



A COLLECTION OF 20 KEY
LEARNINGS IN PUBLIC
SPEAKING

PUBLIC SPEAKING & LEADERSHIP

*7-Times International TEDx Speaker &
Tech Entrepreneur*

PRAVEEN WADALKAR

PREFACE

I have spoken 7 times on the TEDx stage in 4 countries, but when I think back to the first time I stood on stage it was a nightmare not only for me even for the audience.

When I was coming down from the stage there was only one thought in my mind "I am not a born speaker"

But you know what **ONLY BABIES ARE BORN IN THIS WORLD**. Soon I realized public speaking is a learnable skill and anyone can learn and master this skill.

In last few years I devoted hours to soak up the contemporary presentation and public speaking techniques from the best presenters and speakers from the world.

And today, I have spoken more than 100 times in few of the best corporates and educational institutes. More importantly, the same learnings are adding significant value to my entrepreneurship journey.

I have shared my key learnings in this book.

And I am very sure these learnings will help you to take your public speaking skills to the next level.

I strongly believe as a leader you have to separate yourself from the crowd stand alone and speak in front of the public.

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Learning 1

**Are you a born
speaker?**

1. Are you a born speaker?

No! I remember that day I was attending a conference and the speaker was speaking extremely good, and the person who was sitting just beside me said: "wow he's a good speaker, I think he's a born speaker".

So many times we have heard this, whenever we see a good speaker on the stage we say "wow! he or she is a born speaker". Well as a very good friend mine says "only babies are born in this world" we have to learn to speak on the stage. The way we learn singing, the way we learn dancing, we have to learn public speaking.

Speaking in front of people is a learnable skill. Like in singing we learn sa-re-ga-ma or notes and in dancing, we learn steps. In speaking we have to learn some techniques which are documented and globally used by leaders whenever they speak on the stage.

But is it so important to learn public speaking? Yes, if you wish to become a leader in your life. Because as a leader you have to separate yourself from the crowd stand alone and Speak in front of the public.



Learning 2

**Don't try to
connect with the
audience**

2. Don't try to connect with the audience

Yes, So many times we have heard this, “whenever you are on the stage try to connect with the audience. Connection with the audience is the key to public speaking”

At the same time, we have seen that people come on the stage and they fail to connect with the audience. Why? because they are not connected with themselves.

What do I mean by that? have you seen someone putting hands in the pocket or playing with the coins in the pocket while speaking on the stage? When I asked "have you told your hands to do all this" they say,"no"! It means their hands are not connected with them.

Have you seen people walking on the stage continuously from one end to another end or moving their legs in the rhythmic movement? When I asked them-"have you told your legs to walk or go back and forth?" They say “No”. It means their legs are not connected with them.

Have you seen people looking here and there or up and down while speaking on the stage while the audience is sitting in front of them? when I ask them have you told your eyes to look up and down? They say “NO”. It means their eyes are not connected.

Have you seen people going out of breath or breathing very fast on the stage? Their lungs are not connected. Have you seen someone speaking too fast on the stage- their tongue is not connected.

Audience connection is secondary. You will connect with the audience only when you are connected with yourself.

So next time when you are speaking on the stage make sure you ask someone to observe or make videos. And then observe it whether your hands, legs, eyes, your speed of speaking, your breath is connected or not connected. Because if all these are connected it means you are connected with yourself and then you will be connected with the audience automatically.



Learning 3

**Why is it difficult
to get rid of public
speaking fear?**

3. Why is it difficult to get rid of public speaking fear?

Many of us are aware of this study which indicates that -the biggest fear in this world is the fear of public speaking.

keep this fear aside for a moment. Let's talk about some other fears. Imagine for a moment that you have fear of water. To get rid of the fear of water you have to face the water, you have to get into the water, of course, you will take someone's help but the only way to get rid of the fear of water is-face water.

Imagine for a moment you have fear of heights. How you will get rid of this fear? Of course, you will go on heights under some supervision. But the only way to get rid of the fear of height is-face height.

