

Chapter 1 : Confidence is Key: 6 Tips to Speaking with Impact > National Conference of State Legislatures

Using our dynamic methods you can achieve a significantly improved performance when you present and reduce the time you need to spend preparing.

And I do not mean the noise that occurs from that which we call progress: No, I am referring to the noise of all the words we hear everyday. As I wait for flights at an airport, there is always this low murmur of hundreds of voices all mingling at once. And not one discernible conversation among all of the voices around me. And I love doing light work on my laptop with what in the background? The sound of a basketball or football game playing. Noise cancelling out noise. Interesting how words can be used. In a world of many words, I truly appreciate that person, though, who is able to draw me into their world and articulate a message that has power spoken with passion. And I want to be that type of speaker. I remember one of my work associates back when I taught on the college scene. I used to travel with him to conferences where we would speak and I remember sitting in on some of his workshops. There was something about him that he could weave a topic together in a seamless fashion and force you to walk away changed, or at the very least, reconsider a perspective. Lack of verbal clutter. I frequently tried to boil down what it was that made him successful and engaging. I wanted it for myself and tried to emulate his strategies. Simply using words does not make you an engaging speaker any more than holding a ball makes you a great athlete. In an age where speaking over the top of your opponent has become too commonplace, and where interrupting and arguing is centerstage, it appears that the art of speaking well has become a lost art. Engaging-type leadership will always be in vogue, and the leader who is an articulate and compelling speaker is a rare two-edged sword. I believe that speaking well is a skill set that can be improved with practice. And as I listened to my TED talk, there were only four points. But they were simple, and at the end, I resonated with his message. I just did not always see them for what they were.

Principles to Gain Clarity Just one idea please Ugh. It really grates on me when people feel like they have to overflow too many ideas at one time. The first principle of speaking is to have one key idea, one big concept, in which you can share context and to which you can attach examples. Change usually occurs not in the proliferation of ideas but in identifying with one main point and that singular and focused thought then compels me to action. Overuse of ideas only ensures that your listener will probably walk away with some mental clutter. Many ideas but not sure of the one on which to attach. Why should I care? The second principle of speaking effectively is to give your listeners a reason to care. I am willing to consider change or a different course of action when I am shown that there is a gap between where I am versus where I want to be. If I think I am in a good state, why do something different? I love to mountain bike, but in Wisconsin, I can only ride for about months out of the year because the other half has snow and ice on the ground. Then my friend gets a fat tire bike. A fat tire bike looks like a mountain bike but its tires are about 4. I love to mountain bike, I cannot mountain bike in the winter, and then I am shown how to bridge that gap with a fat tire bike. And so I bought me a used bike and now can bike year round. Lead them by using questions and allow them to come to that same destination. There is not a flaw in the message. Rather, there is a flaw in the technique. Stories, examples, visuals, and metaphors, all give life to an idea. In other words, build your ideas with concepts that have a familiarity with your listeners not just to you. Jesus was a master at this. The kingdom of heaven is like this shepherd who has a lost sheep and expends all his energy and attention finding this one sheep. The sheep is valued. The sheep is loved. The people in that day connected to shepherds and sheep. And finally, the fourth principle is that your idea, to be compelling and impactful, must have a benefit to the one listening. In other words, make your idea or concept worth sharing! Information in and of itself does not change me. It is when the idea inspires me, challenges my assumptions, or modifies a perspective that it truly has value. Because it benefits me. In other words, you are looking for a takeaway that becomes an action item, a spurring to change, or a conclusion to be considered. I love the simplicity of these four principles yet the power that is contained in them. But I can digest four quite easily. And here is the takeaway for you. Perhaps you think these only apply if you speak publicly or give workshops. As I said before, these work in larger contexts or in the one-on-one coffee shop meet-ups. Think of how discipleship works. You do not give your

friend 23 ideas to try out. And you will find that, over time, they become part of who you are. In a sense, I want to be like that picture above, where one single drop creates change and movement in all directions.

Chapter 2 : Speaking with Impact: 4 Simple Principles |

Learn the common pitfalls with public speaking and feel comfortable in an intimate, supportive working environment. Attend this training as a stand-alone one day course or as part of our intensive two-day presentation training; Presenting with Impact.

By Gail Zack Anderson on March 29, You have entered the communication process by thinking about your approach or attitude for effective communication. You have prepared for communication by thinking through your intended message and targeted it toward your listener. Select the appropriate tone. Be aware of any tendencies toward tentativeness, sarcasm, inappropriate humor due to stress, exaggeration, etc. Try to keep the tone appropriate to the discussion, avoiding anything that might be confusing or off-putting, especially when the conversation is serious. Speak each word clearly. A great trick is to open your mouth a bit wider than you might be accustomed to in order to heighten articulation. This is important particularly when you feel stressed or emotional, or if you tend to talk quickly anyway. Pace yourself, remember to breathe and pause periodically. If you speak too loudly, you may sound angry and intimidating. If you speak too softly you may not be taken seriously. So speak at normal volume. Speak slowly and clearly, enunciate carefully. Allow a few pauses for the listener to catch up. Be specific and accurate. You may not even be aware of how often you use these terms. Listen to see if this is a habit of yours, or ask someone you trust to listen and give you feedback on how often you use these weakening words. Avoid jargon, slang, idioms, and profanity. If your terminology is confusing, your message will be as well. If you turn people off or intimidate them, your message will be lost in the anxiety. So clean up your language, and use terms the listener will understand. Avoid rambling or repeating. If you are clear on your message, get it across and then stop. Get comfortable with a pause or two; if the situation is sensitive, both sides need space to think before moving on. Ask your listener to repeat, rephrase, or react to what you have just said. See where you can find agreement. Summarize what you both agree to, and what will happen next. Strong verbal skills will serve you well throughout your career as well as your personal life. If you are not as articulate and calm as you would like, take heart. You can practice each of these skills every day, in meetings, one on one, even in social conversation. It is not about being perfect, just about becoming a stronger, clearer verbal communicator.

