

1. Record Nr.	UNINA9910792796803321
Autore	Dolan Gabrielle
Titolo	Stories for work : the essential guide to business storytelling / / Gabrielle Dolan
Pubbl/distr/stampa	Milton, Queensland : , : Wiley, , 2017 ©2017
ISBN	0-7303-4327-8
Edizione	[1st edition]
Descrizione fisica	1 online resource (194 pages) : illustrations
Disciplina	302.2242
Soggetti	Oral communication Storytelling - Technique
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Sommario/riassunto	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.
