

HOW LEADERS CONNECT ENGAGE and INSPIRE with STORYTELLING

GABRIELLE DOLAN . YAMINI NAIDU

Hooked How Leaders Connect Engage And Inspire With Storytelling

Gary Pittard

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new clients or win new business Dry facts and data fade from memory over time but an engaging story is difficult to forget In Hooked communication and business storytelling experts Gabrielle Dolan and Yamini Naidu use real world examples and proven effective techniques to teach the skill of great business storytelling They explain what good storytelling is why business leaders need to learn it how to create effective stories and how to practice for perfection Offers proven advice on telling engaging inspiring stories Includes real world examples and case studies of what to do and not to do Features tips lists checklists business models worksheets links to online guizzes and other valuable resources For CEOs and other business leaders who need to communicate more effectively and persuasively Hooked offers effective techniques and valuable Narrative, Identity, and Academic Community in Higher Education Brian Attebery, John Gribas, Mark K quidance McBeth, Paul Sivitz, Kandi Turley-Ames, 2017-03-16 Grounded in narrative theory this book offers a case study of a liberal arts college's use of narrative to help build identity community and collaboration within the college faculty across a range of disciplines including history psychology sociology theatre and dance literature anthropology and communication Exploring issues of methodology and their practical application this narrative project speaks to the construction of identity for the liberal arts in today s higher education climate Narrative Identity and Academic Community focuses on the ways a cross disciplinary emphasis on narrative can impact institutions in North America and contribute to the discussion of strategies to Handbook of Research on Positive Scholarship for foster bottom up faculty driven collaboration and innovation Global K-20 Education Wang, Viktor, 2018-03-02 In the twenty first century learning and the definition of education is changing New digital online and social tools have the ability to transform the classroom and engage learners like never before In the midst of this technological revolution it is crucial for educators and administrators to be able to gauge the impact of digital tools on learners in a variety of settings The Handbook of Research on Positive Scholarship for Global K 20 Education is a critical scholarly resource that examines the collaboration of education and technology within disciplinary fields Featuring coverage on a broad range of topics such as experiential education improvisational learning and andragogy this publication is geared towards academicians practitioners and researchers seeking current research on all areas of education and e learning Magnetic Stories Gabrielle Dolan, 2021-02-22 Improve customer and employee loyalty with your brand stories Your brand is the stories people share about you when you re not in the room Whether a small one or two person company or a large multinational a not for profit or a Government organisation a start up entrepreneur or a corporate institution a school or a sporting team a religious institution or a political party a local caf or a global franchise everyone has a brand and everyone has a story The reality is people are already sharing stories both the good and the bad Magnetic Stories will walk you through how to develop and communicate your own brand stories focusing on the five types of stories you need in business to connect and engage people with your brand You ll learn how to Connect with your customers in a more authentic way Increase the engagement of your employees Make decisions based on your company values and purpose

