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The companion workbook, Unfolding the Napkin, helps readers put Roam's principles into practice with step-by-step guidelines. It's filled with detailed case studies, guided do-it-yourself exercises, and plenty of blank space for drawing.

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Unfolding the Napkin: The Hands-On Method for Solving Complex Problems with Simple Pictures Paperback - 29 December 2009 by Dan Roam (Author)

Unfolding the Napkin: The Hands-On Method for Solving ...

Whereas The Back of the Napkin introduces the core concepts of the visual problem-solving (or whatever-solving) process, Unfolding the Napkin develops and extends the same concepts to wider, deeper , and more valuable applications. Yes, Dan Roam really does take a "hands-on" approach...and the hands belong to his reader. Bravo!

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An efficient greeter knows what seats are available. The guest should not have to wait for this information. The greeter, when not engaged in greeting and se...

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The sequel, "Unfolding the Napkin" (which I also read) is better thought out, serves more as a method, and contains more visual examples - but it still rehashes pretty much the same material as the first book in order to make its point, so reading both books was redundant in my opinion.

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An original workbook companion to the acclaimed business bestseller The Back of the Napkin Dan Roam's The Back of the Napkin, a BusinessWeek bestseller, taught readers the power of brainstorming and communicating with pictures. It presented a new and exciting way to solve all kinds of problems-from the boardroom to the sales floor to the cubicle jungle. The companion workbook, Unfolding the Napkin, helps readers put Roam's principles into practice with step-by-step guidelines. It's filled with detailed case studies, guided do-it-yourself exercises, and plenty of blank space for drawing. Roam structured the book as a complete four-day visual-thinking seminar, taking readers step-by-step from "I can't draw" to "Here is the picture I drew that I think will save the world." The workbook teaches readers how to: •Improve their three "built-in" visual problem solving tools. •Apply the four-step visual thinking process (look-see-imagine-show) in any business situation. •Instantly improve their visual imaginations. •Learn how to recognize the type of problem to choose the best visual solution. If The Back of the Napkin was a guide to fine dining, Unfolding the Napkin is the cookbook that will soon be heavily marked up and dogeared.

An expanded guide to enhancing analytical skills by building up one's intrinsic abilities is a primer for business leaders on how to develop ideas and enable faster results using to-the-point visual methods. Original.

Ever been to so many meetings that you couldn't get your work done? Ever fallen asleep during a bulletpoint presentation? Ever watched the news and ended up knowing less? Welcome to the land of Blah Blah Blah. The Problem: We talk so much that we don't think very well. Powerful as words are, we fool ourselves when we think our words alone can detect, describe, and defuse the multifaceted problems of today. They can't-and that's bad, because words have become our default thinking tool. The Solution: This book offers a way out of blah-blah-blah. It's called "Vivid Thinking." In Dan Roam's first acclaimed book, The Back of the Napkin, he taught readers how to solve problems and sell ideas by drawing simple pictures. Now he proves that Vivid thinking is even more powerful. This technique combines our verbal and visual minds so that we can think and learn more quickly, teach and inspire our colleagues, and enjoy and share ideas in a whole new way. The Destination: No more Blah-Blah-Blah. Through Vivid Thinking, we can make the most complicated subjects suddenly crystal clear. Whether trying to understand a Harvard Business School class, or what went down in the Conan versus Leno battle for late-night TV, or what Einstein thought about relativity, Vivid Thinking provides a way to clarify anything. Through dozens of guided examples, Roam proves that anyone can apply this systematic approach, from leftbrain types who hate to draw to right-brainers who hate to write. This isn't just a book about improving communications, presentations, and ideation; it's about removing the blah-blah- blah from your life for good.

"If I tell you the truth, if I tell it with a story, and if I tell that story with pictures, I can keep you glued to your seat. Let me show you how." For the vast majority of us, giving a presentation is an extremely difficult and nerve-wracking process, whether we're in a one-on-one meeting, a conference room with a dozen strangers, or a lecture hall in front of thousands. But according to Dan Roam, the visual communications expert and acclaimed author of The Back of the Napkin, it doesn't have to be so hard. We struggle when we forget the basic steps we learned in kindergarten: show and tell. In this short but powerful book, Roam introduces a new set of tools for making extraordinary presentations in any setting. He also draws on ideas he's been honing for more than two decades, as an award-winning presenter who has brought his whiteboard everywhere from Fortune 500 companies to tiny startups to the White House. Even if you're already a good speaker, you'll learn more about understanding your audience, organizing your content, building a clear storyline, creating effective visuals, and channeling your fear into fun. And you'll master three fundamental rules: • When we tell the truth, we connect with our audience, we become passionate, and we find self-confidence. • When we tell a story, we make complex concepts clear, we make ideas unforgettable, and we include everyone. • When we use pictures, people see exactly what we mean, we captivate our audience's mind, and we banish boredom. From nailing the opening to leaving a lasting impression, you'll soon be able to give the performance of a lifetime . . . time after time. PLEASE NOTE: This ebook edition of SHOW AND TELL is carefully laid out to match the print book; this means it reads much better as designed pages, but you won't be able to use some features such as highlighting and annotating text.