Similarly, if you have fear of public speaking the only way to get rid of the fear of public speaking is to face the public, stand in front of the public. But where is the public? The public (people)is busy. Sometimes it's very difficult to ask four to five people to sit in front of you so that you can deliver your talk. They all are busy in their lives.

The biggest problem with the fear of public speaking is that even if you decide to get rid of the fear of public speaking public is not available. The way water is available. Heights are available. The public is not available.

That's the reason for years' people fail to manage to get rid of the fear of public speaking.

So my suggestion to you is- create opportunities in your life so that you can stand and speak in front of the public. It could be as simple as this-Imagine for a moment that you are sitting in a conference as an audience and when the speaker asks "any question?" you should be the first person to raise the hand. You're asking a question and at the same time you are facing the public so you can get rid of public speaking fear. Do this every time. Of course no need to say that you should have a question.

In your office, in your home, create opportunities to stand alone and speak. Join some public speaking clubs like Toastmasters. Go to open mics where you can stand and speak, doesn't matter even if it is a small group, facing the public will help you to get rid of the fear of public speaking.



Learning 4

**I feel nervous on
the stage**

4. I feel nervous on the stage

we have seen so many people who don't go on the stage just because they feel nervous.

They believe that if they go on the stage, they will look nervous they will feel nervousness. You know what, if you are feeling nervous on the stage it means only one thing you are a human being. Yes, only humans feel nervous. Robots and machines don't feel nervous.

Even according to Mark Twain the legend, he says "There are only two types of speakers nervous speakers and Liars" Feeling nervous on the stage is absolutely natural. Of course, there are techniques for looking confident on the stage, there are techniques for concealing your nervousness, hiding your nervousness, masking your nervousness. Anyone can learn these techniques.

But the first thing which you have to accept is that if you are feeling nervous on the stage its absolutely okay, it's very natural. If you are not feeling nervous on the stage then there is a problem, that is very unnatural.

So don't worry about nervousness, don't avoid stage because of this. Because if you want to be a leader in your life you have to separate yourself from the crowd, stand alone and speak.



Learning 5

**We all have to go
on the stage**

5. We all have to go on the stage

So many times people say this, "I don't want to learn public speaking or why I should learn public speaking? I don't like going on the stage. I'm very happy in my life. I'm doing good in my work."

Someone has to define the word STAGE. STAGE doesn't mean that big stage where you're standing and then you are speaking in front of thousands of people.

STAGE is something else. I remember I was speaking in one school. Sharing some stories with children and that school was in the interior of Maharashtra and very small. So small that in that school there was no stage.

While sharing stories I asked one question "Tell me when was the last time you were standing on the stage?" And one girl raised hand, her name was Aarti and she said "Sir, there is no stage in the school" I asked one question and the answer to that question might help you to understand what does stage really mean.

I said "Aarti, just imagine for a moment that after the school when you reach home, you open the door and you see along with your parents there are seven to eight guests sitting at your home. Now you were not expecting those guests. Your mom when she looks at you she gets excited and she says "yeah my daughter Aarti has come and you know she is very good at reciting poems. Aarti will you please stand there and recite one poem for us", Suddenly you realize you're standing in front of seven to eight people and somehow you are not feeling comfortable. The only reason you are feeling uncomfortable at that particular moment because you're standing on the STAGE".

Whenever you separate yourself from the crowd, doesn't matter where that crowd is maybe that crowd is in your office, in your small group meeting, maybe that crowd in your big annual meeting or maybe that crowd is at your family gathering, and whenever you separate yourself from the crowd irrespective of the audience size, irrespective of where exactly the audience is sitting, that is the STAGE.

And speaking on the stage is a learnable skill, just like singing and dancing, we have to learn and practice speaking from the stage.

Why you should learn how to speak on the stage? Only for one reason if you want to become a leader in your life. Because if you want to be a leader you have to separate yourself from the crowd, stand alone and speak.



Learning 6

**Are you just 7%
ready with your
presentation or
speech**

6. Are you just 7% ready with your presentation or speech

Most of us make presentations. Imagine for a moment that you have a presentation tomorrow. what will you do? Most of the time you will spend the whole day and sometimes the whole night in making that PPT. You will find some best content to make that PPT and the next morning when you are standing in front of people you are only seven percent ready. Why seven percent?

