

Week 12

Project 2 Milestone 3

Elements of Data Visualization

Apr 15, 2026

Advice for Consultants

- Assign section owner
- Prepare speaker notes
- Rehearse presentation
- Anticipate questions
- Practice objection handling
- Refine presentation as needed

Advice for Executives

- CEO is leader of group
- Find time to huddle
- Decide each person's role (C-Suite 2 and C-Suite 3)
- Prepare tough questions
- Prepare objections