

Dear Fellow Toastmasters:
Thanks for reading this file. The context is 95% the same as the one I used in Spring Conference 2010. I just removed some personal pictures. If you were there, I have to inform you those fancy visual effects are from Mac's Keynote.
Any questions or suggestions, please mail to: wheelers1123@gmail.com

Solomon Chen

《華山論劍》全台演講高手齊聚台中，且看獎落誰家？

BUSINESS WEEKLY

http://www.businessweekly.com.tw

商業周刊



中華民國國際演講協會2010年春季大會在台中！！



有實力 更要有 說話力

為何賈伯斯每次開口，就讓結果狂賣？
為何思科執行長只花20分鐘簡報，股價就大漲？
關鍵時刻說對話，效果超乎想像！

英特爾創辦人葛洛夫：

「溝通，不在於說得多好，而在於別人懂了多少。」

看鴻璣、楊應超、于美人如何認清自己，成為溝通高手

1168

刻意搞笑？
脫口秀？
耍嘴皮子？

No!



發人深省！
幽默雋永！
觸動人心！

Yes!

2010.4.12-2010.4.18 3期



定價 HK\$30

2010 Apr 17
Spring Conference
Training
PM 3:20~4:00



Coming up.....





My Speech Engineering

— 土法煉鋼說演講 —
How I Prepare a Contest Speech

陳立山

Solomon, Li-Shan Chen
WTC, HMTC, TTTC

2003年11月.....

2003, November.....

英文有備演講 International Speech Contest



英文有備演講 International Speech Contest



中文有備演講 Mandarin Speech Contest

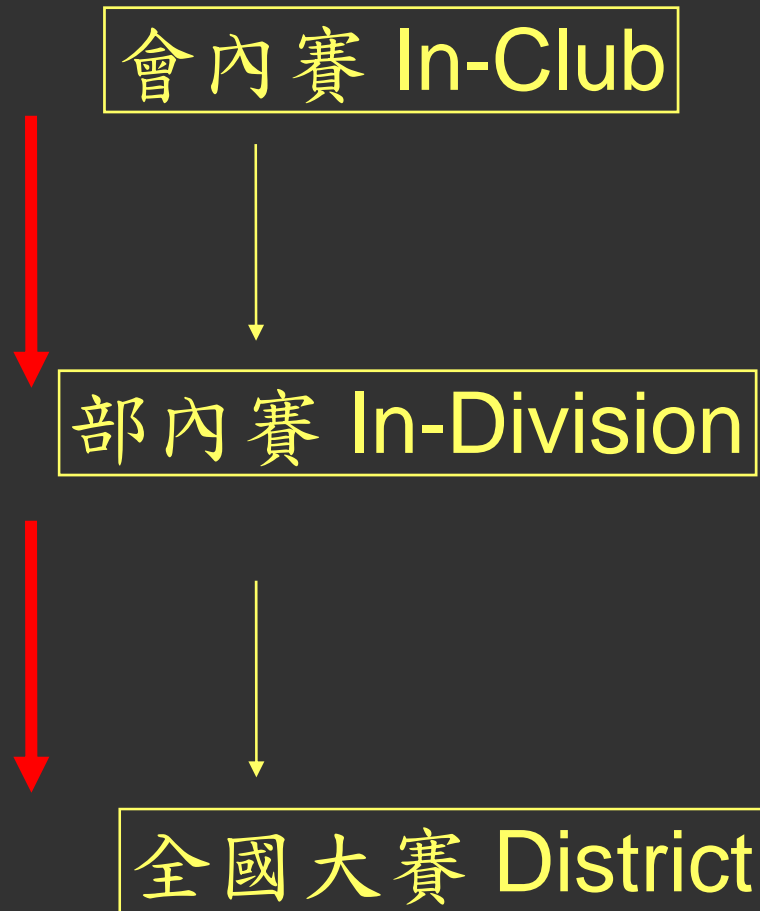
會內賽 In-Club



全國大賽 District



台語有備演講 Taiwanese Speech Contest



**"The primary goal
of entering a contest is to grow.**

**If you lose and grow,
you've come out on top.**

**If you win and don't grow,
you've wasted your time..."**

贏？When you win....

全力以赴？ Did I do my best?

公平競爭？ Is it a fair game?

真的很強？ Am I really that good?

對手太弱？ Or my rivals are too weak?

問自己心中的尺...

Ask yourself...