Chapter 3 : Speak with Impact - Home

Praise for Speak with Impact Allison Shapira has become not only a master of public speaking but one of the best speech coaches in the U.S. In this new book, she provides a clear, practical roadmap for those who want to have impact in today's clamorous world.

The trick is to make yours have impact. Getty Images If I asked you to walk around a room as though you were the most confident person in the world--if I asked you to show me confidence, only with your body and without words--what would it look like? You might stand up straight and walk slowly with long strides and smooth arm gestures. You would breathe deeply, and your shoulders would relax. If I then asked you to walk around showing me the physical manifestation of fear and nervousness, you would probably close in on yourself. You might hold your arms tightly to your body, duck your head, and move erratically and quickly, as though fearing danger at any moment. Your eyes would dart around, and your breathing would be fast and shallow. Try it out now: Get up from your seat and walk around the room, first in confidence and then in fear. Note how different you feel and how your body tries to show those emotions. This nonverbal exercise has an important purpose. We have a misconception that presentations are about the words we say and the slides we show. Presentations are actually all about what we do with our bodies. People focus on your body, usually without even realizing it. Much more impact comes from your body than from your words. As a matter of fact, putting your body into expansive, powerful poses can actually create confidence. Your Body, Your Mood Confidence is a doozy of a concern for a huge percentage of people--whether they present formally to crowds or just to small groups at weekly meetings. People often say gaining confidence is their biggest goal. You have the instant ability to do just that. All you have to do is make your body look confident. The way you hold your body can actually change the level of power and confidence you feel. We all have attitudes and perspectives within us that come alive from body cues, not from mindsets. In fact, those who study the psychology of self-efficacy your belief in your ability to perform a certain task or skill have found that one key to unlocking confidence is to talk your body into it, even before your mind. For example, if you show the physical signs of happiness smiling, you will feel happier. Your face, body, and voice send signals to your brain, informing it that you are experiencing a particular emotion because you are engaging in behaviors that signal happiness. You then feel that emotion. One study even showed that forcing the body to change can affect mood and attitude. In , 10 clinically depressed patients, who had been depressed for two to 10 years and who had not responded to drug therapy, were administered a drug that reduced their frown lines. Two months later, without additional drugs, nine of the 10 were no longer depressed. This astonishing finding is only the beginning. Strike a Pose Some of the most fascinating research in this arena comes from Amy J. Cuddy, as reported by the Harvard Business School. Cuddy and her co-authors conducted experiments to measure several important hormones. The first was testosterone, which is present in both the human and animal worlds and correlates with greater confidence, risk tolerance, power, and dominance when it is present in the body at higher levels. Members of another control group were directed to sit with their legs crossed and their arms protecting their bodies, often with their heads down. Saliva samples from before and after the experiment showed astonishing changes. By contrast, the low-power poses increased cortisol about 17 percent and decreased testosterone about 10 percent. This research has ramifications not only for presentations but for anyone who might feel powerless or have low self-esteem. By manipulating the way you hold your body, you can affect your level of confidence and sense of control. And by managing your internal confidence, by building yourself up and giving yourself more power, you in turn affect how your audience feels about you. Make a Connection My geek core gets so worked up about this stuff! By changing our bodies, we control chemicals that can affect our confidence. When we are positive, confident, and willing to make a warm connection with our audience, they will respond. We are influenced, and influence others, through very unconscious and implicit processes. Mar 6, More from Inc.

Chapter 4 : Speaking with Impact â€“ Resonance Voice Training

I don't know the answer to that question. But I do know that when it comes to the business you conduct every day, speech is a centrally important tool in your ability to reach and influence others.

Chapter 5 : Speak with Impact | Presentation Skills, Training and Coaching

Speak With Impact. likes. Speak With Impact delivers dynamic training in all areas of presenting and public speaking.

Chapter 6 : Speak With Impact by Meenakshi Sharma

Are you able to speak clearly and with impact and authority, even when the stakes are high? These tips will help you build the habits and skills that you need to communicate verbally with poise and power.

Chapter 7 : About | Speak with Impact

Speaking with Impact Who is it for? This course is for anyone who has to speak at meetings, to stakeholders, to their seniors, to peers or in public and anyone who wants more gravitas, improved vocal delivery and personal impact.

Chapter 8 : Verbal Skills: How to Speak with Impact and Authority | Business Communications

Craig Valentine. Craig Valentine, MBA, an award-winning speaker, and trainer, has traveled the world helping thousands of individuals and hundreds of organizations reap the profitable rewards that come from presenting with impact and persuading with ease.