# Advanced Public Speaking A Leader's Guide

THIRD EDITION



Michael J. Hostetler and Mary L. Kahl



# **Public Speaking Pers Success 3e Im**

Hanna

#### **Public Speaking Pers Success 3e Im:**

Public Speaking Pers Success 3E Im Hanna, 1991-12-01 Careers For Dummies Marty Nemko, 2018-05-18 Feeling stuck Find out how to work toward the career of your dreams If you re slogging through your days in a boring or unrewarding job it may be time to make a big change Careers For Dummies is a comprehensive career guide from a top career coach and counselor that will help you jump start your career and your life Dive in to learn more about career opportunities with a plethora of job descriptions and the certifications degrees and continuing education that can help you build the career you ve always wanted Whether you re entering the workforce for the first time or a career oriented person who needs or wants a change this book has valuable information that can help you achieve your career goals Find out how you can build your personal brand to become more attractive to potential employers how to create a plan to get from here to there on your career path and access videos and checklists that help to drive home all the key points If you re not happy in your day to day work now there s no better time than the present to work towards change Get inspired by learning about a wide variety of careers Create a path forward for a new or better career that will be rewarding and fun Determine how to build your personal brand to enhance your career opportunities Get tips from a top career coach to help you plan and implement a strategy for a more rewarding work life Careers For Dummies is the complete resource for those looking to enhance their careers or embark on a more rewarding work experience Public Speaking Pers Success 3E Us Hanna, 1991-12-01 Public Speaking Pers Success 3E Tr Hanna, 1991-12-01 Christian Advocate and Journal and Zion's Herald ,1904 Class List Salem Public Library, 1895 Youth's Companion ,1877 **British Books in Print** ,1968 **The Youth's Companion** Nathaniel Willis, Daniel Sharp Ford, 1879 Includes music Resources in Education ,1977

#### Reviewing Public Speaking Pers Success 3e Im: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is actually astonishing. Within the pages of "**Public Speaking Pers Success 3e Im**," an enthralling opus penned by a highly acclaimed wordsmith, readers attempt an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve to the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

https://pinsupreme.com/data/browse/Documents/secreto%20de%20la%20ninera.pdf

# **Table of Contents Public Speaking Pers Success 3e Im**

- 1. Understanding the eBook Public Speaking Pers Success 3e Im
  - The Rise of Digital Reading Public Speaking Pers Success 3e Im
  - Advantages of eBooks Over Traditional Books
- 2. Identifying Public Speaking Pers Success 3e Im
  - Exploring Different Genres
  - o Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Public Speaking Pers Success 3e Im
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Public Speaking Pers Success 3e Im
  - Personalized Recommendations
  - Public Speaking Pers Success 3e Im User Reviews and Ratings
  - Public Speaking Pers Success 3e Im and Bestseller Lists

- 5. Accessing Public Speaking Pers Success 3e Im Free and Paid eBooks
  - Public Speaking Pers Success 3e Im Public Domain eBooks
  - Public Speaking Pers Success 3e Im eBook Subscription Services
  - Public Speaking Pers Success 3e Im Budget-Friendly Options
- 6. Navigating Public Speaking Pers Success 3e Im eBook Formats
  - ∘ ePub, PDF, MOBI, and More
  - Public Speaking Pers Success 3e Im Compatibility with Devices
  - Public Speaking Pers Success 3e Im Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Public Speaking Pers Success 3e Im
  - Highlighting and Note-Taking Public Speaking Pers Success 3e Im
  - Interactive Elements Public Speaking Pers Success 3e Im
- 8. Staying Engaged with Public Speaking Pers Success 3e Im
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Public Speaking Pers Success 3e Im
- 9. Balancing eBooks and Physical Books Public Speaking Pers Success 3e Im
  - Benefits of a Digital Library
  - $\circ$  Creating a Diverse Reading Collection Public Speaking Pers Success 3e Im
- 10. Overcoming Reading Challenges
  - o Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Public Speaking Pers Success 3e Im
  - Setting Reading Goals Public Speaking Pers Success 3e Im
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Public Speaking Pers Success 3e Im
  - Fact-Checking eBook Content of Public Speaking Pers Success 3e Im
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

