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The 11 Laws of Likability is a well-organized, clearly written book that brings home many potentially eye-opening concepts, all of

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which are based on the idea that networking can be as enjoyable as having a conversation with friends and still be highly beneficial to career goals.  
By Meredith Ann Rutter

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**The 11 Laws of Likability**  
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11 Laws "What makes each of us likable is distinct to us. But the basic drivers of likability are the same for us all." - The 11 Laws of

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Likability, page 6. What makes you likable is different than what makes me likable. But the basic drivers of likability, Lederman says, are the same for all of us.

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## **The 11 Laws of Likability – Actionable Books**

Michelle Tillis Lederman is the author of two books; The 11 Laws of Likability and Heroes Get Hired. She is an expert in relationship networking, career

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advancement, and work place communications. She has been on NBC, FOX, NPR, New York Times, the Wall Street Journal and countless other media outlets.

**Podcast: The 11 Laws of**

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## **Likability - JenningsWire**

Description. As the founder and CEO of the management training organization Executive Essentials, Michelle Tillis coaches and trains leaders to experience continual growth and achieve

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results through the power of collaboration, communication, and relationships. In 11 Laws of Likability, she presents activities, self-assessment quizzes, and real-life anecdotes from professional

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“It is through the strength  
of what is genuine that  
meaningful connections build  
into relationships.” –

Michelle Tillis Lederman, 11

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to identify what's likable in themselves and use those characteristics to build connections with other professionals. The worst thing anyone can do when trying to establish a personal bond ...

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(2011) is a guide to  
networking built on one  
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like. These blinks will explain how to discover your most likable characteristics, start conversations and keep them going, and make a lasting positive impression on people.

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## Relationship Networking

**The 11 Laws of Likability** by  
**Michelle Tillis Lederman**

During this lively conversation, they'll talk about relationship networking and what draws people to each other in a

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business capacity. They will dive into “The 11 Laws of Likability,” which Michelle has identified as the most relevant and impactful aspects of building solid relationships.

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