橫向比較 Cross-sectional Comparison

縱向比較 Longitudinal Comparison

跨語言比較 Inter-language Comparison

我真的那麼強嗎...

Am I really that good?...

贏的理由？ Winning Factor?

發音標準 Pronunciation

文句通順 Composition

生動有趣 Funny & Interesting

感動人心 Inspiring & Touching

我贏的理由？ My Winning Factor?

運氣好 Good luck

神經大條 Less Sensitive

準備與練習 Preparation and Practice

我真正贏的理由？ My True Winning Factor?

- 我比較想把這件事做好
I want to get it done more than others.
- 我知道如何用自己的方式把它做好
I know how to get it done in my way.
- 我喜歡看表演 (電影、戲劇、舞蹈、音樂...)
I love watching performances (movie, drama, dance, music...).
- 我廣泛閱讀並胡思亂想
I read comprehensively and think freely.
- 我喜歡跨領域並挑戰一些行家
I love to challenge experts in different fields.

道 天 地 將 法

孫子兵法 The Art of War, Sun Tzu

主題
Theme

風格
Style

形式
Form

內容
Content

藝術表演 Art performance



決定你的訊息
Determine your message

設定目標或假想敵

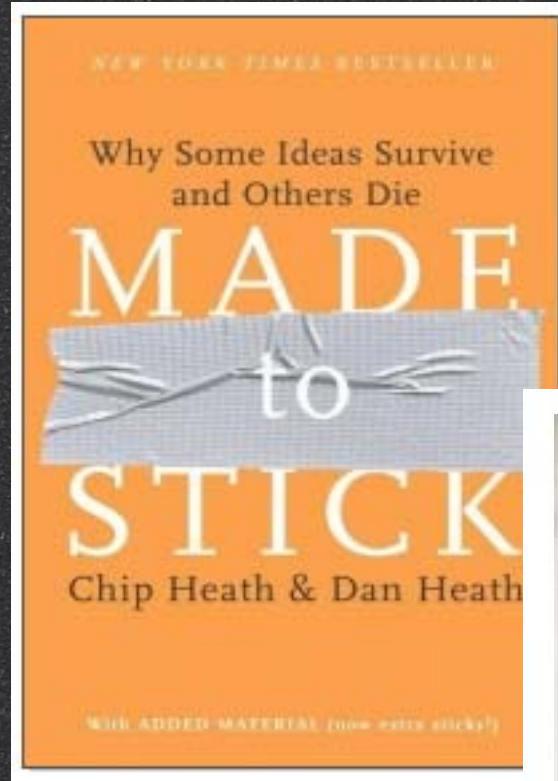
Set up a goal

or

Create an imaginary opponent

寫稿 Write your script

- 簡單 -- Simple
- 意外 -- Unexpected
- 具體 -- Concrete
- 可信 -- Credible
- 情緒 -- Emotion
- 故事 -- Stories



SUCCESS

What are the common mistakes
of a plain speech?

4 Cardinal Sins

• No clear point

漫天飄柳風吹絮

• What was the point?

• No audience benefit

干卿底事何有益

• So what?

• No clear flow

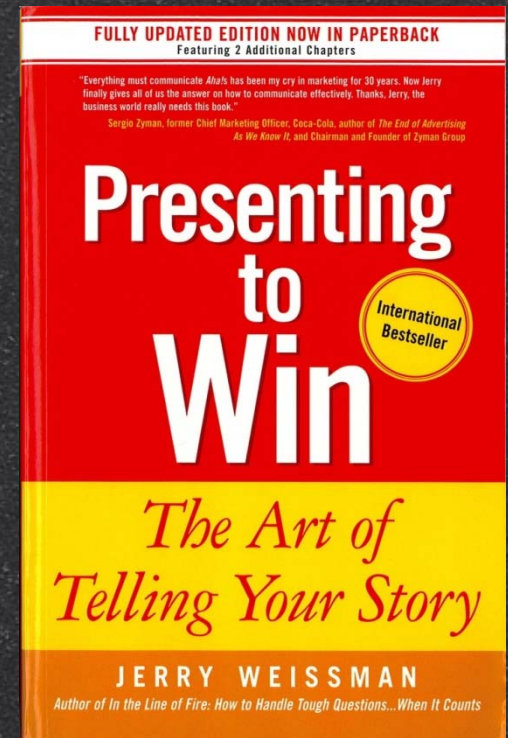
前言後語無邏輯

• Wait! How did you get there?

• Too detailed

• 細如牛毛無著力

• What does that mean?



