

## Strategic Storytelling How To Create Persuasive Business Presentations

Connections. We all want them. We seek them in our everyday lives, in our relationships with people, places and things. Emotion is at the heart of any meaningful connection, and how we talk to each other taps into it. Our character, brought to life through our voice, is the most powerful tool we have to connect with people, especially when it comes to connecting on an emotional level. In the past, a transactional relationship with customers was sufficient. A simple experience that delivered a clear benefit, such as extra money in their pocket or the easy completion of a task, was all you needed to satisfy and retain existing customers. But times have changed. Today, more than ever, consumers gravitate toward—and increasingly, crave—meaningful experiences. This book focuses on the role of a voice and tone strategy as a part of a successful content strategy. *Voice and Tone Strategy: Connecting with People through Content* shows you how to create a voice and tone strategy that addresses customer needs and helps you build exceptional customer relationships.

Have you ever wondered why business presentations are so boring? Wouldn't it be great if presentations were as captivating as a good story or movie? We asked that question many years ago and found that the key to improving business presentations was storytelling. This book shows how to use Joseph Campbell's "Hero's Journey" story structure to create captivating and compelling business presentations. The audience is the hero, you are the mentor, and the goal is to defeat the shadow. In business terms, this means creating an audience-centric presentation that is meaningful and compelling. Use the techniques provided in the *Business Storytelling Guide* to keep your audiences on the edge of their seats.

How to use this book: 8 Chapters; 48 Case studies; 20 Tools; 7 Core skills; 29 Designers; 36 Hacks; >150 Visuals.

Two leading experts on "strategic conversation design" present creative methods for enabling teams to address issues while minimizing resource-depleting workshops and meetings, providing diagnostic questions, best practices, and advice.

A practical guide to "narrative thinking," and why it matters in a world defined by data. In *The Sea We Swim In*, Frank Rose leads us to a new understanding of stories and their role in our lives. For decades, experts from many fields—psychologists, economists, advertising and marketing executives—failed to register the power of narrative. Scientists thought stories were frivolous.

Economists were knee-deep in theory. Marketers just wanted to cut to the sales pitch. Yet stories, not reasoning, are the key to persuasion. Whether we're aware of it or not, stories determine how we view the world and our place in it. That means the tools of professional storytellers—character, world, detail, voice—can unlock a way of thinking that's ideal for an age in which we don't passively consume media but actively participate in it. Building on insights from cognitive psychology and neuroscience, Rose shows us how to see the world in narrative terms, not as a thesis to be argued or a pitch to be made but as a story to be told.

Leading brands and top entertainment professionals already understand the vast potential of storytelling. From Warby Parker to Mailchimp to *The Walking Dead*, Rose explains how they use stories to establish their identity and turn ordinary people into fans—and how you can do the same.

Master the art of connection and engagement through the power of strategic storytelling. Award-Winning Storyteller and Motivational Speaker, Kelly Swanson, teaches you her Story Formula - a proven blueprint to help you craft strategic stories of impact. This book walks you through the science of story, the six secrets to connection, the three prongs in your connection story, the anatomy of a presentation, and the basic structure for story construction. Bonus chapters include storytelling tips on delivery.

A contributing editor at *Wired* examines the way entertainment has shifted in the face of new media and discusses the way that people such as Will Wright, James Cameron and Damon Lindelof are changing how we play, relax and think. Reprint.

"Strategic Storytelling" is a complete guide to creating persuasive business presentations. Based on intensive study of presentations developed by leading management consulting firms, this step-by-step playbook shows you how to craft stories using proven narrative frameworks, design data-driven slides, and master your verbal and non-verbal delivery.

Controversial and iconoclastic, a veteran corporate manager and business school professor exposes the dangerous myths, fantasies, and delusions that pervade much of the business world today.