Albert Mehrabian, he did a big study on communication many experts say that the outcome of this study is the fundamental of communication whenever we are standing in front of people.

It says that there are three components which decide the effectiveness of communication, whenever we are speaking from the stage. Number 1- of course, the content, number 2- body language, number 3-vocal variety. But in this study, he has given the percentage of each component as per their contribution toward effective communication.

Many times I ask people to guess the percentages and most of the time they give the maximum percentage to the content.

As per this study, the content is only 7 %, body language is 55 % and vocal is 38 %. So it means 93 % of what decides the effectiveness of communication, we don't practice.

But does that mean, the content is not important? Of course NOT. Content is important, content is the king. But what it means that even if you have the world's best content or world's best PPT or world's best story but if your body language and vocal variety are not good you might not be able to communicate effectively.



Learning 7

**Never Practice In
Front of The
Mirror**

7. Never Practice In Front of The Mirror

Can you observe the speed of the train if you are inside the train? NO, to observe you have to be outside. Can you observe the speed of the flight if you are inside the flight? No, to observe that speed you have to be outside the flight. If you are a part of the process, you cannot observe the process it is very difficult.

When we practice in front of the mirror we are trying to do the same thing. We are involved in the process and at the same time we are trying to observe the process, which is not possible, it is extremely difficult.

That's why it's very important that there has to be someone else observing you. Mirror can't give you feedback.

But most of the time that someone else who can observe you from the outside is not available. Maybe your friend your colleagues maybe someone else who can observe you they are not there to help you.

But there is something which is available most of the times and maybe that something is in your hand right now your smart phone.

Yes, next time when you have any presentation, or talk, or speech, instead of practicing in front of the mirror practice in front of the camera.

Record your session and then there are three ways in which you can observe your video recording

1. Mute it and just observe your body language. You know 55 % your body language contributes towards effective communication
2. Just listen to it. Observe your vocal variety. You know 38% vocal variety contributes towards effective communication
3. And lastly observe everything together

Now when you are observing you are not a part of the process. You are observing it from outside. Make notes and next time when you are doing a rehearsal or practicing the session again try to implement these observations which you have observed as an outsider.

So for your next presentation OR next speech OR next talk stop practicing in front of the mirror and start practicing in front of the camera.



Learning 8

How Not to End a Presentation

8. How Not to End a Presentation

So how much time do I have? Is my time over? I think I'm running out of time. How many times you have seen people closing the presentation like this. Closing your presentation like this is one of the weakest ways to close your presentations.

According to experts, the last part of your presentation, last few lines, the last few words are the most important, why? Because last words linger in the minds of the audience.

But if you are closing like this, it's a very weak ending. So how to avoid closing like "how much time do we have", the easiest way is to use a stopwatch, not the watch but a stopwatch. Now if you are relying on the watch, imagine for a moment that you have a presentation from 2:00 to 3:00 you have started your presentation. Now in the middle of the talk, you want to see how much more time you have? you look at your watch and then you go back on your memory lane and ask yourself whether you have started at 2:00 or 2.10 or maybe early maybe late. It is difficult to calculate time in the middle of the presentation and you are never confirmed about it. You're never 100% sure about it.

But if you use a stopwatch, it can help. Just before you go for the presentation maybe, 5 minutes before just start the stopwatch. Do not wait for the last moment to start your stopwatch.

Now at any point in time, you have complete awareness of the time. You know how much time you have spent, how much time you have.

And remember the audience always respect those speakers who respect time. So next time when you are going on the stage make sure you use a stopwatch. So you don't have to close your presentation like "how much time I have?" and if you're not going on the stage, start going because if you want to be a leader in your life you have to separate yourself from the crowd, stand alone and speak.



Learning 9

**Do you have an
important
presentation?
Sleep**

9. Do you have an important presentation?

Sleep

I remember I was watching air crash investigation that day on TV. Those who are not aware of this, it's a program where they investigate air crash.