WIIFY?

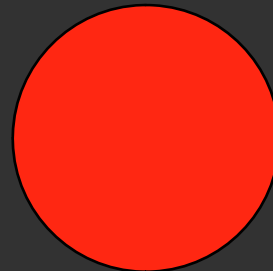
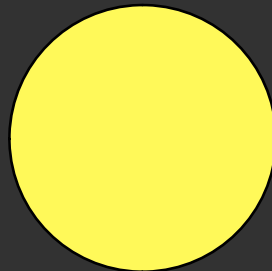
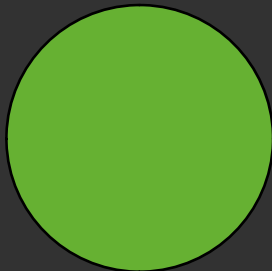
背稿 Memorize your script

- Phase 1
- Phase 2
- Phase 3

Until.....

內化 Internalize yourself

滾瓜爛熟？
倒背如流？



死背不如活背

Keep your speech alive!

(隨時加料反芻 modifications & ingredients)

演練 Rehearsal

背稿 Script

速度 Tempo

模式 Mode

動作 Movement

心理建設 Self-motivated

危機處理 Damage control

整場演練 Whole speech rehearsal

上台 Show time!

游刃有餘

--庖丁解牛 ---莊子 養生主---

Observe yourself



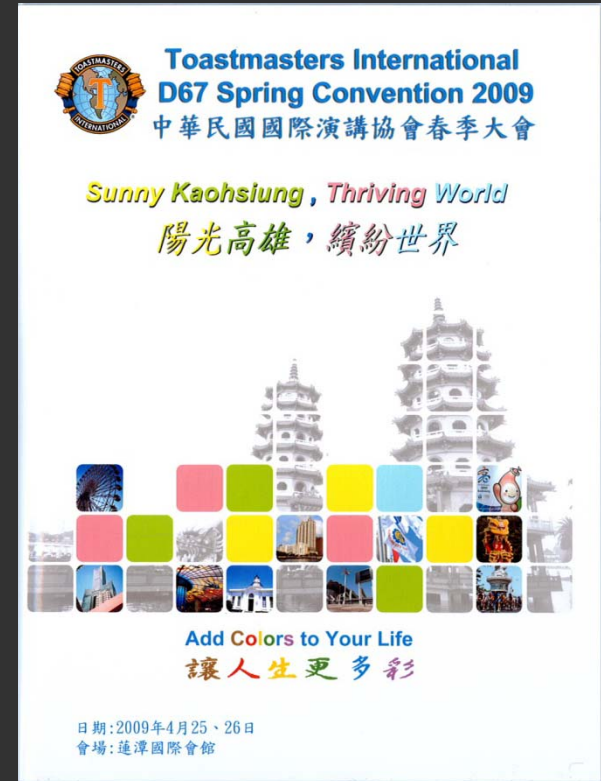
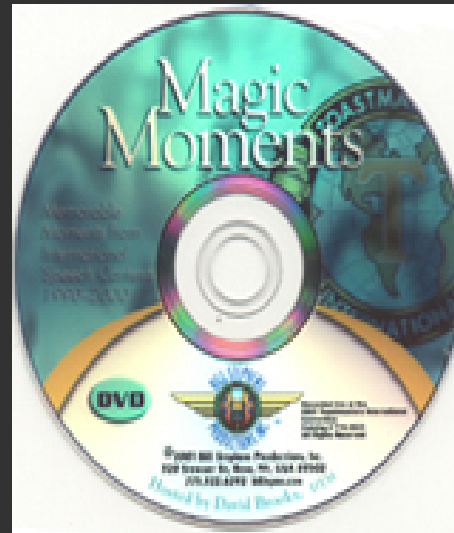
建議1：