Influence action through data! This is not a book. It is a one-of-a-kind immersive learning experience through which you can become—or teach others to be—a powerful data storyteller. *Let's practice!* helps you build confidence and credibility to create graphs and visualizations that make sense and weave them into action-inspiring stories. Expanding upon best seller *storytelling with data's* foundational lessons, *Let's practice!* delivers fresh content, a plethora of new examples, and over 100 hands-on exercises. Author and data storytelling maven Cole Nussbaumer Knaflic guides you along the path to hone core skills and become a well-practiced data communicator. Each chapter includes: ?

Practice with Cole: exercises based on real-world examples first posed for you to consider and solve, followed by detailed step-by-step illustration and explanation ? Practice on your own: thought-provoking questions and even more exercises to be assigned or worked through individually, without prescribed solutions ? Practice at work: practical guidance and hands-on exercises for applying storytelling with data lessons on the job, including instruction on when and how to solicit useful feedback and refine for greater impact The lessons and exercises found within this comprehensive guide will empower you to master—or develop in others—data storytelling skills and transition your work from acceptable to exceptional. By investing in these skills for ourselves and our teams, we can all tell inspiring and influential data stories!

"Discover a simple storytelling formula that will make you a better business speaker and storyteller." - page xvii.

Your life is full of experiences that can teach principles, lead teams, and inspire action. In *Mater Storytelling* you'll learn why stories are so enticing to our brains, how to find experiences that can teach, lead and inspire, and how anyone can become a good storyteller.

*Strategic Conspiracy Narratives* proposes an innovative semiotic perspective for analysing how contemporary conspiracy theories are used for shaping interpretation paths and identities of a targeted audience. Conspiracy theories play a significant role in the viral spread of misinformation that has an impact on the formation of public opinion about certain topics. They allow the connecting of different events that have taken place in various times and places and involve several actors that seem incompatible to bystanders. This book focuses on strategic-function conspiracy narratives in the context of (social) media and information conflict. It explicates the strategic devices in how conspiracy theories can be used to evoke a hermeneutics of suspicion – a permanent scepticism and questioning of so-called mainstream media channels and dominant public authorities, delegitimation of political opponents, and the ongoing search for hidden clues and coverups. The success of strategic dissemination of conspiracy narratives depends on the cultural context, specifics of the targeted audience and the semiotic construction of the message. This book proposes an innovative semiotic perspective for analysing contemporary strategic communication. The authors develop a theoretical framework that is based on semiotics of culture, the notions of strategic narrative and transmedia storytelling. This book is targeted to specialists and graduate students working on social theory, semiotics, journalism, strategic communication, social media and contemporary social problems in general.

The world needs more storytellers. Storytelling is an inherently innovative activity. When organizations find their best stories and tell them to the world, they're not only building a reputation, they're flexing the same muscles that allow them to pivot quickly around crisis or opportunity,

and solve problems more creatively. For individuals, crafting stories is the primary way we can make sense of the world and our place in it. The Strategic Storyteller is a comprehensive, practical guide to transformative storytelling. In its pages you will learn how to: Tap into your and your organization's unique sources of wonder, wisdom, and delight Boost individual and collective creativity Understand the storytelling strategies behind some of the world's most powerful brands Unlock the secrets of the great strategic storytellers of the past Build a place where your stories can live online Distribute stories so they have staying power and reach in the digital age Convene audiences by going beyond demographic stereotypes and tapping into enduring human needs Understand how unshakable reputations are built out of stories that accumulate over time Sooner or later all of us will be asked to tell stories in the course of our professional lives. We will be asked to make a case for ourselves, our work, our companies, and our future. The Strategic Storyteller tells you how.

The Springboard: How Storytelling Ignites Action in Knowledge-Era Organizations is the first book to teach storytelling as a powerful and formal discipline for organizational change and knowledge management. The book explains how organizations can use certain types of stories ("springboard" stories) to communicate new or envisioned strategies, structures, identities, goals, and values to employees, partners and even customers. Readers will learn techniques by which they can help their organizations become more unified, responsive, and intelligent. Storytelling is a management technique championed by gurus including Peter Senge, Tom Peters and Larry Prusak. Now Stephen Denning, an innovator in the new discipline of organizational storytelling, teaches how to use stories to address challenges fundamental to success in today's information economy.

