



HOOKED

HOW LEADERS
CONNECT
ENGAGE and
INSPIRE with
STORYTELLING

GABRIELLE DOLAN • YAMINI NAIDU

Hooked How Leaders Connect Engage And Inspire With Storytelling

Gabrielle Dolan, Yamini Naidu



Hooked How Leaders Connect Engage And Inspire With Storytelling:

Hooked Gabrielle Dolan, Yamini Naidu, 2013-09-30 How to use storytelling to move people to action In today's hyper competitive business environment leaders who can engage and inspire their teams and organisations have a distinct advantage Using the art of effective storytelling leaders can defeat information overload to inspire the emotion and effort needed to adopt new strategies attract 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 quizzes and other valuable resources For CEOs and other business leaders who need to communicate more effectively and persuasively *Hooked* offers effective techniques and valuable guidance

Stories for Work Gabrielle Dolan, 2017-05-01 Learn the science and master the art of telling a great story *Stories for Work* walks you through the science of storytelling revealing the secrets behind great storytellers and showing you how to master the art of storytelling in business Stories hold a unique place in our psyche and the right story at the right time can be a game changer in business whether tragedy triumph tension or transition a good story can captivate the listener and help you achieve your goals In this book author Gabrielle Dolan draws from a decade of training business leaders in storytelling to show you what works why it works when it works best and what never works You'll learn how to create your own stories authentically yours crafted to attain your goal and develop an instinct for sharing when the time is right In depth case studies feature real world people in real world businesses showing how storytelling has changed the way they work motivate and lead providing clear examples of the power of this enormously effective skill Storytelling gives you an edge Whether you're after a promotion a difficult client a big sale or leading through transition a great story can help you smooth the road and seal the deal This book is your personal coach for masterful storytelling with expert guidance and lessons learned from real world business leaders Learn why storytelling grabs attention and helps your message get through Master the four types of stories used in business settings Infuse your stories with the personal to highlight your vision and values Craft a selection of stories to pull out at pivotal business moments The oral tradition has ancient roots that unite all humans and despite our myriad modern distractions we still respond to a well told story *Stories for Work* helps you put this dynamic to work for you in any business scenario

Hooked Gabrielle Dolan, Yamini Naidu, 2013-07-02 How to use storytelling to move people to action In today's hyper competitive business environment leaders who can engage and inspire their teams and organisations have a distinct advantage Using the art of effective storytelling leaders can defeat information overload to inspire the emotion and effort needed to adopt new strategies attract

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 quizzes and other valuable resources For CEOs and other business leaders who need to communicate more effectively and persuasively Hooked offers effective techniques and valuable guidance

Narrative, Identity, and Academic Community in Higher Education Brian Attebery, John Gribas, Mark K 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 foster bottom up faculty driven collaboration and innovation

Handbook of Research on Positive Scholarship for 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 cafe 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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Magnetic Stories delivers a unique and timely message which is perfect for any business regardless of size or industry

Real Communication Gabrielle Dolan,2019-04-16 Effective communication through authentic leadership A rapidly evolving workplace and disruptive technologies have created a growing demand for transparency and authenticity in communication from business leaders Yet many decision makers find themselves far behind the curve when it comes to understanding and meeting the evolving expectations of employees and customers *Real Communication How to Be You and Lead True* reveals how to guide and communicate in a way that is authentic and will help business leaders truly connect and engage with their teams customers and coworkers Communicate more effectively Improve employee engagement Manage organisational changes Help teams cope with change When employees trust their leaders businesses thrive In *Real Communication* you will find everything you need to implement new strategies instill core values and cultivate engagement

What You Don't Know about Leadership, But Probably Should Jeffrey A. Kottler,2018-03-01 Leadership is not just for CEOs we all find ourselves in leadership positions at one time or another whether in meetings and classes or at social events and family gatherings And yet even though leadership is the single most studied aspect of all human behavior there remains a scarcity of qualified leaders to step into critical positions This deficit is laid bare in the gulf between what leaders are trained to do and how they actually act In *What You Don t Know About Leadership but Probably Should* Jeffrey A Kottler translates the latest research theory and skills into practical strategies for everyday and professional situations He presents the wisdom and successful strategies of an array of renowned leaders from Steve Jobs to Franklin Delano Roosevelt George Lucas to Admiral Horatio Nelson while citing the challenges they faced and lessons they learned in their respective roles The book focuses on key attributes such as self confidence flexibility charisma and humility while noting the serious pitfalls associated with traits such as hubris immodesty and narcissism Kottler s writing is candid and realistic though there are no easy rules or programs that instantly lead to success there are steps you can take to make a difference in others lives better manage conflict and stress and ultimately serve as an effective leader