#### **Public Speaking Pers Success 3e Im Introduction**

In this digital age, the convenience of accessing information at our fingertips has become a necessity. Whether its research papers, eBooks, or user manuals, PDF files have become the preferred format for sharing and reading documents. However, the cost associated with purchasing PDF files can sometimes be a barrier for many individuals and organizations. Thankfully, there are numerous websites and platforms that allow users to download free PDF files legally. In this article, we will explore some of the best platforms to download free PDFs. One of the most popular platforms to download free PDF files is Project Gutenberg. This online library offers over 60,000 free eBooks that are in the public domain. From classic literature to historical documents, Project Gutenberg provides a wide range of PDF files that can be downloaded and enjoyed on various devices. The website is user-friendly and allows users to search for specific titles or browse through different categories. Another reliable platform for downloading Public Speaking Pers Success 3e Im free PDF files is Open Library. With its vast collection of over 1 million eBooks, Open Library has something for every reader. The website offers a seamless experience by providing options to borrow or download PDF files. Users simply need to create a free account to access this treasure trove of knowledge. Open Library also allows users to contribute by uploading and sharing their own PDF files, making it a collaborative platform for book enthusiasts. For those interested in academic resources, there are websites dedicated to providing free PDFs of research papers and scientific articles. One such website is Academia.edu, which allows researchers and scholars to share their work with a global audience. Users can download PDF files of research papers, theses, and dissertations covering a wide range of subjects. Academia.edu also provides a platform for discussions and networking within the academic community. When it comes to downloading Public Speaking Pers Success 3e Im free PDF files of magazines, brochures, and catalogs, Issuu is a popular choice. This digital publishing platform hosts a vast collection of publications from around the world. Users can search for specific titles or explore various categories and genres. Issuu offers a seamless reading experience with its user-friendly interface and allows users to download PDF files for offline reading. Apart from dedicated platforms, search engines also play a crucial role in finding free PDF files. Google, for instance, has an advanced search feature that allows users to filter results by file type. By specifying the file type as "PDF," users can find websites that offer free PDF downloads on a specific topic. While downloading Public Speaking Pers Success 3e Im free PDF files is

convenient, its important to note that copyright laws must be respected. Always ensure that the PDF files you download are legally available for free. Many authors and publishers voluntarily provide free PDF versions of their work, but its essential to be cautious and verify the authenticity of the source before downloading Public Speaking Pers Success 3e Im. In conclusion, the internet offers numerous platforms and websites that allow users to download free PDF files legally. Whether its classic literature, research papers, or magazines, there is something for everyone. The platforms mentioned in this article, such as Project Gutenberg, Open Library, Academia.edu, and Issuu, provide access to a vast collection of PDF files. However, users should always be cautious and verify the legality of the source before downloading Public Speaking Pers Success 3e Im any PDF files. With these platforms, the world of PDF downloads is just a click away.

#### FAQs About Public Speaking Pers Success 3e Im Books

How do I know which eBook platform is the best for me? Finding the best eBook platform depends on your reading preferences and device compatibility. Research different platforms, read user reviews, and explore their features before making a choice. Are free eBooks of good quality? Yes, many reputable platforms offer high-quality free eBooks, including classics and public domain works. However, make sure to verify the source to ensure the eBook credibility. Can I read eBooks without an eReader? Absolutely! Most eBook platforms offer webbased readers or mobile apps that allow you to read eBooks on your computer, tablet, or smartphone. How do I avoid digital eye strain while reading eBooks? To prevent digital eye strain, take regular breaks, adjust the font size and background color, and ensure proper lighting while reading eBooks. What the advantage of interactive eBooks? Interactive eBooks incorporate multimedia elements, guizzes, and activities, enhancing the reader engagement and providing a more immersive learning experience. Public Speaking Pers Success 3e Im is one of the best book in our library for free trial. We provide copy of Public Speaking Pers Success 3e Im in digital format, so the resources that you find are reliable. There are also many Ebooks of related with Public Speaking Pers Success 3e Im. Where to download Public Speaking Pers Success 3e Im online for free? Are you looking for Public Speaking Pers Success 3e Im PDF? This is definitely going to save you time and cash in something you should think about. If you trying to find then search around for online. Without a doubt there are numerous these available and many of them have the freedom. However without doubt you receive whatever you purchase. An alternate way to get ideas is always to check another Public Speaking Pers Success 3e Im. This method for see exactly what may be included and adopt these ideas to your book. This site will almost certainly help you save time and effort, money and stress. If you are looking for free books then you really should consider finding to assist you try this. Several of Public Speaking Pers Success 3e Im are for sale to free while some are payable. If you arent sure if the books you would like to download works with for usage along with your computer, it is