In that particular episode, they found that the reason why that crash happened is due to a basic mistake done by the pilots.

The investigators were quite surprised that how experienced pilots like them could do this kind of a basic mistake. They found out the reason.

Investigation report said “one of the key reasons of this mistake is lack of sleep by the pilots the previous night. Yes, when they checked the schedule of the pilot, especially the main pilot, the captain, they found that the whole day he was flying and even he didn't sleep properly in the night. At the time of the accident, he was very tired and lacked energy.

Now sometimes going on the stage is as difficult as flying, in fact, more difficult. When we go on the stage we need energy.

This is exactly what we do when we sleep and when we sleep we restore energy. When we restore energy, next day morning we have sufficient energy on the stage.

Because remember one more thing, if we have a big presentation or big speech or big talk we think too much about it. No matter how much stage time or experience we have, this thinking drains a lot of energy from the body.

That's why if we have not restored energy the previous night and we are losing energy because of thinking - by the time we reach the stage there's no energy left.

When there is no energy, you know what happens? The audience sleeps. How do I know? I've done these mistakes in my life.

So next time if you have a big presentation or speech make sure you sleep and restore your energy. So, the next day when you are on the stage, you are full of energy and that will help you to communicate effectively on the stage.



Learning 10

**Public Speaking is
Like Singing**

10. Public Speaking is Like Singing

I was in Bangladesh to deliver a talk. The event was a blend of speeches and two to three performance by singers and I noticed one very good band came on the stage. There were three people in that band and one by one everyone started speaking.

Now many times we have seen singers they speak for a few minutes before they start performing their songs. I noticed that when they were speaking, they were very nervous, they were not looking confident.

But when they started singing, Oh my God! they were completely different personalities. They rocked the stage. People were dancing on their songs. They were awesome singers.

But why? Why suddenly when they started singing they were completely different people. They were confident while singing but when they were speaking they were not looking confident on the stage.

The answer to this “Why” is very simple, because like singing even speaking is a learnable skill. They had learned singing skills, that's why they were confident while singing. They didn't learn speaking skills that's why they were not confident when they were speaking on the stage.

Public Speaking is a learnable skill, in singing, we learn sa- ra - ga -ma, we learn notes. in speaking we learn body language we learn vocal variety and also we learn how to organize the content.

When we learn singing, we practice. In speaking also, we learn and we practice.

Even if you learn singing, no one in one night can become a good singer. Similarly, no one can become a good speaker in one night. We have to learn and practice it again and again.

But you know what if you don't like singing it's okay, it's not going to spoil your career. But whether you like public speaking or you don't like it, if you want to be a leader you have to learn public speaking.



Learning 11

**Don't walk like a
tiger on the stage**

11 .Don't walk like a tiger on the stage

After a long time, I visited a zoo that day along with my friend who has some special interest in wildlife and is also studying wildlife. We were standing in front of the cage with a tiger inside and I noticed that the tiger was moving from one side of the cage to another side to and fro and I said, “Wow! What a walk” and my friend looked at me and said, “No Praveen, you should not be happy about this walk.

I asked him the reason and he explained that in wild life it's called Zoochosis stereotyping behaviour by animals in captivity, having the same routine every day they are under stress, they are in panic and because of this stress, nervousness, and panic, they are moving continuously from here to there. This is called pacing and they are not even aware they are doing this. This is happening automatically”.

This is sad, but the reason I'm sharing this with you is so many times we have seen people on the stage doing the same thing repeatedly. You must understand one thing if you don't like stage, stage is as good as a cage for you, a virtual cage because you can't come out from that stage or that virtual cage unless you're finished, people are watching you, so when you are in this virtual cage and when you don't like the stage, you don't enjoy the stage.

You do something similar, you move from one end of the stage to another end continuously. We have seen so many people doing this or they go backward and forward in a cyclic or a rhythmic manner. People move on the stage but when they are doing this, they have not told their legs to move, they are doing it automatically.