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and rehabilitation professionals Power Play Yamini Naidu, 2016-02-22 Discover the secrets of influence impact and transformational leadership Power Play is the powerful and practical 21st century guide to mega impact and influence providing business leaders with explosive influence strategies to move people into action and results Influence like gravity pulls success into your orbit and gives you the power to make real changes in your relationships your organisation and the world This book explores the different types of power and you will learn when to coerce when to collaborate and when to connect You ll delve into areas of influence that you may not have considered including the power of message context empathy humour positioning love and more This book identifies the strengths and weaknesses of each of these influence tools and offers practical tips so you can create a seismic shift in your influence while maintaining authenticity and integrity Influence is the key factor that allows you to build powerful relationships that facilitate more effective leadership It can mean the difference between achieving results and falling short keeping clients or losing them winning that pitch or blowing it This book shows you how to amplify your influence and turbo charge your impact in every area Understand the different types of power Discover new tools of influence and the art of power play Explore influence strategies with impact and integrity Become a power player and deliver results Influence is a science and it s the key to your personal and professional success Power Play helps you build a bottomless supply and wield it with authenticity compassion and integrity Dolan, 2015-10-19 Learn the authentic leadership skills that drive today s workforce to excel Ignite Real Leadership Real Talk Real Results is an honest guide to achieving lasting business success by becoming a more authentic leader Leaving behind the boring and mundane this guide cuts to the chase with a frank and forthright style to provide insight that can radically transform your business You ll learn how your communication style may be holding you back and how a few simple changes can inspire your team engage your customers and remind you just how effective you can be Storytelling is a powerful business tool and this book shows how to find your own stories and dig deep to learn what s driving your leadership and motivating your diverse workforce You ll successfully navigate the uncertain terrain brought about by mixed generational expectations evolving technology and a rapidly shifting culture as you learn to respond and adapt to become a more effective leader Communication is everything and leaders are expected to be on message at all times Today's workers want to know the why behind the what and this guide shows you how to tailor your message and your entire communication style to have the biggest impact Cut through the boring and bull and be real Communicate with impact across all platforms Ignite your teams your customers and yourself Level up step out and discover what you stand for The rapid rise of technology and social media has resulted in information fatigue and most leaders respond by communicating in logic and data This approach has little impact on the shifting workforce demographics and each new generation brings higher expectations from their employers and leaders Ignite shows you how to exceed those expectations and become the authentic leader that drives today On Purpose Karen James, 2015-09-28 A witty insightful guide to rediscovering Purpose and leading like s business success

you mean it On Purpose is a modern day business book for those who want to steer their work and life back on course When your head and heart connect in both our humanity becomes the hero in the story Shed the mediocrity that comes from halfhearted decision making and rediscover your PLOT Purpose Leadership Operations and Technology as you learn to live and lead with purpose This insightful guide provides a framework for re evaluating your direction then stepping back and re aiming the ship It starts with a fable that illustrates just how businesses lose their PLOT every day then digs down to the nitty gritty to give you the actionable steps and practical advice you need to climb out of the rut Deliberately ironic and witty this book presents a fun but informative read that is anything but cynical You ll learn from the author's own successes using PLOT in her career as she turned a 9M business into a 100M business and went on to drive international and domestic philanthropic ventures and leadership training programmes PLOT will become the most practical four letter word you ll ever use This book shows you how a simple framework can become the turnaround your organisation and life so desperately need Get your work on target Shift engagement methods for better results Leverage technology into a purposeful tool Get up and act You may already have a documented vision and mission statement but that s no longer sufficient You need to act and lead with purpose every day in every decision you make You need to recognise and utilise good people and tools and redefine your goals to make them worth striving for On Purpose shows you how and gives you the practical tested guidance you need to start moving in the right direction **Emote** Vikas Gopal Jhingran, 2014-03-25 From being so inept at public speaking that his supervisor wouldn't let him make presentations to clients even when he had done all the work Vikas I hingran went on to become a championship winning public speaker who leaves a lasting impact on his audience Few speakers and presenters understand speeches or presentations at a fundamental level Most books have an overly prescriptive approach using the tricks and tools of speech delivery that end up confusing the speech instead of connecting with the essential part of speaking that which engages listeners In Emote Vikas Jhingran lays bare his unique approach connecting with his audience on an emotional level rather than subscribing to a right way of speaking which applies equally to one on one conversations small team settings and large audiences His method will show you how to express your ideas clearly quell your fear of public speaking calm the sweating stuttering and jitters that plague people before crucial presentations and overall help you become an effective communicator Why Winners Win Gary Pittard, 2016-12-06 Your journey to success starts here Why Winners Win identifies the crucial elements of business success and provides step by step guidance on getting there Author Gary Pittard shows you why consistent results are the key contributing factor to lasting success and helps you identify your personal barriers Whether you lack the ability to set goals or a plan motivation or focus this book will show you how to adjust your course and direct you to the top Based on the Success Journey model the discussion focuses on attitude knowledge skill and competent action to give you a solid framework to boost your potential and achieve prosperity You ll learn the essential qualities of a winner and how to demonstrate these qualities every day in every interaction Case studies demonstrating

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