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by the founder and CEO of Sheffield Marketing Partners, which specializes in message and narrative development, who is also a recognized expert in Narrative Mapping, a technique that helps clients achieve a clearer and more concise message Long story short: BRIEF will help you gain the muscle you need to

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talented journalist to introduce you to the right mindset and skillset—and this book does it with science and humor." -Adam

Grant, #1 New York Times bestselling author of Originals and Give and Take

Hand picked by Malcolm Gladwell, Adam Grant, Susan Cain, and Daniel Pink for Next Big Ideas Club "An essential

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Work for our times." -Lori Gottlieb, New York Times bestselling author of *Maybe You Should Talk to Someone* At work, we're taught to lead the conversation. On social media, we shape our personal narratives. At parties, we talk over one another. So do our politicians. We're not listening. And no one is listening to us.

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Despite living in a world where technology allows constant digital communication and opportunities to connect, it seems no one is really listening or even knows how. And it's making us lonelier, more isolated, and less tolerant than ever before. A listener by trade, New York Times contributor Kate Murphy

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wanted to know how we got here. In this always illuminating and often humorous deep dive, Murphy explains why we're not listening, what it's doing to us, and how we can reverse the trend. She makes accessible the psychology, neuroscience, and sociology of listening while also introducing us to some of the best listeners

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