How to speak so that people want to listen – Julian Treasure

1. The speech’s focus is on how to speak powerfully enough that people listen consciously to you. First, Mr. Treasure enumerated a number of habits that we need to get rid of if we want to gain respect from our listeners like: gossiping (a person that is now gossiping about someone, 5 minutes later he/she will gossip about us), judging (it is hard to have a conversation feeling a constant pressure), being full of negativity, complaining, always finding excuses, lying (exaggerating for example) and not to mention, dogmatism (confusion between facts and opinions).

Second, there are four corner stones that we should consider when we are thinking about building a speech and those are: honesty (but still no absolute honesty, like “your little baby looks horrible”), authenticity (it is important to stand in your own truth), integrity (do what you say and do what you believe in) and sure, love (wish people well, as by wishing people well, it is hard to judge the person at the same time). Of course, there are other facts that influence the quality of your speech like the register of voice, which should be deep for you to get the attention of the public, timbre (a warm voice), the prosody (you should not adopt different rhythms throughout your speech), pace (if you are very excited of saying something you should say it slow enough that people should understand or you should speak slow enough to emphasize something), pitch and volume.

2. I totally agree with the speaker. Let me give you an example of a situation when I used some of the to-use techniques presented by Mr. Treasure and the outcome was in my favor.

I held a laboratory in front of my colleagues that honestly should have been taught by the teacher, but as I loved that class and studied a lot on my own, I took the decision that I should be the one to make my colleagues understand that subject. So, armed with positivity, not judging the teacher, not complaining about the exam that was following and the hard preparation we were doing, I began the class. I made a short recapitulation to fix some theoretical notions and jumped straight to the subject. There were some methods superficially taught by the teacher, that I didn’t understand that well and that didn’t have much practical applicability as well, so I showed my colleagues the methods that I studied in which I believed (integrity and authenticity) and at all times, I told them to be careful enough to notice eventual mistakes coming from calculations or other stuff, not that important, so I admitted that I will make mistakes myself (honesty).

I would like to talk about the love in my speech in a different paragraph as I think it is the most important thing when you want your message to be delivered in exactly the way you wish to. I made jokes at every 2 to 3 minutes about different forms of the electrical circuits, or about any notations, etc. I showed/told them all the interesting things they can do with what they are learning and that I am sure they can reach their full potential if they try to invest some time and effort in studying. I guess the trust is something that our teachers do not deliver too often, and it is something that makes us feel anxious when we are taking decision or must face new situations.

That’s about it. I hope that I have illustrated well most of the traits in my exposed speech and if you have any questions, feel free to ask them. Thank you!