But at the same time audience is watching all this and speakers might be giving clues to the audience that they are nervous, that's the reason their legs are not under their control and they're moving automatically. Now a few people say "Praveen come on, you should move on the stage". Of course, you should move on the stage but only when your legs are under your control.

There has to be a purpose of moving on the stage but this kind of movement, going forward & coming back or moving from one end of the stage to another end of the stage, will add no value to your presentation, or your talk, or your speech, on the other hand, might distract the audience, so what we should do? Two things, first identify whether you have this problem or not. Maybe you don't have it, but I have seen so many people with this problem. And one of the biggest reason they don't overcome this is that they don't identify it.

Firstly, self-awareness is very important .So next time when you are going on the stage ask your friend, your loved one, or maybe you record your video on your smartphone and check whether you are moving backward forward unknowingly .Whether you have not told your legs to move still they are moving, if answer to this question is “yes I'm moving”.

Take conscious efforts of putting your legs straight and stand on both your legs. Don't move. You can give a world best presentation by just standing on the stage but move on the stage only once you have your legs under control. Sometimes in my workshops I keep paper pins on the shoes, so if you're moving they will fall down.

So after the presentation, they have to be there on the shoes or I hold their legs from behind, why? Because after one or two exercises like these, the legs will be under the control of the speaker. But why we should do all this? Because you like it or do not like it, if you want to be a leader in your life, you have to stand on the stage like a leader and speak with your legs under your control.



Learning 12

**5-point scale to
evaluate the
impact of your
presentation**

12. 5-point scale to evaluate the impact of your presentation

How do you evaluate the impact of your stories Mr Praveen? I remember that day, few speakers were sitting together having a good time and in the middle of the discussion someone asked this serious question to me and I said, “Sir, I have very simple five-point scale to evaluate the impact, let me share this five-point scale, because when you are going on the stage next time whether you share stories, or presentation, or talk, even you can consider using this five-point scale to evaluate the impact of your content on the audience.

For this, you have to make yourself available for the audience after your talk, maybe in the tea break, lunch break or after the conference, whenever, but you should be available, accessible, visible, approachable, for the audience.

Now imagine for a moment that I just completed my talk, in a conference. There were around 300-400 people sitting . after my talk when the conference was over. Now I am available and standing in a corner.

Audience is free what they want to do now but if no one is coming to speak to me after the conference, I will give myself on this scale 0. Why? Because I have not even broken that barrier, they are still not comfortable coming to me and speaking to me.

Modern speaking is when you speak on the stage, audience should feel, “yes he just like us we can speak to him/ her”, but if they are not feeling comfortable coming to me and speaking to me, zero on the scale.

But if they are coming to me and they are saying “Thank you very much for coming here sir, and we are so glad that we could host you, we are very happy that you have come, do come again”. If they using these kinds of phrases, on this scale I will give 1, not more than that.

If they're coming to me and they say, “Wow! we just loved the way you spoke on the stage, your body language, vocal variety , the way you were moving on the stage, the way you were interacting, the way you made us laugh. It was very interactive” I would give myself 2 on the scale.

But if they're coming to me and they're sharing a similar type of stories that I have just delivered from their life. Message from their perspective. If someone is coming to me and talking something like this, would give myself 3 out of 5.

Now, what is 4? I remember when I gave my first TedX talk, I spoke about the disease which is very common, more common than diabetes and hypertension. Many people are suffering from this disease and the name of the disease is SWM "Someone Watching Me" disease and in that talk, I had given the message that no one is watching you from outside, that someone is inside. So don't worry about the world, so after this talk, I was just standing there and one person came to me and he said, "sir, can I speak to you"? I said, yeah please go ahead.

He said, "I have attended many conferences, after the conference I always wanted to speak to the speakers, but I'm not doing that great in my life and I used to feel that, if I speak to them and if someone sees that he's speaking to speakers, someone will feel "come on, he's just wasting the time of the speaker" But this time I decided to speak to all the speakers because now I know that someone is not outside but that someone was inside me.

So if someone is taking action on the message we have just delivered, it's 4 out of 5 on the scale.

