



# **Communication Works**

By Teri Gamble, Michael Gamble



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Written for the introductory communication course, *Communication Works* presents communication principles, interpersonal communication, group communication, and public speaking in an engaging and highly interactive manner. Its use of questions in the narrative, margins, boxes, and captions support instructors who prefer to lead a discussion-oriented and engaging course. Recognizing the challenges that our world presents for the communication students of the 21st century, the new edition includes enhanced ESL coverage and coverage of ethical, cultural, and technological issues, while also reemphasizing the focus on skill-building to promote the development of personal and professional relationships in real world and virtual settings.



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#### **Editorial Review**

About the Author

Teri Kwal Gamble and Michael W. Gamble both earned PhDs in communication from New York University. They are full professors of communication and award-winning teachers, with Teri at the College of New Rochelle and Michael at the New York Institute of Technology in Manhattan. As co-founders of Interact Training Systems, a communication consulting fi rm, they have conducted seminars, workshops, and short courses for numerous business and professional organizations across the United States. The Gambles are co-authors of several textbooks and training systems, including Public Speaking in the Age of Diversity; Interpersonal Communication in Theory, Practice and Context; and Literature Alive! Their trade books include Sales Scripts That Sell, Phone Power, and The Answer Book. Teri and Michael live in New Jersey and spend much of their time exploring how and why communication works. Their personal favorite communicators are their children—their son, Matthew Jon, who has his doctorate in biochemistry and is now a scientist, and their daughter, Lindsay Michele, who received her MBA in marketing, ran the New York City Marathon, teaches this course, and works in real estate.

Teri Kwal Gamble and Michael W. Gamble both have their doctoral degrees in communication from New York University. Teri is a full professor of communication at the College of New Rochelle, and Michael is a full professor of communication at New York Institute of Technology in Manhattan. Both are award-winning teachers and have conducted seminars and short courses for numerous business and professional organizations across the United Sates. They are co-authors of several books including Public Speaking in the Age of Diversity, Contacts, Literature Alive and Sales Scripts that Sell. In recent years they have been actively involved in teaching communication skills to sales and marketing representatives for a number of corporations. In addition to the basic communication course, Teri and Michael have a wide interest in communication studies and have developed and taught a variety of graduate and undergraduate courses including gender and communication, leadership and team building, conflict management and negotiation, public relations and public relations writing, organizational communication, communication theory, communication law and ethics, writing for organizations, legal communication and trail consulting, sales communication, and the communication consultant as entrepreneur. Teri and Michael live in New Jersey. Their children have grown up with this text. Twenty-five year old Matthew is now a Doctoral Candidate in Molecular and Cell Biology preparing a dissertation in the field of transcription, and nineteen-year old Lindsay is a Division I Scholar/Athlete playing Soccer for a Big East university while she is pursuing a degree in Marketing and Entrepreneurship.

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