



Perfecting Your Pitch: How to Succeed in Business and in Life by Finding Words That Work

By Ronald M Shapiro

Gildan Media Corporation, United States, 2014. CD-Audio. Book Condition: New. Unabridged. 146 x 132 mm. Language: English . Brand New. A New York Times bestselling author reveals how to find the right words for every situation Whether you are making a budget request, interviewing for a job, ending a relationship, or talking to children about divorce, the crux of success in those and other crucial situations is planned, effective communication. And yet, it is the tool people most often fail to use. In Perfecting Your Pitch, expert consultant and negotiator Ronald M. Shapiro presents his system of scripting, outlined efficiently as the Three D s: Draft, Devil s Advocate, Deliver. Using real-life examples, Shapiro walks listeners step-by-step through the process of creating an effective message, preparing for counterarguments, and delivering the results with confidence and grace across a broad range of situations. He also provides an excellent menu of stories and model scripts for communication challenges affecting business, family, friends and consumers. Reaching out to listeners of Difficult Conversations and Getting to Yes, Perfecting Your Pitch introduces a simple but powerful system we can all use for great results.



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Reviews

Complete guideline! Its this type of great read through. it absolutely was writtern quite perfectly and helpful. I am very happy to explain how this is basically the best book i actually have read through during my personal life and can be he very best book for at any time.

-- **Joshua Gerhold PhD**

A very awesome book with perfect and lucid reasons. It really is basic but shocks within the 50 percent of the book. Its been designed in an exceptionally easy way and is particularly merely right after i finished reading this ebook where in fact changed me, change the way i think.

-- **Meagan Roob**