possible to download free trials. The free guides make it easy for someone to free access online library for download books to your device. You can get free download on free trial for lots of books categories. Our library is the biggest of these that have literally hundreds of thousands of different products categories represented. You will also see that there are specific sites catered to different product types or categories, brands or niches related with Public Speaking Pers Success 3e Im. So depending on what exactly you are searching, you will be able to choose e books to suit your own need. Need to access completely for Campbell Biology Seventh Edition book? Access Ebook without any digging. And by having access to our ebook online or by storing it on your computer, you have convenient answers with Public Speaking Pers Success 3e Im To get started finding Public Speaking Pers Success 3e Im, you are right to find our website which has a comprehensive collection of books online. Our library is the biggest of these that have literally hundreds of thousands of different products represented. You will also see that there are specific sites catered to different categories or niches related with Public Speaking Pers Success 3e Im So depending on what exactly you are searching, you will be able tochoose ebook to suit your own need. Thank you for reading Public Speaking Pers Success 3e Im. Maybe you have knowledge that, people have search numerous times for their favorite readings like this Public Speaking Pers Success 3e Im, but end up in harmful downloads. Rather than reading a good book with a cup of coffee in the afternoon, instead they juggled with some harmful bugs inside their laptop. Public Speaking Pers Success 3e Im is available in our book collection an online access to it is set as public so you can download it instantly. Our digital library spans in multiple locations, allowing you to get the most less latency time to download any of our books like this one. Merely said, Public Speaking Pers Success 3e Im is universally compatible with any devices to read.

#### Find Public Speaking Pers Success 3e Im:

secreto de la ninera second anti coloring secret church

second series of curiosities of lit 2vol

<u>secrets and 8 other stories</u> <u>second chance at marriage silhouette romance no 1100</u>

second term
secondary school reading what research reveals for the classroom
secrets of healthy aging
second wind the memoirs of an opinionated man

secret selves young love
secret seven and the hidden cave adventure
secrets of experiencing christ
second chance the israel narvaez story livings
secret door the story of kate greenway

#### **Public Speaking Pers Success 3e Im:**

#### a place of healing working with suffering in living and dying - Sep 08 2023

web nov 20 2000 palliative care physician michael kearney proposes a new model which integrates the western medical model of pain relief with the ancient holistic approach

a place of healing working with suffering in livin pdf app - May 04 2023

web oct 1 2000 a place of healing working with suffering in living and dying kearney michael 9780192632388 books amazon ca

#### a place of healing working with suffering in living and - Aug 07 2023

web oct  $12\ 2000$  a place of healing working with suffering in living and dying hardcover  $12\ oct\ 2000$  by michael kearney author  $5\ 0\ 1$  rating see all formats and editions

pdf a place of healing working with suffering in livin - Nov 29 2022

web may 21 2023 a place of healing joni eareckson tada 2010 09 01 in this eloquent account of her current struggle with physical pain joni eareckson tada offers her

a place of healing working with suffering in living and dying - Oct 09 2023

web nov 30 2000 a place of healing working with suffering in living and dying this book discusses the healing of the wounded healer using the myth of asklepios and working

# a place of healing working with suffering in livin pdf uniport edu - Jul 26 2022

web may 1 2023  $\,$  a place of healing working with suffering in livin 1 1 downloaded from uniport edu ng on may 1 2023 by guest a place of healing working with suffering in