Drawing on more than 30,000 years of human storytelling, this is a groundbreaking handbook to navigating the Age of Disruption. With lessons drawn from game-changing companies, readers will discover how narrative is both a mindset and a methodology designed for the biggest challenges of their time.

With the wide variety of devices, touch points, and channels in use, your ability to control how people navigate your well-crafted experiences is fading. Yet it's still important to understand where people are in their journey if you're to deliver the right content and interactions at the right time and on the right device. This practical guide shows you how storytelling can make a powerful difference in product design. Author Anna Dahlström details the many ways you can use storytelling in your projects and throughout your organization. By applying tried-and-tested principles from film and fiction to the context of design and business, you'll learn to create great product experiences. Learn how the anatomy of a great story can make a difference in product design Explore how traditional storytelling principles, tools, and methods relate to key product design aspects Understand how purposeful storytelling helps tell the right story and move people into action Use storytelling principles to tell, sell, and present your work

Wall Street Journal & USA Today Bestseller The moment you take control of your stories, you take control of your business and your life. You keep hearing how story is the latest-and-greatest business tool, and that storytelling can do everything—from helping leaders better communicate to motivating sales teams and winning customers away from competitors. But what stories do you need to tell? And how do you tell them? In Stories That Stick, Kindra Hall, professional storyteller and nationally-known speaker, reveals the four unique stories you can use to differentiate, captivate, and elevate: the Value Story, to convince customers they need what you provide; the Founder Story, to persuade investors and customers your organization is worth the investment; the Purpose Story, to align and inspire your employees and internal customers; and the Customer Story, to allow those who use your product or service to share their authentic experiences with others. Telling these stories well is a simple, accessible skill anyone can develop. With case studies, company profiles, and anecdotes backed with original research, Hall presents storytelling as the underutilized talent that separates the good from the best in business. She offers specific, actionable steps readers can take to find, craft, and leverage the stories they already have and simply aren't telling. Every person, every organization has at least four stories at their disposal. Will you tell yours?

Learn how to use stories and visuals to make top-notch presentations It's called CAST (Content, Audience, Story, & Tell) and it's been a quiet success, until now. Developed over a twelve year period as a presentation method to help Enterprise Architects, it was adopted by Microsoft Enterprise Architecture teams and filtered from IT managers to Sales, and beyond to major organizations around the world. Now, thanks to this unique book from an expert author team that includes two Microsoft presentation experts, you can learn how to use this amazing process to create and make high-impact presentations in your own organization. The book helps you build complete visual stories, step by step, by using the CAST method to first create a Story Map and from there, a compelling presentation. It includes sample Story Maps, templates, practical success stories, and more. You'll discover how to go beyond PowerPoint slides to create presentations that influence your peers and effect change. Explains the secrets of making presentations and effecting change using CAST to create Story Maps and from there, high-impact and visual presentations that tell a story Covers how to apply a range of techniques and what the results look like, using screenshots of presentations, one page hand outs, and basic delivery with whiteboards Coauthored by Microsoft experts and a visual design guru who have years of experience training professionals in these methods Includes sample Story Maps, templates, practical success stories, and more Learn how to sell your ideas and trigger change in your company with Stories That Move Mountains: Storytelling and Visual Design for Persuasive Presentations.

Strategic Storytelling How to Create Persuasive Business Presentations

The focus of this book is Strategic Communication. Communication can be defined as strategic if its development and/or dissemination is driven by an expected outcome. These outcomes can be attitudinal, behavioral, persuasive or knowledge-related; they can lead to change or engagement, or they can miss their mark entirely. In looking at strategic communication, one is not limited to a specific context or discipline. Many of the scholars in the volume are generating research that covers strategic communication in ways that are meaningful across fields. This volume collects the work and idea of scholars who cover the spectrum of strategic communication from source to message to audience to channel to effects. Strategic Communication offers new perspectives across contexts and is rooted firmly in the rich research traditions of persuasion and media effects. Spanning multiple disciplines and written to appeal to a large audience, this book will be found in the hands of researchers, graduate students, and students doing interdisciplinary coursework.