From Me to We Janine Garner,2014-11-17 Steel yourself your career and your business against future threats with effective collaboration *From Me to We* shows business decision makers how the ability to effectively collaborate for mutual commercial benefit is the solution to future proofing a business Smashing the myth of the Me Economy this insightful guide explains the model of Commercial Collaboration and the mindset and think space it requires Expanding upon Sheryl Sandberg s *Lean In* premise this book emphasizes the need for continuous professional evolution and effort and describes why women hold an important role in effecting change Ideas are illustrated with examples and backed by sector specific research and interviews with business leaders who have seen real world results of effective business collaboration The *Seven ReConnect Principles* outline methods of realizing change providing readers a way forward that will future proof themselves their careers and their businesses Collaboration isn t just a

soft skill that's nice to have it's a vital business practice that affects the bottom line As the way we do business continues to evolve collaboration is becoming ever more crucial to steeling an organization against the threats of tomorrow From Me to We is a practical handbook for more robust business strategy Learn the key principles at the heart of Commercial Collaboration Discover the value of trusting others in business relationships Become authentically invested in the We space Gain the tools to open up to a smarter savvier way of business thinking Business leaders and entrepreneurs have the complex responsibility of constant strategic thinking If those finely tuned minds can be brought together for mutual benefit the possibilities expand and the rewards can be dramatically amplified From Me to We helps leaders drive better business armored against future threats Start with Hello Linda Coles,2013-08-21 How and why the ability to connect with strangers is vital to business success Good communication with colleagues and clients is an important aspect of doing business successfully But if you're only talking to your associates you're missing out on half the story and leaving money on the table Start with Hello reveals how the most successful businesspeople and leaders share an overlooked and underappreciated talent the ability to engage and communicate with strangers in productive creative ways Put simply people like to do business with people they know like and trust So get to know more people Even if you don't think of yourself as the most outgoing person you can learn to be more open and engaging to strangers The book explains simple key aspects of communication that make it easy to connect with new people including behavioral styles body language and eye contact Add together simple tips for starting conversations and following up on them and you'll be well on your way to making the business connections that count Features straightforward guidance for anyone who needs help building new connections with new people Written by a high profile expert and thought leader in the art of relationship building Includes real stories that reveal how often chance meetings and conversations develop into profitable business relationships In a small hyper connected world today's stranger might be tomorrow's client If you want to boost your business prospects in simple practical ways Start with Hello is the resource for you *Handbook of Research on Adapting Remote Learning Practices for Early Childhood and Elementary School Classrooms* Courtney-Dattola, Ashley,2021-12-17 Teaching is a demanding profession as there is constant fluctuation and evolution A portion of teaching is the ability to be able to adapt to various environments especially shifting from in person instruction to online practices Over the last few years early childhood and elementary school classrooms have been thrust into hybrid and remote learning environments and it is vital that educators and institutions adapt to new practices and create various outlets for teachers to be able to more adequately reach their young audience The Handbook of Research on Adapting Remote Learning Practices for Early Childhood and Elementary School Classrooms is a critical resource to assist teachers as they develop online teaching practices and work to cater to young students so that they can receive the strongest benefits from their education Through coverage of topics such as hybrid learning and parental involvement paired with sample lesson plans course formats concepts ideas and additional components

to further the body of research pertaining to remote learning this book is tremendously beneficial to administrators researchers academicians practitioners instructors and students **Critical Theory and Transformative Learning** Wang, Viktor, 2018-06-04 Engaging in genuine dialogue and authentic communication is essential for teachers to assist students successes and help them further their education through refining critical thinking skills beyond the classroom Critical Theory and Transformative Learning is a critical scholarly resource that examines and contrasts the key concepts related to critical approaches in educational settings Featuring coverage on a broad range of topics including repressive tolerance online teaching and adult education this book is geared toward educators administrators academicians and researchers seeking current research on transformative learning and addressing the interconnectedness of important theories and praxis