#### the place and future of social work in palliative care pubmed - Dec 31 2022

web now discover the secrets of healing and spiritual growth this step by step approach to physical and emotional health shows how to use the body s energy centers to speed

a place of healing working with suffering in livin copy - Dec 19 2021

a place of healing working with suffering in livin kenneth j - Jul 06 2023

web account some harmful virus inside their computer a place of healing working with suffering in livin is simple in our digital library an online permission to it is set as public

# a place of healing working with suffering in livin pdf - Sep 27 2022

web jul 8 2023 a place of healing working with suffering in livin 1 9 downloaded from uniport edu ng on july 8 2023 by guest a place of healing working with suffering in

# a place of healing working with suffering in living and dying - $\ensuremath{\mathsf{Feb}}\xspace\$

web apr 3 2017 in the present study the present status of social work in palliative care services in turkey was analyzed it has also been attempted to explain the historical

a place of healing working with suffering in living and dying - Mar 02 2023

web palliative care physician michael kearney proposes a new model which integrates the western medical model of pain relief with the ancient holistic approach termed asklepian

a place of healing working with suffering in livin pdf - Oct 29 2022

web may 25 2023 enjoy now is a place of healing working with suffering in livin pdf below the ethic of traditional communities and the spirit of healing justice jarem

# a place of healing working with suffering in livin copy - Apr 22 2022

web dec 3 2022 4 reviews of liv hospital oh my goodness this hospital is beautiful i stayed overnight for surgery and the nurses were great they gave us a suite for my family to

# a place of healing working with suffering in livin pdf - Aug 27 2022

web sep 14 2023 a place of healing working with suffering in livin 2 14 downloaded from uniport edu ng on september 14 2023 by guest philosophically the reality of suffering

#### a place of healing working with suffering in livin pdf - Jun 24 2022

web geographic coordinates 12 49 31 n 77 30 30 e 12 82528 n 77 50833 e 12 82528 77 50833 architecture creator ravi shankar date established 1986 the art of living

liv hospital ahmet adnan saygun cad İstanbul turkey yelp - Mar 22 2022

web merely said the a place of healing working with suffering in livin is universally compatible with any devices to read suffering and evil in nature joseph e harroff

#### a place of healing working with suffering in living - Jun 05 2023

web a place of healing working with suffering in livin 1 a place of healing working with suffering in livin community resource center offers boulder community a path to

the art of living international center wikipedia - May 24 2022

web a place of healing working with suffering in livin thank you for reading a place of healing working with suffering in livin as you may know people have look hundreds

a place of healing working with suffering in living and dying - Apr 03 2023

web from the publisher palliative care physician michael kearney proposes a new model which integrates the western medical model of pain relief with the ancient holistic approach

# a place of healing working with suffering in livin jon kabat - Feb 18 2022

web may 2 2023 a place of healing joni eareckson tada 2010 09 01 in this eloquent account of her current struggle with physical pain joni eareckson tada offers her perspective on

# a place of healing working with suffering in livin pdf - Jan 20 2022

web may 7 2023 working with suffering in livin what you subsequent to to read a place of healing working with nature soul at the end of life consultant in palliative

japan s hidden hot springs english edition pdf uniport edu - Nov 18 2021

japan s hidden hot springs english edition pdf dotnbm - Sep 28 2022

web japan s hidden hot springs english edition this hidden hotel is home to japan s most scenic river hot springs travel leisure sake to me new hot springs enterprise

japan s hidden hot springs apple books - Apr 04 2023

web select the department you want to search in

#### this hidden hotel is home to japan s most scenic river hot - Mar 23 2022

web jun 14 2023 the japan's hidden hot springs english edition associate that we find the money for here and check out the link you could buy guide japan's hidden hot springs

# japan s hidden hot springs robert neff google books - Sep 09 2023

web complete with maps and extensive advice this guide to japan s hot springs is an invaluable resource for anyone travelling to japan easier to get to than many might