The world's most successful organizations all share one thing in common: they know how to tell their story in a clear, compelling way. Developed by strategic brand storytelling firm Woden, Story is the Strategy lays out how organizations can develop their own brand story, and use it to align their teams, clarify their strategy, engage their customers, and achieve significant growth.

Whether you are a leader seeking to promote an idea, a public speaker hoping to leave a mark on the hearts and minds of the listeners, a business owner or content marketer endeavoring to present the advantages of a product or service -

remember: if you wish to engage and influence your audience, you must enliven your discourse with stories. And not just any stories, but those that have the power to boost your agenda and to advance the goals and objectives that you have set for yourself. Would you like to learn how this is done? Read the book - then go ahead and tell it right! **EFFECTIVE STORYTELLING STEP BY STEP (2020 EDITION)** presents the key to successful storytelling as an algorithm for building stories that captivate people, touch their hearts and minds, and drive them to action. Written in a light, even riveting style, the text unfolds before the reader the secrets of influence and persuasion and reveals the power of storytelling as a strategic tool. The book contains numerous and varied examples, detailed guidelines, and practical strategies for effective storytelling. O. G. GOAZ is a storyteller specializing in assisting individuals, organizations and businesses to find their stories. She gives lectures, leads workshops, and conduct straining sessions. GOAZ has an MA in Communication and Journalism, and over 18 years of experience in the field of marketing communications.

Master the secret to engaging any audience, from classrooms to colleagues. Everyone loves a good story. More than entertainment, stories told well captivate listeners and motivate action. This guidebook shows how to leverage the power of storytelling to engage and persuade any audience. Featuring current cognitive neuroscience research and updated references, the book includes: Detailed breakdowns of the essential elements all great stories share, and templates for creating yours Tips for supercharging your stories by drawing from personal experience as well as familiar movies, TV shows, and popular media. A guide to effective story delivery, including optimized vocal inflection and body language. True Storytelling is a new method of studying, planning, facilitating, ensuring, implementing and evaluating ethical and sustainable changes in companies, organizations and societies. True Storytelling is both a method with seven principles and a mindset to help managers and researchers to work with change. True Storytelling stresses that we need to balance the resources of the Earth, our wellbeing and the economy when we are dealing with change. It is not only a book about how to prevent climate change, it is also a book about how we can navigate through crisis, create less stress and achieve better life in organizations and in society as a whole. You will learn how to create innovative start-ups with a purpose and fund money for sustainable projects and good ideas. The book combines practical cases, interviews with managers and CEOs, theory and philosophy to define the method and to teach the Seven True Storytelling Principles: 1 You yourself must be true and prepare the energy and effort for a sustainable future 2 True storytelling makes spaces that respect the stories already there 3 You must create stories with a clear plot, creating direction and helping people prioritize 4 You must have timing 5 You must be able to help stories on their way and be open to experiment 6 You must consider staging, including scenography and artefacts 7 You must reflect on the stories and how they create value This book is a guide to implementing these core principles to boost leadership practices, create a storytelling culture and staff buy-in. The method is also useful as an analytical tool for organizations, managers and consultants in order to prepare, plan and execute the implementation of strategies. It is valuable reading for researchers and students at master level as well as leaders and consultants in charge of ethical and sustainable changes.

A practical, easy-to-use guide to transform business communications into memorable narratives that drive conversations—and your career—forward In **Everyday Business Storytelling: Create, Simplify, and Adapt A Visual Narrative for Any Audience**, visual storytelling experts Janine Kurnoff and Lee Lazarus leverage decades of experience helping executives at the world's top brands—including Facebook, Nestle, Accenture, and Marriot—bring clarity and meaning to their business communications. Whether you're building a presentation, crafting a high-stakes email, or need to influence decisions in your next meeting with an executive, **Everyday Business Storytelling** offers an insightful exploration of how to develop compelling business narratives. You'll discover how to use a simple, repeatable framework to choreograph your ideas, data, and insights into an authentic, persuasive story. You'll also find clever visual techniques to help humanize your stories and build an emotional connection with your audience. Just a few of the things you'll learn include: The science behind why storytelling is the most effective way to trigger emotion in an audience and how to craft a business narrative that makes your ideas engaging The four signposts of storytelling and how to identify and weave in your BIG idea to capture attention How to craft expert headlines that guide your audience and advance your story **Everyday Business Storytelling** is an indispensable guide to making your communications stick in the minds of your audience and drive change. If you're a busy, talented businessperson responsible for presentations, one-pagers, emails, or virtual meetings, this book is for you.

