rather than emphasizing means and averages in looking at typical family reactions to divorce, authors David H. Demo and Mark A. Fine emphasize variability and change over time in the pre-divorce, divorce, and post-divorce process. The book's three parts explore theoretical and methodological tools for studying divorce, the divorce process and its multiple pathways, and future directions in research. **Key Features** Includes cutting-edge research on how children are affected by multiple transitions in family structure and parenting arrangements during the divorce process Covers the most common causes of divorce and how the family environment deteriorates during the years leading up to divorce Provides easy-to-understand descriptions and examples of how specific research methods can be used to study divorce Offers a dynamic theoretical model of divorce and how it is experienced by family

members in a wide variety of family situations Discusses policy implications as well as directions for future theoretical, research, and clinical work in this vital area **Beyond the Average Divorce** is intended as a core textbook for use in upper-level undergraduate or graduate courses in Family Stress and Divorce, Dysfunctional Families, Sociology of the Family, and Couples, Marriage, and Family Counseling.

**Wind-tunnel Test of a Full-scale, 1.1 Pressure Ratio, Ducted Lift-cruise Fan** Demo J. Giulianetti, Victor R. Corsiglia, 1964

Demo J. Torres, 2014-02-28 Join Robin, Cyborg, Beast Boy, Starfire, and Raven as they battle for truth, justice and pizza! In this adventure, the creepy kids from the HIVE Academy - Jinx, Gizmo, and Mammoth - have hacked into the Titans Tower game system, and the Titans get caught in a virtual reality gone mad!

*Reel Success* Cheryl Cabrera, 2017-07-26 Are you an animator looking to get your foot in the door of the top studios? Break it down with Reel Success. It's tough to get a job in the animation industry if you don't have a demo reel and portfolio that reflects your unique style and incredible talents. The reception of that reel will make or break you; so it's no wonder that creating a demo reel can be such a daunting task. Reel Success by Cheryl Cabrera can help. This book guides you through putting the right content into your portfolio, how to cater to the right audience, and how to harness the power of social media and network effectively. Accompanied by case studies of actual students' demo reels, this book teaches how to develop a critical eye toward effective and ineffective demo reels. Reel Success offers you real successful: Best practices for animators looking to get their foot in the door or remain active in a competitive market. Examples of demo reels, featuring techniques beyond just animation for Concept, Story, Layout, Modeling,



and Effects Lighting Actual student experiences, professional animator's techniques, and recruiter insights to help you get the inside track in the animation industry.

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 Made Easy* 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.

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

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