#### japan s hidden hot springs google play - May 05 2023

web dec 20 2011 easier to get to than many might imagine japan's hidden hot springs are among the few remaining repositories of ancient japanese ambiance and sensibility

japan s hidden hot springs kindle edition amazon co uk - Mar 03 2023

web worldcat is the world s largest library catalog helping you find library materials online language Čeština deutsch english

español français italiano  $\square\square\square$   $\square\square\square$  nederlands

japan s hidden hot springs by robert neff open library - Aug 08 2023

web japan s hidden hot springs by robert neff april 1995 charles e tuttle co edition paperback in english

japan s hidden hot springs neff robert archive org - Oct 10 2023

web japan s hidden hot springs hot springs japan guidebooks hot springs travel japan description and travel japan contributor internet archive language

# japan s hidden hot springs english edition uniport edu - Feb 19 2022

web the hot springs of japan and the principal cold springs including chosen korea taiwan formosa south manchuria together with many tables giving classification

# japan s hidden hot springs english edition pdf uniport edu - May 25 2022

web the hot springs of japan and the principal cold springs including chosen korea taiwan formosa south manchuria together with many tables giving classification

japan s hidden hot springs by robert neff goodreads - Jul 07 2023

web apr 1 1995 the hot springs introduced here belong to another time but they are disappearing fast discover them before it s too late through this selective personalized

# japan s hidden hot springs english edition pdf - Aug 28 2022

web japan s hidden hot springs english edition the hot springs of japan and the principal cold springs including chosen korea taiwan formosa south manchuria

# japan s hidden hot springs english edition download only - Nov 30 2022

web jul 13 2010 takegawara also offers heated sand baths in which wearing a cotton yukata you are buried up to your neck with hot sand for 10 to 15 minutes followed by a rinse

# japan s hidden hot springs worldcat org - Feb 02 2023

web apr 1 1995 japanese hot springs or onsen are an ancient tradition volcanically heated water is plentiful in japan and this book covers resorts and inns across the country the

japan s hidden hot springs english edition copy stage gapinc - Apr 23 2022

web mar 27 2023 leave your shoes at the front desk and your suitcase unopened here you ll live in the comfort of your provided yukata a kimono like robe and slippers shuffling

japan s hidden hot springs english edition copy cdn writermag - Jan 21 2022

web jun 12 2023 japan s hidden hot springs english edition when somebody should go to the ebook stores search opening by shop shelf by shelf it is in fact problematic this

#### japan s hidden hot springs paperback 1 april 1995 - Jan 01 2023

web oct 18 2023 japan s hidden hot springs english edition nipponia 2003 japan s hidden hot springs robert neff 2011 12 20 complete with maps and extensive advice

japan s hidden hot springs english edition uniport edu - Dec 20 2021

web apr 18 2023 japan s hidden hot springs english edition 1 9 downloaded from uniport edu ng on april 18 2023 by guest japan s hidden hot springs english

#### top 10 hot springs in japan lonely planet - Oct 30 2022

web the hot springs of japan and the principal cold springs including chosen korea taiwan formosa south manchuria together with many tables giving classification

japan s hidden hot springs english edition old syndeohro - Jul 27 2022

web take a guided hike to ansei crater and learn about the volcanic mountain range before snacking on onsen tamago eggs soft boiled in the springs discover the science

japan s hidden hot springs kindle edition amazon com - Jun 06 2023

web japan s hidden hot springs ebook written by robert neff read this book using google play books app on your pc android ios devices download for offline reading

hot springs what are they national parks of japan - Jun 25 2022

web japan s hidden hot springs english edition 1 9 downloaded from uniport edu ng on september 30 2023 by guest japan s hidden hot springs english edition as

a philosophy of visual metaphor in contemporary art - Mar 14 2023

visual metaphor and the contemporary artist ways of thinking and making serig daniel 2 ratings by goodreads is  $\frac{10}{3836470918}$  is  $\frac{10}{3836470918}$  is  $\frac{10}{3836470918}$  published by  $\frac{10}{3836470918}$ 

#### visual metaphors definition examples study com - Sep 08 2022

metaphor and the contemporary artist ways is additionally useful you have remained in right site to begin getting this info get the visual metaphor and the contemporary artist ways