All organizations tell stories about themselves, through public communications, company lore, policies and daily interactions, modeling expected behavior for both insiders and outsiders. But not all organizations shape their stories with strategic intention, so that when external conditions change, the story changes too, modeling new behaviors that lead the organization forward. **Strategic Narrative: A Framework for Accelerating Innovation**, provides practical guidance and a concrete process for leaders and organizations to generate new narratives in transforming conditions. Visually engaging, the book communicates with original illustrations, worksheets and explanatory graphics throughout.

Don't simply show your data—tell a story with it! **Storytelling with Data** teaches you the fundamentals of data visualization and how to communicate effectively with data. You'll discover the power of storytelling and the way to make data a pivotal point in your story. The lessons in this illuminative text are grounded in theory, but made accessible through numerous real-world examples—ready for immediate application to your next graph or presentation. Storytelling is not an inherent skill, especially when it comes to data visualization, and the tools at our disposal don't make it any easier. This book demonstrates how to go beyond conventional tools to reach the root of your data, and how to use your data to create an engaging, informative, compelling story. Specifically, you'll learn how to: Understand the importance of context and audience Determine the appropriate type of graph for your situation Recognize and eliminate the clutter clouding your information Direct your audience's attention to the most important parts of your data Think like a designer and utilize concepts of design in data visualization Leverage the power of storytelling to help your message resonate with your

audience Together, the lessons in this book will help you turn your data into high impact visual stories that stick with your audience. Rid your world of ineffective graphs, one exploding 3D pie chart at a time. There is a story in your data—Storytelling with Data will give you the skills and power to tell it!

Stories are everywhere around us, from the ads on TV or music video clips to the more sophisticated stories told by books or movies. Everything comes wrapped in a story, and the means employed to weave the narrative thread are just as important as the story itself. In this context, there is a need to understand the role storytelling plays in contemporary society, which has changed drastically in recent decades. Modern global society is no longer exclusively dominated by the time-tested narrative media such as literature or films because new media such as videogames or social platforms have changed the way we understand, create, and replicate stories. The Handbook of Research on Contemporary Storytelling Methods Across New Media and Disciplines is a comprehensive reference book that provides the relevant theoretical framework that concerns storytelling in modern society, as well as the newest and most varied analyses and case studies in the field. The chapters of this extensive volume follow the construction and interpretation of stories across a plethora of contemporary media and disciplines. By bringing together radical forms of storytelling in traditional disciplines and methods of telling stories across newer media, this book intersects themes that include interactive storytelling and narrative theory across advertisements, social media, and knowledge-sharing platforms, among others. It is targeted towards professionals, researchers, and students working or studying in the fields of narratology, literature, media studies, marketing and communication, anthropology, religion, or film studies. Moreover, for interested executives and entrepreneurs or prospective influencers, the chapters dedicated to marketing and social media may also provide insights into both the theoretical and the practical aspects of harnessing the power of storytelling in order to create a cohesive and impactful online image.

Use storytelling to influence people and move them to action Need to get your point across? Get staff on board with change? Foster collaboration? Increase sales? Strengthen employee engagement? Build customer loyalty? Drive innovation and creativity? Capture best practices? Align people around a goal? Grow your business? Business Storytelling For Dummies can help you do this—and more. Pre-order your copy today through Amazon! Discover: Expert advice with real-world examples Proven case studies, tips, and templates How to get results by capturing, crafting, telling stories, and more

