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COMMUNICATE TO INFLUENCE

HOW TO
INSPIRE
YOUR AUDIENCE
TO ACTION



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of Decker Communications

Communicate To Influence How To Inspire Your Audience To Action

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Communicate to Influence: How to Inspire Your Audience to Action Kelly Decker, Ben Decker, 2015-04-13 The gold standard for communication training programs USA Today Business communication sucks At each meeting and presentation we are inundated with information leaving us thirsting for inspiration Sure we will check off an action item because we have to but what if we were actually inspired to do something What if we were so moved that we wanted to do it Leaders must earn the license to lead Not by expertise authority or title alone but by influence In Communicate to Influence you will learn the secrets of the Decker Method a framework that has been perfected over the past 36 years Ben and Kelly Decker add fresh insights to these proven principles so that you can ignite change and inspire action Discover The Five White Lies of Communicating learn which barriers prevent you from getting better The Communicator's Roadmap use a tool to visually chart what type of communication experience you create The Behaviors of Trust align what you say with how you say it to better connect with your audience The Decker Grid shift your message from self centered all about me content to relevant audience centered content that drives action You are called to communicate well Not only on the main stage under bright lights but every time you speak with your colleagues your clients and other stakeholders It's time to learn how Stop informing Start inspiring BEN DECKER KELLY DECKER are the leading experts in the field of business communication They consult on messaging cultivate executive presence among the leadership of Fortune 500 companies and startups alike and regularly deliver keynotes to large audiences Together they run Decker Communications a global firm that trains and coaches tens of thousands of executives a year Ben and Kelly live in the San Francisco Bay Area where they constantly test and refine communication techniques with their most demanding audience their three boys

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Table of Contents Communicate To Influence How To Inspire Your Audience To Action

1. Understanding the eBook Communicate To Influence How To Inspire Your Audience To Action
 - The Rise of Digital Reading Communicate To Influence How To Inspire Your Audience To Action
 - Advantages of eBooks Over Traditional Books
2. Identifying Communicate To Influence How To Inspire Your Audience To Action
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Communicate To Influence How To Inspire Your Audience To Action
 - User-Friendly Interface
4. Exploring eBook Recommendations from Communicate To Influence How To Inspire Your Audience To Action
 - Personalized Recommendations
 - Communicate To Influence How To Inspire Your Audience To Action User Reviews and Ratings

- Communicate To Influence How To Inspire Your Audience To Action and Bestseller Lists
- 5. Accessing Communicate To Influence How To Inspire Your Audience To Action Free and Paid eBooks
 - Communicate To Influence How To Inspire Your Audience To Action Public Domain eBooks
 - Communicate To Influence How To Inspire Your Audience To Action eBook Subscription Services
 - Communicate To Influence How To Inspire Your Audience To Action Budget-Friendly Options
- 6. Navigating Communicate To Influence How To Inspire Your Audience To Action eBook Formats
 - ePub, PDF, MOBI, and More
 - Communicate To Influence How To Inspire Your Audience To Action Compatibility with Devices
 - Communicate To Influence How To Inspire Your Audience To Action Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Communicate To Influence How To Inspire Your Audience To Action
 - Highlighting and Note-Taking Communicate To Influence How To Inspire Your Audience To Action
 - Interactive Elements Communicate To Influence How To Inspire Your Audience To Action
- 8. Staying Engaged with Communicate To Influence How To Inspire Your Audience To Action
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Communicate To Influence How To Inspire Your Audience To Action
- 9. Balancing eBooks and Physical Books Communicate To Influence How To Inspire Your Audience To Action
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Communicate To Influence How To Inspire Your Audience To Action
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Communicate To Influence How To Inspire Your Audience To Action
 - Setting Reading Goals Communicate To Influence How To Inspire Your Audience To Action
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Communicate To Influence How To Inspire Your Audience To Action
 - Fact-Checking eBook Content of Communicate To Influence How To Inspire Your Audience To Action
 - Distinguishing Credible Sources

13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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