#### a philosophy of visual metaphor in contemporary art - Jun 17 2023

combining astute insights from cognitive linguistics analytical philosophy and cultural history brandl sets out his own compelling theory of central visual metaphor bringing it to bear on

visual metaphor and the contemporary artist ways - Aug 19 2023

a philosophy of visual metaphor in contemporary art takes a neglected feature of the visual arts and shows us what a vital role it plays within them bridging theory and practice and

visual metaphor and the contemporary artist ways of thinking - Feb 13 2023

visual metaphor and the contemporary artist ways of thinking and making investigates the practices and exhibition of contemporary artists to understand how they create meaning

visual metaphor and the contemporary artist ways of thinking - Apr 03 2022

visual metaphor and the contemporary artist ways of thinking and making daniel serig national lampoon s white bread snaps a parody contemporary books obstacles to

visual metaphor and the contemporary artist ways of thinking - Dec 11 2022

jan 5 2022 visual metaphors are a hallmark of modern advertising connecting products with various people ideas and expectations let s look at an example check out the 1957

visual metaphor and the contemporary artist ways pdf - Nov 29 2021

visual metaphor and the contemporary artist ways of thinking - Jul 18 2023

visual metaphor and the contemporary artist ways the museum establishment and contemporary art apr 02 2020 this book provides an in depth account of the protests that

visual metaphor and the contemporary artist ways pdf - Oct 29 2021

# visual metaphor wikipedia - Aug 07 2022

visual metaphor and the contemporary artist ways of thinking and making daniel serig data engineer setup oea and build schedule and maintain pipelines for data ingestion and

#### visual metaphor and the contemporary artist ways - Jul 06 2022

visual metaphor and the contemporary artist ways of thinking and making by daniel serig visual metaphor thoughtco contemporary realism concepts amp styles theartstory

visual metaphor and the contemporary artist ways of thinking -  $Dec\ 31\ 2021$ 

pdf metaphors in contemporary art researchgate - Jan 12 2023

the use of metaphors in producing contemporary works of art is often used by artists to convey current ideas and issues in the era of contemporary visual art the metaphor used is as a

visual metaphor and the contemporary artist ways - May 16 2023

mar 18 2008 visual metaphor and the contemporary artist ways of thinking and making serig daniel 9783836470919 books amazon ca

metaphors in contemporary art academia edu - Oct 09 2022

merely said the visual metaphor and the contemporary artist ways is universally compatible with any devices to read ship to shore jean wainwright 2018 12 ship to shore art and the

# visual metaphor and the contemporary artist ways pdf - Feb 01 2022

jun 27 2023 kindly say the visual metaphor and the contemporary artist ways is universally compatible with any devices to read visual metaphors réka benczes 2022 09 15 whenever

# visual metaphor and the contemporary artist ways - $\mbox{\rm Apr}~15~2023$

sep 7 2018 the use of metaphors in producing contemporary works of art is often used by artists to convey current ideas and issues in the era of contemporary visual art the

visual metaphor and the contemporary artist ways of thinking - May 04 2022

apr 18 2023 we manage to pay for visual metaphor and the contemporary artist ways and numerous book collections from fictions to scientific research in any way in the course of them

visual metaphor and the contemporary artist ways hava - Jun 05 2022

currently we extend the colleague to buy and create bargains to download and install visual metaphor and the contemporary artist ways as a result simple extended conceptual

9783836470919 visual metaphor and the contemporary artist - Nov 10 2022

visual metaphors are one of the most common rhetorical devices used in advertising an example of a visual metaphor within advertisements can be found many places but one is

visual metaphor and the contemporary artist ways - Mar 02 2022

a philosophy of visual metaphor in contemporary art mark staff brandl 2023 02 23 metaphor which allows us to talk about things by comparing them to other things is one of the most

# visual metaphor and the contemporary artist ways of thinking and making - Sep 20 2023

mar 18 2008 visual metaphor and the contemporary artist ways of thinking and making serig daniel on amazon com free shipping on qualifying offers visual metaphor and