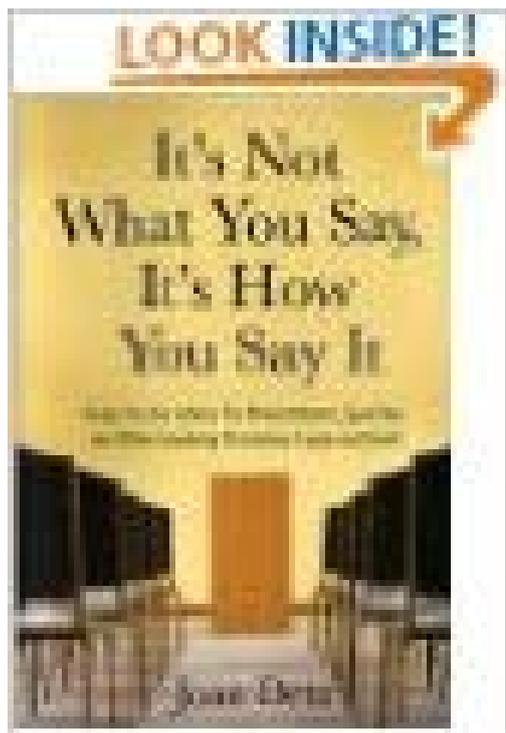


## It's Not What You Say, It's How You Say It *by* Joan Detz



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ISBN:	0884864057
ISBN13:	978-0884864059
Author:	Joan Detz
Book title:	It's Not What You Say, It's How You Say It
Other Formats:	rtf doc azw lrf
Pages:	221 pages
Publisher:	Bristol Park Books; 1st edition (2000)
Language:	English
Size PDF version:	1496 kb
Size ePub version:	1105 kb
Size fb2 version:	1990 kb
Category:	Skills

Ready-to-Use advice for presentations, speeches and other speaking occasions, large and small.



## Reviews of the *It's Not What You Say, It's How You Say It* by Joan Detz

Lynnak

Just the bibliography, "Section Eight: Appendix --- Useful Books, Websites, and Professional Organizations" which includes a selection of Detz's favorite books with her descriptions of them, is worth the price of this book. Never mind that Detz is a great communicator, including teaching by example. I love her quotation book recommendations.

The meat of the book, "Section Two: How You Say It", is a little long (almost 100 pages) but reads

well nonetheless due to its many subsections.

Detz covers the basics in a way others do not, with many tips from an experienced perspective. Her approach to choosing and controlling location for presentation(s) was eye-opening (even just to be aware of various factors). She shares wisdom from experience.

Highly recommended.

Hbr

Get 'How To Write & Give A Speech' if you can also. Both are easy reading for simple minded individuals (like me) who want to sound intellectual or impressive when presenting. It is written sophisticatedly for the novice to the most advanced presenter. She has a tremendous gift for conveying information that can be interpreted simplistically. A must for any library!

Mildorah

So very true. You will enjoy and certainly benefit!

Cointrius

Boring. Not what I expected. Didn't finish it honestly.

unmasked

The book arrived timely and in perfect condition as described. I am very pleased with the price and quality of service.

Vetibert

Great book

Whitestone

Joan Detz stresses the importance of successful communications. She recommends steps that people should consider in their communications. These considerations include determining what the other party desires to learn, avoiding providing them what they already know unless you may correct misconceptions, weighing what means others wish to receive your communication, and figuring out how your communication will be superior to anyone else's.

She recommends noting useful tips such as: people remember less from larger communications, one should avoid vague and weak opening communications, simplify boring data and make data relevant to other parties, people react better to communications that are offered with confidence, and if one forgets what they are stating to avoid trying attention to the lapse while recalling one's thoughts. This extremely practical, highly focused book goes through the hands-on details of preparing a presentation or speech. Some of the instructions seem self-evident, but only because author Joan Detz is extremely thorough and recognizes that it is easy to forget these "obvious" tips under pressure. She provides a vast amount of practical information, far more than anyone could absorb at once, but her tips are worth reading again and again. She also includes good self-assessment forms and questionnaires. Many of these venerable public-speaking concepts date back to the Sermon on the Mount, but Detz adds her own spin by emphasizing that the focus should be on the speaker, not on slides or props (downplay the loaves and fishes). The book's power resides in its completeness; Detz seems to have thought of everything, and that is reassuring. We [...] recommend this book to anyone who must make presentations in public, under any circumstances.

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