

Gravitas: Voice and Presence – Webinar Worksheet

Risky Women – Tuesday 22nd August, 5pm-6.30pm

Mask Resonance

Many men and women have made their mark in mentoring.

Nine months from now we'll know the news.

Valerie Vines is our vendor in Vancouver.

Pacing

By 2030, we will face a global workforce crisis which consists of an overall labor shortage plus a huge skill mismatch, plus a big cultural challenge. And this global workforce crisis is approaching very fast. Right now, we are just at the turning point.

(Rainier Strack TED talk 2014)

Duration

So, what can we, what can governments, what can companies do? Every company, but also every country, needs a people strategy, and to act on it immediately.

(Rainier Strack TED talk 2014)

Chunking

Such a people strategy consists of four parts. Number one, a plan for how to forecast supply and demand for different jobs and different skills. Two, a plan for how to attract great people: generation Y, women, but also retirees. Three, a plan for how to educate and upskill them. And four, a plan for how to retain the best people.

(Rainier Strack TED talk 2014)

Vocal Variety: Putting It All Together

We have been trained to believe that there are always winners and losers, and that your loss is my gain. However, now that we're in a world in which we have reached planetary boundaries, in which we are increasingly interdependent on each other, your loss is no longer my gain. We're either all losers or we can all be winners.

(Christiana Figueres TED talk 2016)

Power postures

HIGH



LOW



Use Your Hands



The Point



The Pinch



The Sweep



A or B



You



Me



The Steeple

Physical Presence

1. All of us, young and old, must have the opportunity to pursue our dreams.
2. This is a small but crucially important difference.
3. Finally, this last point is by far the most important.
4. Each of you in your own way can make a difference.
5. This is something that I have experienced myself.
6. On the one hand, we can wait and see what comes next. Or we can decide that now is the time for action.
7. Whilst I respect what you are saying, I maintain my position.

Take Away Points:

1. Three Types Of Speaker

The Bureaucrat

- speaks with authority, confidence
- no energy, warmth

The Pleaser

- speaks with energy, warmth
- no authority, confidence

The Speaker with Gravitas

- authority + energy
- confidence + warmth

2. Adding Gravitas To Your Voice

A voice with **gravitas** is stronger, lower and more resonant.

Diaphragmatic breathing: lets you project without strain and makes your voice sound lower and deeper.

Mask resonance: vibrations in the brow, nose, cheekbones and lips add optimum strength and character to your voice.

3. Vocal Variety To Project Gravitas

Pacing: Use a slightly slower than natural pace but vary speed for emphasis. Slightly draw out key words to add importance.

Pausing: Can increase your listeners' attention and create easily understood memorable chunks of meaning.

4. Physical Presence To Convey Gravitas

Posture: Open, expansive to convey authority and confidence.

Hand gestures: increase your listeners' interest and understanding.

Smiling: a moderate amount makes you seem more authentic and engaging



Connect with me on LinkedIn – **David Pope, Executive Voice Coach to Asia** – for more of my top tips, and updates on my workshops, webinars, 1-1 voice coaching programs and online video courses.

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