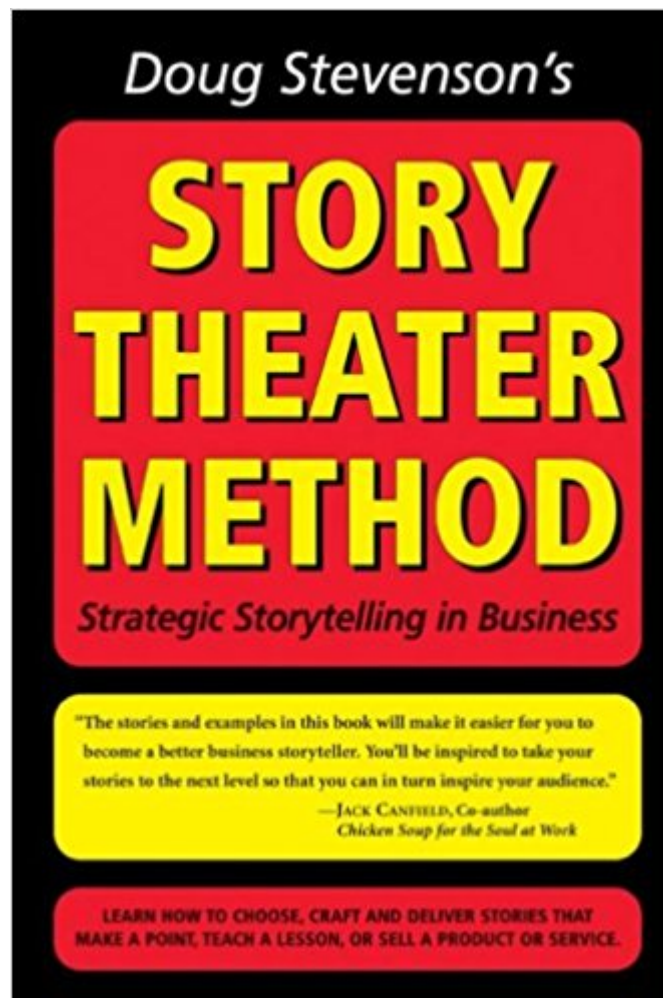




The book was found

Doug Stevenson's Story Theater Method - Strategic Storytelling In Business



Synopsis

Doug Stevenson's Story Theater Method (formerly titled: Never Be Boring Again) is unlike any other book on speaking skills. It teaches a breakthrough method that can help you make dynamic business presentations in front of any audience, anytime, anywhere. This book focuses on strategic storytelling for business, training, motivation and sales. Learn how to choose, craft and deliver stories that make a point, teach a lesson, or sell a product or service. A powerful story - well told - is your secret to connecting with clients, colleagues and customers. With Doug Stevenson's Story Theater Method, you can become a magnetic speaker with the power to attract and hold any audience's attention. You'll learn how to: use strategically chosen stories to sell your idea or product; use a nine step formula for crafting compelling stories; get your point across to insure maximum buy in; brand your message with a Phrase That Pays; incorporate humor so people laugh while they learn; get out of your own way and Stand in Your Power; and make dull and dry technical information come alive. Whether you are speaking to five or five thousand, these easy-to-understand-and-apply techniques will immediately enhance your professional credibility. Are you ready to be more motivating, memorable and magnetic? Bronwyn Fryer, the senior editor at Harvard Business Review states, There are two ways to persuade people. The first is by using conventional rhetoric, which is what most executives are trained in. That's not good enough, because people are not inspired to act by reason alone. The other way to persuade people and ultimately a much more powerful way is by uniting an idea with an emotion. The best way to do that is by telling a compelling story. Other presentation skills books tell you to use stories, but they don't tell you how. Businesspeople who attempt to use stories recognize that there is an art and science to telling them, but they don't know where to go for instruction. I wrote this book for business professionals, salespeople, entrepreneurs and executives who want to use stories in a business environment. This book walks you step-by-step, through the process of choosing and crafting a story that makes a point, illuminates an idea or sells a product. This is strategic storytelling for business using a systematic method. It is pragmatic theatricality to achieve a desired result. In this easy to read book, you'll learn how to: use strategically chosen stories to sell your idea or product; use a nine step formula for crafting compelling stories; get your point across to insure maximum buy in; brand your message with a Phrase That Pays; incorporate humor so people laugh while they learn; and make dull and dry technical information come alive.