用觀眾或裁判角度觀察自己

Observe yourself as a judge or an audience

--suggestion 1

Benchmark yourself



建議2：
觀摩高手演出
Learn from experts

--suggestion 2

Encourage yourself



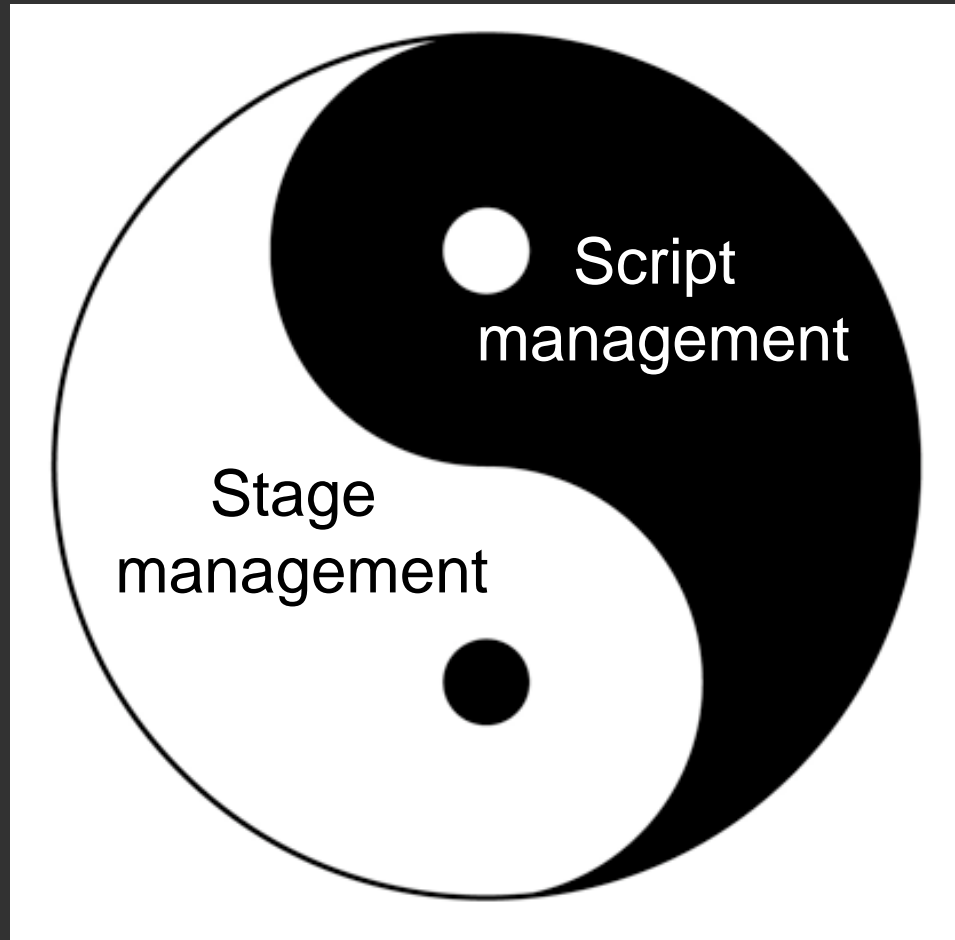
建議3:

自我鼓勵求進步

Encourage yourself! Anytime! Anywhere!

--suggestion 3

My Speech Engineering



My Speech Engineering

---Script management---

- 廣泛接觸 Broad vision
- 深度體察 Keen observation
- 超連結 Hyperlink

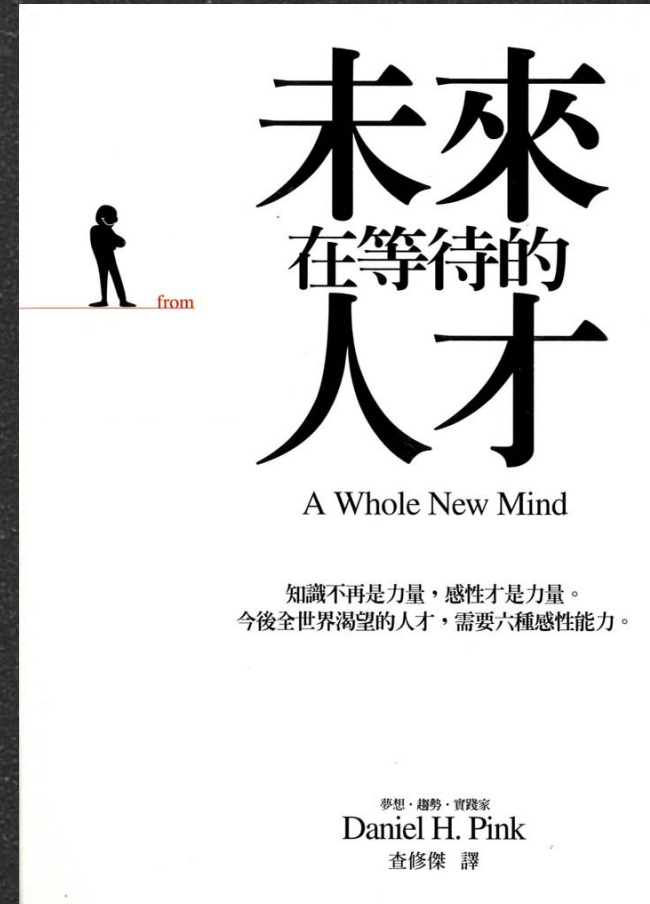
博觀而約取 厚積而薄發

Do something else!

