

The Art of Effective Communication

This article expands upon a live video interview recently aired via the Age and Fairfax Media Group's popular show, 'Executive Style.'



Born in New York and now a resident of St Kilda for nearly 15 years, Wohlman has worked with both novices and global industry leaders to improve their presentation and communication skills.

He specialises in assisting his clients to maximise the impact of formal presentations, and says that many of the same principles apply to interpersonal communication.

Posture is key, he says, and getting the arms, hands and fingers to make pictures the audience can clearly see is more than half the battle.

'Show what you are telling,' he says. 'The audience will see the message even before you open your mouth, and retain and recall the message more deeply on multiple levels.'

'Like a conductor in an orchestra, it's about being able to sweep and make clear images. If you don't get it from the words or vocal sounds, you will from the gestures.'

Wohlman says a common mistake is to be thinking one thing and saying and doing another, generating a lack of authenticity in the message presented.

'With the hands saying one thing, the mouth saying something else,

and the eyes going somewhere else, that's three different simultaneous communications creating a feeling of inauthenticity. To be able to put these together, this is where someone has command,' he says.

'Some of the messages people send unconsciously or self-consciously have to do with self-talk. Some of our self-talk often sounds like, "if you don't like me, what am I doing here"; "I don't trust you"; "do I look good enough?" If these self-conscious dialogues can be turned around before the communication comes out, that comes through as well. Shifting the inner dialogue is key.'

Wohlman also advises his clients to be use facial gestures to backup their body language.

'The face is unusual. It's the place that's almost always exposed. In our face is written the

choreography of emotion. We can mask what we are truly feeling, yet the face reveals whatever we are thinking to ourselves,' he says.

'As we speak with movements and tones of voice that punctuate our points - with clear beginnings and endings of gestures and syllables that match the words we are saying - this creates congruence and improves our communication and connection with ourselves, our message and our audience.'

'On the stage of both our professional and personal lives, these simple practices enhance the impact and effectiveness of everything we think, do and say.'

For more information or to book a coaching session with Dr Gary, visit www.mypresentationdoctor.com or email: drgary@mypresentationdoctor.com

He can also be reached directly on 0433 126 019