Book Information

Perfect Paperback: 352 pages

Publisher: Cornelia Press; 2nd edition (January 24, 2008)

Language: English

ISBN-10: 0977914615

ISBN-13: 978-0977914616

Product Dimensions: 0.8 x 6 x 8.8 inches

Shipping Weight: 1.2 pounds (View shipping rates and policies)

Average Customer Review: 4.6 out of 5 stars 37 customer reviews

Best Sellers Rank: #264,692 in Books (See Top 100 in Books) #172 in Books > Business & Money > Marketing & Sales > Public Relations

Customer Reviews

The stories and examples in this book will make it easy for you to become a better business storyteller. You'll be inspired to take your stories to the next level so that you can in turn inspire your audience. --Jack Canfield, Co-author: *Chicken Soup for the Soul at Work* Personal stories are the surest and most intimate way for a speaker to connect with the heart, mind and spirit of their audience. This book provides a roadmap for you to discover and develop your own personal stories. --Marianne Williamson, Author: *Return to Love and Everyday Grace* This book reads like an intimate conversation that you'd have with your speaking coach. It's not a bunch of theory and sketchy ideas. This is down to earth stuff you can use immediately to become a better speaker. I highly recommend it. --Howard Putnam, Speaker, Author, Former CEO of Southwest Airlines and Braniff Airlines

Other presentation skills books tell you to use stories, but they don't tell you how. Businesspeople who attempt to use stories recognize that there is an art and science to telling them, but they don't know where to go for instruction. I wrote this book for business professionals, salespeople, entrepreneurs and executives who want to use stories in a business environment. *Never Be Boring Again* walks you step-by-step, through the process of choosing and crafting a story that makes a point, illuminates an idea or sells a product. This is strategic storytelling for business using a systematic method. It is pragmatic theatricality to achieve a desired result. In this easy to read book, you'll learn how to: use strategically chosen stories to sell your idea or product; use a nine step formula for crafting compelling stories; get your point across to insure maximum "buy in;" brand your message with a "Phrase That Pays;" incorporate humor so people laugh while they learn; and make dull and dry technical information come alive. --This text refers to

the Paperback edition.

Numerous books talk about the need to tell stories and a few even talk about different types of stories and what's effective. What separates the Story Theater Method from the rest is its highly practical, step-by-step instructions for how to become a great storyteller in business presentations. The book is packed with usable tips on every part of the process, from finding good stories (and rejecting bad ones) to structuring them for maximum impact to delivering them with impeccable timing. A really good reviewer would have written his review in the form of a story! I'm still learning and, as Stevenson points out, this isn't a just-add-water system. It takes work to become a master.

Stevenson offers a simple (yet comprehensive) method for taking the stories of your life and telling them in a way that keeps the audience involved and listening. I found his description of the 7 types of stories, along with tips on how and when to use them, quite helpful. My skepticism regarding his Story Crafting in four steps (seemed too simple) disappeared after reading them. They will save me a great deal of work! Stevenson clearly explains and illustrates his 9 steps for designing the story structure. From beginning to end it is clearly written and easy to follow. I'm glad I bought it!

We met Doug Stevenson in person at a workshop. In a matter of just a few hours, we learned more than we had in the last year at other workshops. This book will give you the same information (although you'll miss his running around the stage) as we gained in the workshop. Well worth the read for anyone that speaks for a living, or just speaks to their friends. review by Gma Mary Adkinson, author of "Growing Up With Princess Lizzy: little life lessons"

Product worked well. In good condition and it arrived quickly and the seller did everything they were supposed to. I would order again.

Easy to read and prepares you well!

I really like this book. It's everything I hoped it would be in terms of content plus a pleasing optimistic writing style. Good results so far with the one personal story I've completed and am using. 5 Stars !

A must for every public speaker!

A well written book on the art of public speaking.

[Download to continue reading...](#)

Doug Stevenson's Story Theater Method - Strategic Storytelling in Business What's the Story: Essays about art, theater and storytelling Pixar Storytelling: Rules for Effective Storytelling Based on Pixar's Greatest Films TED Talks Storytelling: 23 Storytelling Techniques from the Best TED Talks Sharable Parables: Creative Storytelling Ideas for Ages 3-12 (The Steven James Storytelling Library) Creative Storytelling Guide for Children's Ministry: When All Your Brain Wants to Do Is Fly! (The Steven James Storytelling Library) Storytelling with Rubber Stamps (Scrapbook Storytelling) Improving Your Storytelling: Beyond the Basics for All Who Tell Stories in Work and Play (American Storytelling) Summary of Just Mercy, by Bryan Stevenson | Includes Analysis Tom Stevenson's Champagne & Sparkling Wine Guide The Complete Works of Robert Louis Stevenson: Novels, Short Stories, Poems, Plays, Memoirs, Travel Sketches, Letters and Essays (Illustrated Edition): ... Catriona and A Child's Garden of Verses Robert Louis Stevenson's Edinburgh Picturesque Notes (Illustrated) Murder Most Queer: The Homicidal Homosexual in the American Theater (Triangulations: Lesbian/Gay/Queer Theater/Drama/Performance) Set Design and Prop Making in Theater (Exploring Theater) Zagat 2004 New York City Theater (Summer) (Zagat Survey: New York City Theater Guide) The Lion, the Witch and the Wardrobe (Focus on the Family Radio Theater) (Focus on the Family Radio Theater) Business For Kids: for beginners - How to teach Entrepreneurship to your Children - Small Business Ideas for Kids (How to Start a Business for Kids - Business for children - Kids business 101) ESL Business English: The essential guide to Business English Communication (Business English, Business communication, Business English guide) Business and Legal Forms for Theater, Second Edition (Business and Legal Forms Series) Strategic Planning for Public and Nonprofit Organizations: A Guide to Strengthening and Sustaining Organizational Achievement (Bryson on Strategic Planning)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)