What is 5 ? I remember i gave one talk in one Institute and the whole talk was about, wherever you are in your life, you are the output of your own decisions. stop blaming others and then one day suddenly after few months actually I was traveling somewhere and I got a message, “Thank you very much for the talk. I was completely frustrated because of my studies and I was about to tell my dad that I'm not going to study now, it's enough But then after listning to you talk I realized there's something wrong in me. I have to take some efforts,” when people change their perspective because of your talk because of your stories. I will give 5” .

When you change your perspective, you take action in your life, because I've heard so many times a lot of speakers coaches, trainers, they claim that they have changed 10,000 lives, 20,000 lives, maybe 1 million lives , but I believe that you can't change so many lives. You can change only one life that is yours. As a Speaker, as a storyteller, we can change the perspective of people.

Fifth is, that you have changed someone's perspective and because of change in perspective that person is taking action in her or his life and because of that action that particular person is changing his or her life, and when something like this happens. It is 5 out of 5.



Learning 13

**Is there any
connection
between English
and public
speaking?**

13. Is there any connection between English and public speaking?

So many times I have seen people, they hesitate to come on the stage just because they are not good in English. Is there any relationship between English and public speaking? I doubt, just because if someone is good in English that doesn't mean that that person will be good on the stage, not necessarily.

And just because if someone is not good in English, even that doesn't mean that person can't be good on the stage. English and public speaking, these are two different skills. I remember joining English speaking classes at the age of 30. I failed in ninth standard and if you fail in 8th or 9th, that shows how focused you were in your studies.

But unfortunately you learn languages in these years, we don't learn languages in graduation and I don't even remember the face of my English teacher, but when I came to Mumbai in the corporate world, my boss told me, "Praveen if you want to survive here you have to improve your English" and I joined English speaking classes, basic English speaking classes.

And in that class, I used to learn English sitting besides 12-13-year-old kids. But that doesn't mean that after that class or after improving my English I became good on the stage or good in my presentation,

No, not at all. I used to struggle in front of people, I started learning public speaking skills a few years ago and now that is helping me to present myself effectively in front of people, but English and public speaking are two different skills. It needs different learning, different ways of practicing.

So it doesn't matter in which language you speak, if you want to improve your public speaking skills, you have to learn public speaking the way you learn English or the way you learn Singing, the way you learn dancing, because even public speaking skill is a learnable skill.



Learning 14

**How to motivate
your audience?**

14. How to motivate your audience?

Sometimes people ask this question to me, “Praveen, how to motivate the audience? Or how to make the audience laugh from the stage? Many times people ask this question to me that, “Praveen, how I can go on the stage and start sharing stories with the people, so they just listen to me? The answer to all these questions is very simple, start doing this in your personal life.

You can't motivate the audience if you are not motivating the people in your life, like your family, your friends, your colleagues.

You can't make the audience laugh, if you're not making your family and friends laugh in your personal or professional life. You can't share stories from the stage if you are not sharing stories in your personal life with your families and friends or maybe sometimes with strangers

When you start doing all this in your personal life, it is a little easy to do this on the stage, but why we should do this? The answer is because your stage personality should not be different from what you are in your personal life.

What you are in reality, your stage personality should be a hundred percent true reflection of what you are in your personal or professional life.

So next time if you want to make people laugh or if want to motivate people or inspire people or want to share stories start doing this in your personal life on a regular basis.



Learning 15

**Is public speaking
skill evolving?**

15. Is public speaking skill evolving?

Every skill is evolving in this world. Let's consider singing, the kind of music, the kind of songs we used to listen to few years ago, are we listening the same kind of music or songs now? No. Singing has evolved. Take dance, the kind of dance we used to watch a few years ago, are we watching the same kind of dance now? No.

The dancing has evolved; even public speaking is a skill.