Stories for Work Gabrielle Dolan, 2017-02-07 Learn the science and master the art of telling a great story Stories for Work walks you through the science of storytelling revealing the secrets behind great storytellers and showing you how to master the art of storytelling in business Stories hold a unique place in our psyche and the right story at the right time can be a game changer in business whether tragedy triumph tension or transition a good story can captivate the listener and help you achieve your goals In this book author Gabrielle Dolan draws from a decade of training business leaders in storytelling to show you what works why it works when it works best and what never works You ll learn how to create your own stories authentically yours crafted to attain your goal and develop an instinct for sharing when the time is right In depth case studies feature real world people in real world businesses showing how storytelling has changed the way they work motivate and lead providing clear examples of the power of this enormously effective skill Storytelling gives you an edge Whether you re after a promotion a difficult client a big sale or leading through transition a great story can help you smooth the road and seal the deal This book is your personal coach for masterful storytelling with expert guidance and lessons learned from real world business leaders Learn why storytelling grabs attention and helps your message get through Master the four types of stories used in business settings Infuse your stories with the personal to highlight your vision and values Craft a selection of stories to pull out at pivotal business moments The oral tradition has ancient roots that unite all humans and despite our myriad modern distractions we still respond to a well told story Stories for Work helps you put this dynamic to work for you in any business scenario

Healing Through the Arts for Non-Clinical Practitioners Bopp, Jenny, Grebe, Amy M., Denny, Joanna Hope, 2018-09-07 Time and time again the arts have been called on to provide respite and relief from fear anxiety and pain in clinical medicinal practices As such it is vital to explore how the use of the arts for emotional and mental healing can take place outside of the clinical realm Healing Through the Arts for Non Clinical Practitioners is an essential reference source that examines and describes arts based interventions and experiences that support the healing process outside of the medical field Featuring research on topics such as arts based interventions and the use of writing theatre and embroidery as methods of healing this book is ideally designed for academicians non clinical practitioners educators artists

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 **Ignite** Gabrielle 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 s business success **On Purpose** Karen James, 2015-09-28 A witty insightful guide to rediscovering Purpose and leading

like 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 Jhingran 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

success and failure provide you with clear examples of the framework in action and illustrate the cause and effect relationship behind everyday choices Believe it or not failing at something is a great way to become successful Experience teaches a lesson no advice could impart and not being at the top just means there s more room to grow This book equips you with a solid success plan the skills you need to execute it and expert insight into your own unique path Identify and overcome your personal barriers to achieve success Build and amplify winning qualities that that will keep you on course Learn a simple four step model for achieving consistent results Discover the single most important difference between winners and losers The goal is prosperity whatever that may mean to you and attaining a level of freedom and security that allows you to give back and be generous with your money time and knowledge Success is a journey but Why Winners Win provides the roadmap you need to start the journey today

Fixing Feedback Georgia Murch,2016-05-02 Feedback is broken here s how to fix it to create a highly engaged workplace with high performing leaders and employees Fixing Feedback is not just another management book it s a smart refreshing practical guide to feedback in the workplace Everyone already knows how important feedback is and we all know we should be giving it and receiving it regularly yet we still do it poorly or avoid it entirely This book shows you how to do it right You ll learn what exactly constitutes useful feedback how to deliver it effectively how to receive it gracefully and how to use it to strengthen yourself your team and your business You ll learn critical communication skills that you can put into practice today and get on track to building a feedback culture that results in highly engaged highly productive employees The way you communicate dictates how you build relationships and make decisions It s the difference between being remarkable and being a d ck Poor communication is a major force driving feedback into the ground and it can be extremely costly for the company as a whole This book shows you how to turn the ship around by making feedback a meaningful and welcome part of your everyday workflow and overall company culture Understand remarkable feedback and how it changes people and workplaces Self assess your communication style and gauge the impact it has on others Deliver meaningful feedback using a set of pragmatic tools and techniques Confront the personal issues that prevent you from effectively receiving feedback Learn what organisations need to drive to create a feedback culture When organisations fail to grasp the importance of investing in their people effectively employees disengage Building a meaningful feedback culture on the other hand makes your organisation a place where people want to work want to achieve and want to be the best It s all about effective communication Fixing Feedback provides no nonsense guidance toward equipping your people to succeed

The Enigmatic Realm of **Hooked How Leaders Connect Engage And Inspire With Storytelling**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing lacking extraordinary. Within the captivating pages of **Hooked How Leaders Connect Engage And Inspire With Storytelling** a literary masterpiece penned with a renowned author, readers attempt a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting effect on the hearts and minds of people who partake in its reading experience.

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