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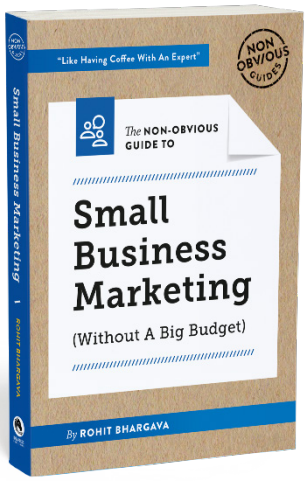
USE WITH SECTION 17.3

Non-Obvious Reading List On Speaking + Networking Advice



NOTE – This is a collection of books and resources that are highly useful to improve your ability to make a pitch or presentation, speak publicly, make better connections at networking events and generally be more approachable in any situation.

1. Steal the Show by Michael Port

When it comes to teaching anyone how to be a better speaker, there is probably no better current authority than Michael Port. This should be your starting point if you want to be a better speaker.

2. Long Story Short by Margot Leitman

If you want to get better at using the power of storytelling to be compelling and make better connections, this easy to read guide from a Moth Grandslam Champion of storytelling will help.

3. The Charisma Myth by Olivia Fox Cabane

One of the most widely read guides to being more persuasive in any situation, based on the author's highly popular courses offered at Harvard and MIT.

4. The Exceptional Presenter by Timothy J. Koegel

Though this book is well over ten years old, I continue to assign it to my public speaking students at Georgetown University because it is a very useful overview of the basics we should all know.

5. What Every Body Is Saying by Joe Navarro

If you have ever wanted to be better at reading body language, this guide written by a former FBI counterintelligence agent who spent 25 years working at the agency is a great place to start.

6. To Sell Is Human by Daniel H. Pink

Whether you love or hate sales, this book will give you a new perspective on what it takes to be better at pitching anything, from selling your product to getting your kids to eat their veggies.

7. Tell To Win by Peter Guber

Filled with entertaining anecdotes from his decades as a leading Hollywood film producer, this book will offer plenty of insight into how to use stories effectively to be more successful.

8. Always Eat Left Handed by Rohit Bhargava

My own book all about supercharging your success by doing the unexpected.

Any other books you would suggest to add?

This list is continually updated. To make suggestions for us to add to the next edition, let Rohit know by emailing rohit@nonobviouscompany.com!