Complex problem solving is the core skill for 21st Century Teams Complex problem solving is at the very top of the list of essential skills for career progression in the modern world. But how problem solving is taught in our schools, universities, businesses and organizations comes up short. In Bulletproof Problem Solving: The One Skill That Changes Everything you'll learn the seven-step systematic approach to creative problem solving developed in top consulting firms that will work in any field or industry, turning you into a highly sought-after bulletproof problem solver who can tackle challenges that others balk at. The problem-solving technique outlined in this book is based on a highly visual, logic-tree method that can be applied to everything from everyday decisions to strategic issues in business to global social challenges. The authors, with decades of experience at McKinsey and Company, provide 30 detailed, real-world examples, so you can see exactly how the technique works in action. With this bulletproof approach to defining, unpacking, understanding, and ultimately solving problems, you'll have a personal superpower for developing compelling solutions in your workplace. Discover the time-tested 7-step technique to problem solving that top consulting professionals employ Learn how a simple visual system can help you break down and understand the component parts of even the most complex problems Build team brainstorming techniques that fight cognitive bias, streamline workplanning, and speed solutions Know when and how to employ modern analytic tools and techniques from machine learning to game theory Learn how to structure and communicate your findings to convince audiences and compel action The secrets revealed in Bulletproof Problem Solving will transform the way you approach problems and take you to the next level of business and personal success. Digital Storytelling as Public History: A Guidebook for Educators provides a practical methodology for teaching public history in the digital age. Drawing on a long-standing collaboration, Fisanick and Stakeley examine how and why educators in all arenas should adopt digital storytelling as a means for encouraging interest in local and regional history. The book shows readers how to implement the strategies necessary to help storytellers in a variety of settings create short films that showcase the collections at local and regional historical societies and museums. It also teaches storytellers higher executive functions, such as independent project management, peer and self-critique, and rhetorical savviness. By guiding storytellers through this process of creating public history digital stories, the book enables them to become connected to communities, improve their understanding of regional history, and expand their knowledge of the preservation of historical artifacts. Supported by online handouts and offering a comprehensive methodology for educators, this is the ideal guide for those teaching public history in the digital age across a range of educational settings, including the classroom, museum and community.

Explains how companies must pinpoint business strategies to a few critically important choices, identifying common blunders while outlining simple exercises and questions that can guide day-to-day and long-term decisions.

#### HARNESS THE UNIVERSAL POWER OF STORYTELLING TO IMPROVE ALL OF YOUR BUSINESS

COMMUNICATIONS. What's your story? It's a question human beings have been asking each other since we first gathered around a campfire. Millennia later, this human need for storytelling hasn't changed. We communicate most effectively through our personal stories—and our professional success depends on it. This groundbreaking guide shows you how to tap into the timeless power of storytelling to transform your business. Here, executive coach, motivational speaker, and psychologist Murray Nossel, PhD, distills decades of experience into a simple method that will enable you to:

- Find the right story for a particular audience and purpose.
- Leverage your own experiences, memories, history, and heritage.
- Create, develop, and craft a universal story that resonates.
- Connect with business associates on a more

personal, relatable level. •Share your corporate vision and goals—and get others on board. •Resolve workplace conflicts and find workable solutions. •Boost creativity, spread ideas, and spark true innovation. •Improve teamwork and collaboration through listening and learning. •Integrate storytelling into all your communications for ongoing success. You'll learn the proven three-step method Murray's firm, Narativ, uses with its clients, ranging from Fortune 500 companies to nonprofits. First, you excavate your personal memories and experiences to generate story ideas that suit your particular needs. Second, you craft and shape these elements into a classic story structure that really connects with audiences. Third, you present your story to your business audience using simple performance techniques that anyone can master. A fundamental element of this method is a focus on listening: the ability to hear yourself, as well as the feedback provided by a given audience?because it is your audience's listening that shapes your telling. Everyone needs to communicate well to succeed in business. And everyone has a story to tell. Powered by Storytelling shows you how to tell your story, connect with your audience, and achieve results.