Has public speaking evolved or is public speaking evolving? Yes, The first time I realized it, when I watched the video named, "I see something" from Dananjaya Hettiarachchi. He's a world champion of public speaking. Even before "I see something" I had seen lots of motivational videos, a lot of talks, but every time I used to see that, I used to feel, "Wow the speaker is good, fantastic but speaker is not like me, he's special, he's different but when I saw "I see something" by Dananjaya Hettiarachchi, I felt for a moment that, "wow ! he is just like me" I think this is the evolution of public speaking that even if you are standing in front of 10,000 people, the person who is watching you should feel that you are just like him, you are speaking to him, speaking for him.

This is the way public speaking has evolved now. Not only Dananjaya Hettiarachchi even Mohammed Qahtani, Daren Tay and all these are the world champion of public speaking when you watch their videos you feel that “oh my God, this is just like my story, he's not different, he's speaking to me.”

So next time when you are going on the stage try to speak as if you're speaking to your friend at a tea stall. But that is difficult, not easy but try to speak like that, because when you speak like that, when the audience feels that you are just like them. It is very easy to connect.



Learning 16

**What is the
connection
between public
speaking skills
and storytelling?**

16. What is the connection between public speaking skills and storytelling?

What is the connection between storytelling and public speaking skills? Before I share my view on this, let me ask this question to you, what is the connection between Sa-re-ga-ma and Bollywood song? Sa-re-ga-ma is a skill and application of that skill is a song, Bollywood song. It could be any kind of song.

On many talent shows, a singing talent show, we have seen judges saying that there is something wrong with your sur. Now sur, tal, Sa-re-ga-ma they all are skills which singers have learned and the application of that skill is a song.

Similarly, in dancing, now what is mudra's or expressions? Learning this expression, learning mudra's, it's a skill and application of that skill is in the form of any dance, maybe Bharatnatyam

Similarly public speaking is a skill and the application of that skill is storytelling. Once you learn public speaking, you can apply that to share stories or maybe to share whatever you want to share on the stage, but if you have not learned saregama it's difficult to sing a good song, if you have not learn an expression and mudras it's difficult to dance .

So if I want to be a good storyteller, if you want to share good content on the stage, you have to become a student of public speaking.

Now just like dancing, just like singing, a student of public speaking is student for life. It's a never- ending thing. We have to keep on learning throughout our lives



Learning 17

**2 key components
of the stories?**

17. 2 key components of the stories?

Most of the stories are the combination of these two components. Let me use an example to put things in perspective. Imagine for a moment that you are standing in front of two couples- couple A and couple B. couple A says that “we got married two years ago and everything is happening as per the expectation, we are a happily married couple” and couple B says “we got married two years ago, but nothing is happening as per expectation, we are not happy .In fact we are unhappy” Now you have an option of choosing only one couple to listen, which one you will choose most of the times. Couple B- why? Because there is a struggle, the first most important component of any story if you want to share a story, if you want people to listen to you, there has to be struggle in the story. No struggle, No story.

Now let me add one more couple here, this couple C and couple C says “ we got married two years ago, initially everything was not happening as per our expectation , we were not happy and then we did something and because of that something, now we are very happy now it's a successful marriage” Now again, you have the option of choosing from Couple B or Couple C. Which one will you choose most of the times? Couple C.

Because after a struggle if success is there, which is the second component of any story, people are interested to listen to that story.

So, no struggle, no Story. But if the struggle is not followed by success, people are not very keen to listen to those stories.



Learning 18

**How to select a
speech topic?**

18. How to select a speech topic?

I remember that day one of my very good friends called me and he said, "Praveen I got an invite from a very big college, they have invited me and I will be speaking in front of around 400 to 500 students. I said, "Wow! Congratulations, and he said something which was really a surprise to me, he said, "There is a problem, can you help me with the topic? " It took me time to understand this question.

Let me use this example to put things in perspective. Do you remember your school? Imagine for a moment that we are back to school days, say 5th or 6th grade and it's a geography class as per the timetable, and we are waiting for the Geography teacher and suddenly instead of geography teacher you see a history teacher, and history teacher comes and she says that today geography teacher is absent so she will take the geography class. We say "OK".

Now that is teaching, a teacher can take content from anywhere, developed by anyone else and can teach but when you go as a speaker, you don't go as a teacher.