Get ready for the ultimate crash course in communicating and solving problems through simple pictures. Thirty-two thousand years ago, your many-times-great-grandparents Oog and Aag drew pictures on the wall of a cave. They had an innate need to communicate, but no written language. So they found an easy and natural way to share their thoughts and stories. Today, after so many years when speaking and writing dominated, we're back in another highly visual age. About 90 percent of everything shared online is now visual--selfies, GIFs, smartphone videos, and more. This explosion of communication through pictures isn't a millennial-driven fad; it's as natural as those lines first drawn by Oog and Aag. Just turbo-charged by the latest technology. And yet over the past twenty years, as I've taught people from Fortune 500 CEOs to White House staffers how to harness the power of imagery, the biggest objection I've always heard is, "But I can't draw!" Trust me, you can. You don't need to be da Vinci to be an outstanding visual thinker and communicator. The most effective drawings are the simplest, and you can get good at those in three minutes. In this little book, I'll teach you how to use seven basic shapes to explain just about anything to just about anyone. If you've read my previous books, you'll see one or two familiar tools here, along with a bunch of new tools you can start using right away. If you're new to my approach--welcome! Get ready to work smarter, communicate more clearly, and get better at whatever you do, just by picking up a pen. Get ready to draw to win.

Explains how to use visual-thinking tools to solve business problems and convey ideas with little more than a scrap of paper.

A fast and practical visual storytelling method that puts a powerful new toolkit into the hands of leaders, innovators, salespeople, teachers and anyone else who needs to quickly make an impact on increasingly distracted audiences. The Pop-Up Pitch is a radical new approach to help you create the perfect presentation, combining three key elements of persuasive storytelling--simple pictures, clear words, and powerful emotions--that together motivate audiences to pay attention, learn something new, and make effective decisions. The Pop-Up Pitch weaves together the latest insights on visual cognition, behavioral economics, and classic story structures in an easy-to-learn and inspiring storytelling algorithm. In this new era of remote, work and online presenting, it delivers powerful and persuasive outcomes for time-limited professionals dealing with complex ideas, attention-deficit audiences, and the evolving challenges of modern meetings.

Pamela Slim, a former corporate training manager, left her office job twelve years ago to go solo and has enjoyed every bit of it. In her groundbreaking book, based on her popular blog Escape from Cubicle Nation, Slim explores both the emotional issues of leaving the corporate world and the nuts and bolts of launching a business. Drawing on her own career, as well as stories from her coaching clients and blog readers, Slim will help readers weigh their options, and make a successful escape if they decide to go for it.

Treat yourself to an epic #1 New York Times bestselling love story that spans decades and continents as two people at a crossroads -- one from North Carolina and one from Zimbabwe -- experience the transcendence and heartbreak of true love. Hope Anderson has some important choices to make. At thirty-six, she's been dating her boyfriend, an orthopedic surgeon, for six years. With no wedding plans in sight, and her father recently diagnosed with ALS, she decides to use a week at her family's cottage in Sunset Beach, North Carolina, to ready the house for sale and mull over some difficult decisions about her future. Tru Walls has never visited North Carolina but is summoned to Sunset Beach by a letter from a man claiming to be his father. A safari guide, born and raised in Zimbabwe, Tru hopes to unravel some of the mysteries surrounding his mother's early life and recapture memories lost with her death. When the two strangers cross paths, their connection is as electric as it is unfathomable . . . but in the immersive days that follow, their feelings for each other will give way to choices that pit family duty against personal happiness in devastating ways. Illuminating heartbreaking regrets and enduring hope, Every Breath explores the many facets of love that lay claim to our deepest loyalties while asking a life-changing question: How long can a dream survive?

"A perfect book"--and basis for the Maggie Smith film--about a teacher who makes a lasting impression on her female students in the years before World War II (Chicago Tribune). "Give me a girl at an impressionable age, and she is mine for life!" So asserts Jean Brodie, a magnetic, dubious, and sometimes comic teacher at the conservative Marcia Blaine School for Girls in Edinburgh. Brodie selects six favorite pupils to mold--and she doesn't stop with just their intellectual lives. She has a plan for them all, including how they will live, whom they will love, and what sacrifices they will make to uphold her ideals. When the girls reach adulthood and begin to find their own destinies, Jean Brodie's indelible imprint is a gift to some, and a curse to others. The Prime of Miss Jean Brodie is Spark's masterpiece, a novel that offers one of a twentieth-century English literature's most iconic and complex characters--a woman at once admirable and sinister, benevolent and conniving. This ebook features an illustrated biography of Muriel Spark including rare photos and never-before-seen documents from the author's archive at the National Library of Scotland.

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