The best leaders know how to communicate clearly and persuasively. How do you stack up?If you read nothing else on communicating effectively, read these 10 articles. We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you express your ideas with clarity and impact—no matter what the situation. Leading experts such as Deborah Tannen, Jay Conger, and Nick Morgan provide the insights and advice you need to: Pitch your brilliant idea—successfully Connect with your audience Establish credibility Inspire others to carry out your vision Adapt to stakeholders' decision-making style Frame goals around common interests Build consensus and win support

Stories are orders of magnitude which are more effective than facts at achieving attention, persuading, being remembered, and inspiring involvement. Signature stories—intriguing, authentic, and involving narratives—apply the power of stories to communicate a strategic message. Marketing professionals, coping with the digital revolution and the need to have their strategic message heard internally and externally, are realizing that a digital strategy revolves around content and that content is stories. Creating Signature Stories shows organizations how to introduce storytelling into their strategic messaging, and guides organizations to find, or even create, signature stories and leverage them over time. With case studies built into every chapter, organizations will realize the power of storytelling to energize readers, gain visibility, persuade audiences, and inspire action.

Based on the hottest, most in-demand seminar offered by the legendary story master Robert McKee -- Storynomics translates the lessons of storytelling in business into economic and leadership success. Robert McKee's popular writing workshops have earned him an international reputation. The list of alumni with Academy Awards and Emmy Awards runs off the page. The cornerstone of his program is his singular book, Story, which has defined how we talk about the art of story creation. Now in Storynomics, McKee partners with digital marketing expert and Skyword CEO Tom Gerace to map a path for brands seeking to navigate the rapid decline of interrupt advertising. After successfully guiding organizations as diverse as Samsung, Marriott International, Philips, Microsoft, Nike, IBM, and Siemens to transform their marketing from an ad-centric to story-centric approach, McKee and Gerace now bring this knowledge to business leaders and entrepreneurs alike. Drawing from dozens of story-driven strategies and case studies taken from leading B2B and B2C brands, Storynomics demonstrates how original storytelling delivers results that surpass traditional advertising. How will brands and their customers connect in the future? Storynomics provides the answer.

Adapt, embrace uncertainties and create more resilient business strategies by mastering the futuring mindset.

In his best-selling book, Squirrel Inc., former World Bank executive and master storyteller Stephen Denning used a tale to show why storytelling is a critical skill for leaders. Now, in this hands-on guide, Denning explains how you can learn to tell the right story at the right time. Whoever you are in the organization CEO, middle management, or someone on the front lines you can lead by using stories to effect change. Filled with myriad examples, A Leader's Guide to Storytelling shows how storytelling is one of the few available ways to handle the principal and most difficult challenges of leadership: sparking action, getting people to work together, and leading people into the future. The right kind of story at the right time, can make an organization "stunningly vulnerable" to a new idea.

"This guide reveals how writers can take advantage of the brain's hard-wired responses to story to captivate their readers' minds through each plot element"--Provided by publisher.

New Tools to Overcome the Human Barriers to Change Leaders know that their job is to transform their organizations to keep pace with technology and an ever-changing business environment. They also know that they are bound to fail in doing so. But this discouraging prospect is not because they won't be able to solve a technological or strategic problem. Leaders will fail because of intractable human responses associated with change--responses such as fear, ingrained habits, politics, incrementalism, and lack of imagination. These stumbling blocks always arise when we humans are faced with change, but what if we had a way to transcend them? This book reveals a radical new method for doing just that. Written by the executive who designed and implemented it, the neuroscientist who helped make it work, and the academic who explains why it works and how to do it, Leading Transformation introduces an innovative yet proven process for creating breakthrough change. Divided into three steps--envisioning the possible, breaking down resistance, and prototyping the future--this process uses cutting-edge tools such as science fiction, cartoons, rap music, artifact trails, and neuroprototypes to overcome people's inability to imagine or react to what doesn't yet exist, override powerful habits and routines that prevent them from changing, and create compelling narratives about the organization's future and how to get there. Showing how these tools have been used successfully by companies such as Lowe's, Walmart, Pepsi, IKEA, Google, Microsoft, and others, the process revealed in this book gives leaders the means to transcend the human barriers that block change and lead their organizations confidently into the future.