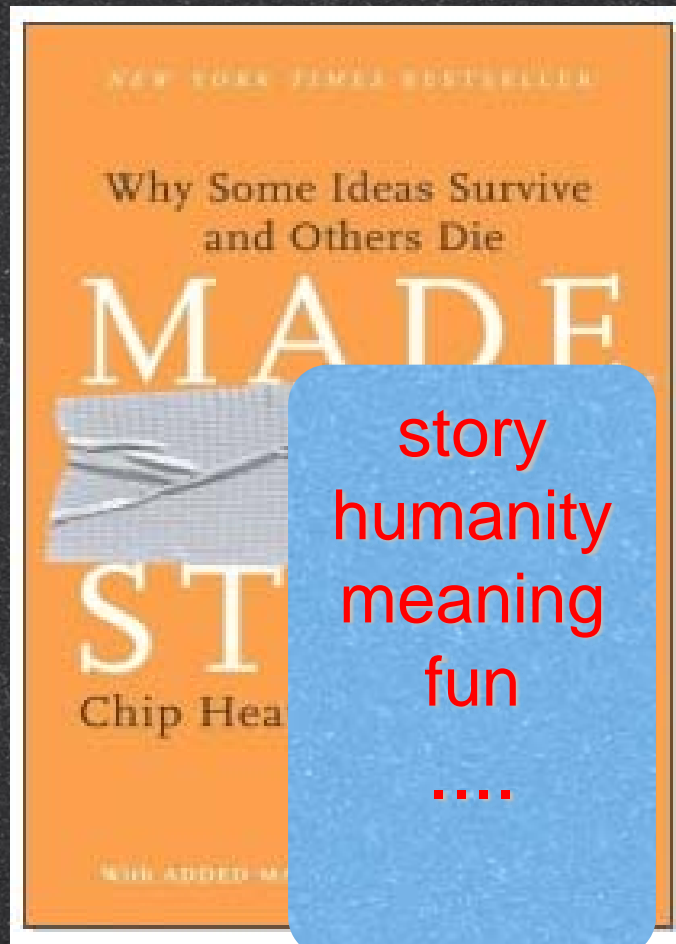
Challenge yourself!

A Whole New Mind

- 不只有論點，還說故事。--Story
- 不只顧賺錢，還重意義。--Meaning
- 不只能正經，還會玩樂。--Play
- 不只有功能，還重設計。--Design
- 不只談專業，還須整合。--Symphony
- 不只講邏輯，還給關懷。--Empathy



這六種關鍵能力來自兩種感知：
高感性（High Concept）與高體會（High Touch）



story
humanity
meaning
fun
....

來 待的 才

e New Mind

知識不再是力量，感性才是力量。
今後全世界渴望的人才，需要六種感性能力。

夢想·趨勢·實踐家
Daniel H. Pink
查修傑 譯

My Speech Engineering

---Stage management---

台上時間！台上時間！台上時間！

Stage time! Stage time! Stage time!

爭取實戰經驗

accumulate stage experience



態度

這些年來，我一直以自己的方式與體驗，傻傻不循常規地走出自己的路，有點孤單，有點辛苦。但為了夢想，我從不後悔，因為我不怕自己和這個世界不一樣。（《Bazaar 哈潑時尚雜誌》國際中文版提供／林炳存攝影）

問自己有多想要？

How badly do you want it?

做最充分的準備！

Don't let other contestants
out-preparing you!

參加比賽 吧! Just join the contest !

收穫? What will you gain?

快速成長! Rapid Growth !

進入另一個次元! Enter Another Dimension !

50%

70%

100%

準備好了嗎？

Ready to enjoy the ride?

台上的那幾分鐘.....

That 7 minutes.....

可能是你此生最棒的經驗之一.....

Could be one of the best experiences of you life!



亞瑟·叔本華 (Arthur Schopenhauer)

你是誰？ Who are you?

你擁有什麼？ What do you possess?

你在別人眼中是什麼？ How do others see you?

特別鳴謝 Special thanks to those who.....

FIN

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