1. Record Nr. UNINA9910787648603321 Autore Roam Dan Titolo The back of the napkin: solving problems and selling ideas with pictures / / Dan Roam London:,: Marshall Cavendish,, 2009 Pubbl/distr/stampa **ISBN** 981-4484-86-5 Descrizione fisica 1 online resource (344 p.) Disciplina 658.403 Soggetti Problem solving - Audio-visual aids Management - Audio-visual aids Visualization Creative ability in business Lingua di pubblicazione Inglese **Formato** Materiale a stampa Monografia Livello bibliografico Note generali Originally published: New York: Portfolio, 2008. Nota di bibliografia Includes bibliographical references and index. ""Cover"": ""Title"": ""Copyright"": ""Contents"": ""Part I: Introductions"": Nota di contenuto ""1. A Whole New Way of Looking at Business""; ""2. Which Problems, Which Pictures, and Who is?""; ""3. A Gamble We Can't Lose: The Four Steps of Visual Thinking""; ""Part II: Discovering Ideas""; ""4. No Thanks, Just Looking""; ""5. The Six Ways of Seeing""; ""6. The Squid: A Practical Lesson in Applied Imagination""; ""7. Frameworks for Showing""; ""Part III: Developing Ideas""; ""8. Showing and the Visual Thinking MBA"" ""9. Who Are Our Customers? Pictures That Solve a Who/What Problem"""10. How Many are Buying? Pictures That Solve a How Much Problem""; ""11. Where is Our Business? Pictures That Solve a Where Problem""; ""12. When Can We Fix Things? Pictures That Solve a When Problem""; ""13. How Can We Improve Our Business? Pictures That Solve a How Problem"": ""14. Why Should We Even Bother? Pictures That Solve a Why Problem""; ""Part IV: Selling Ideas""; ""15. Everything I Know About Business I Learned in Show-and-Tell"": ""16. Drawing Conclusions""; ""Acknowledgments"" ""Appendix A: The Science of Visual Thinking"""Appendix B: Resources for Visual Thinkers""; ""Index""

This original book provides a whole new way of looking at business problems and ideas. Dan Roam demonstrates how thinking with

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pictures can help you discover and develop new ideas, solve problems in unexpected ways, and dramatically improve your ability to share your insights with others. Used properly, a simple drawing on a humble napkin is more powerful than Excel or PowerPoint. It can help us crystallise ideas, think outside of the box, and communicate in a way that other people simply ""get"". Drawing on 20 years of visual problem solving combined with recent discoveries in vision science,