I am telling you that students, especially in Entrepreneurship events or some Youth Summit, students are not looking for teachers, they don't want someone to come on the stage and tell something which is not their own content. They don't want people to come on the stage and share something which is Viral or available on the internet.

They have more time than us and more resources than us to access all that content. What I have learned, that youth is looking for perspectives. So when you go on the stage you have spent more years on this earth compared to those students so maybe in those additional years which you have spent maybe in the corporate world or business or travel you have developed some perspective and few of these perspectives are unique.

For example, I talk a lot on failures because I have failed so many times in my life, not only in education even in business, I love to fail because my perspective is that life is a game and there is no game in this world where you only win. If you are failing it means you are doing something which is beyond your capacity.

Of course, after failure, you can't give up, so I talk a lot about failure management and importance of failure and what to do after failure but that is my perspective maybe someone else's perspective is something different.



Learning 19

**I look artificial on
the stage**

19.I look artificial on the stage

Many times when people become a student of public speaking they say, "Come on, it's so complex, how can you take care of so many things at one time? It means there's something called open hand gestures, there are types of movement on the stage, there's a type of eye contact, a smile, so many things at one time and especially those who don't have a habit of speaking in front of people when they learn these techniques initially they look so artificial.

Example, if someone has a habit of keeping the hands down or in the pocket and speaks and when they start using open hand gesture they look artificial, but doing artificially is the first step in any skill.

I remember when I started learning your car driving and when the instructor used to ask me to change the gear? I used to look at the gear, When he used to ask me to press the clutch, I used to look down. And he used to shout-Look forward...

It used to really look artificial but now everything is mechanical, everything is fit into my subconscious mind because I have been driving for the last few years.

similarly with public speaking, at a time you have to take care of so many things but initially, you might look artificial but slowly everything will become natural everything will become automatic. Your hands will move, your movement on the stage will be correct but you have to become a student of public speaking first because the way we learn singing the way we learn dancing, we have to learn public speaking skills. It's a learnable skill but why we should learn public speaking skills? Only for one reason, if you want to become a leader in your life because as a leader you have to separate yourself from the crowd stand alone and speak.

So my tip to you is, if you have become a student of public speaking or you are thinking to become a student of public speaking and if initially you are looking artificial, don't worry about that. Looking artificial is a first step in any skill.



Learning 20

**Speakers can't
change lives but
audience can.**

20 .Speakers can't change lives but audience can.

I remember two years ago I attended a workshop by Gary Robert "why to write a book on how to write a book". Gary Robert is a global authority to teach this to you and as usual even in that workshop someone made a WhatsApp group.

For initial few days that What'sApp group was very active and the activeness slightly went down and within 6 to 7 months that WhatsApp group was in the dormant phase.

Around after one year there were still 40 to 50 people from 60 to 70 and one day someone asked the question "How many of you have written a book?" only three people raised the hand. We all started with the same set of skills while only three people took action. It doesn't matter how many workshops you have attended. What matters is whether you're taking action after that workshop or not

But why I am sharing this story with you. Many people believe that speakers or trainers can change the lives of people. What we can do as a speaker or trainer is we can change the perspective of people by sharing some stories and Real life experiences. And but when with the changed perspective people take action, that action changes the lives of people.

If only speakers can change lives in Gary Robert workshop at the end of one year we would have got around 70 books we got only three. Those who have decided to take action.

MEET PRAVEEN



Praveen Wadalkar is the Co-founder and CEO of a healthcare IT company Techizer Tech Solution Pvt. Ltd. employing around 100 people and providing solutions to more than 75 pharmaceutical companies in Asia.

As a business storyteller, he loves to convert real-life experiences and observations into stories. Apart from having delivered 7 TEDx talks in 4 countries, he has spoken at various national and international educational institutions and leading corporate companies.

As a budgeted solo traveler, A-GRADE HMI certified mountaineer and entrepreneur, he collects a variety of real-life stories for his audience.

As a storyteller he strongly believes whenever we share a story on the stage there is always someone sitting in the audience who wanted that story more than oxygen.