

# To succeed, learn the talking techniques like Jack Ma

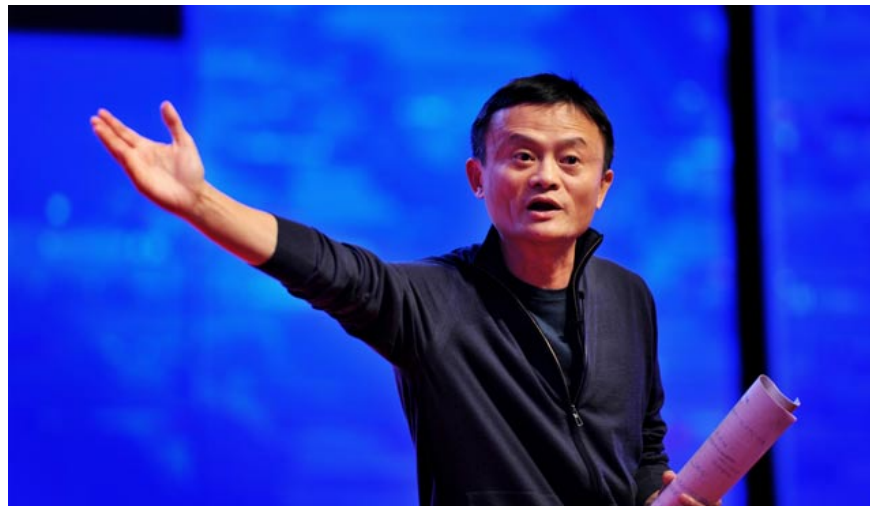
Perhaps any reader would wonder why Jack Ma's talks attracted so many listeners. Of course not just because he is a billionaire.

1. Jack Ma's 15 "expensive" sales principles for business people
2. All things about Jack Ma - Billionaire admires the whole world
3. Jack Ma's classic sayings will change your life

If you notice you will see most of Jack Ma's presentations often get a lot of attention from people. Maybe many people will think that Jack Ma is a rich and famous billionaire, so it is understandable to win the attention of many people. However, that is not exactly true, because there are now many well-known and wealthy billionaires like Jack Ma like Musk, Zuckerberg, Lei Jun, . But why the speeches Their not as many people interested as this Alibaba boss?

In order to have a public speech, besides the content, there is one difference that only Jack Ma has is the way to speak in front of people. A style that no one else of Jack Ma helped him achieve success today. So let's see how Jack Ma used chat skills in his presentation, and maybe you'll learn interesting things through it.

## 1. Speak slowly and clearly



If the first time you heard Jack Ma speak in English, you might assume that he is a person with a foreign language who is not really good, because he talks very slowly and cautiously with his breaks. . However, this is his style of everyday talk whether speaking English or Chinese.

Thanks to this slow chat style, he can convey every message to listeners, making it easy for him to understand and understand the problems he is talking about. In addition to taking a break in rhythm, in his speeches, he often used simple, understandable words that were widely universal to the audience of listeners whether they were specialized in technology or business but could understand.

One thing is for sure, Jack Ma's speeches are usually not too tech-intensive, why? Because he once said that he is a person who does not know much about computers. Therefore, he will often not talk much about technology to avoid confusion for everyone.

In other words, the way Jack Ma does is: **Simplify everything.**

## 2. Use repeating words to emphasize

An eloquent technique used by Jack Ma is repeated. For example, when talking about recruitment issues, he said that the best people are those who know to train themselves. Then, in the next sentence, he repeated this idea with another word.

In fact, Jack Ma uses repeated words that have his own intentions. Repeating a message in different ways can help him emphasize the problems he wants to convey to the audience, making it easy for them to "digest" those meanings.

However, in what life is too bad, you should not abuse this technique because it can bring more trouble than success.

## 3. Funny



Unlike other CEOs, Jack Ma's conversations are often flooded with laughter, his jokes are not far away, but he draws from his own weaknesses such as poor or unrealistic technological knowledge. intelligence. Jack constantly tells the story of being the only person in your group who was refused to hire by KFC and the local Police Department. He even made jokes with his appearance.

Jack's humble style is attractive and entertaining. Smile makes people feel happy. When listening to Jack Ma tell stories that disparage himself, help listeners feel closer to him. It helped him become a friend with people more than a distant billionaire.

But sometimes humor is a double-edged sword that kills you, because no entrepreneur wants to turn himself into a laughingstock or a repertoire for people. However, laughing by emphasizing your mistakes will help you connect your audience quickly.

## **4. Use intonation of hands and body**

During the presentation, Jack Ma was not forced to stand and say that he also used the language on the body to express. You may not be good at English or a deaf person may more or less understand the content that Jack Ma is transmitting. He always appeared in public with gestures, gestures, and charisma on his face to emphasize his words.

1. Use your hand to count the items listed when you list what you don't understand.
2. Use gestures to wave your hand to emphasize that you don't understand marketing.
3. Use your finger up and down to emphasize a particularly important lesson.
4. Touch your chest with one hand to prove that you have learned that lesson.
5. Reach out, pull them towards you to show your idea of ??recruiting.
6. Grab a finger to emphasize another important point.
7. Squinting doubt and emphasizing the need to carefully assess a candidate.
8. Using gestures to wave again to emphasize something he thinks listeners should not do.
9. Rotate your hand to suggest a certain job or process, then pull your hand towards yourself to show that it's benefiting from it.

So, it can be said that in order to achieve success and attract listeners, body language also determines not least for your presentation received by the public?

## **5. Keep a strong perspective**



Jack Ma always gave the right or wrong position, yes or no, with words straightforward. Many times Jack uses straightforward, even harsh words; but it will certainly remain in the listener's mind. This world is not completely white or black, and the pursuit of perseverance with a political or social ideal has caused a lot of debate and confrontation. The selection of Jack Ma's technology by Jack Ma will undoubtedly bring an advantage over arguing from both sides of the problem, or offering many alternatives, or refuting what he himself has to speak.

Although not the most important skill to be a leader for any entrepreneur, the ability to present presentations is always significant in attracting listeners or convincing difficult investors. Even without the crowd listening like Jack Ma, you still need some suggestions from the lessons above.

See more:

1. Alibaba and the fortified Jack Ma wall made the Chinese hackers terrified
2. Jack Ma's classic sayings will change your life
3. Seven of Jack Ma's failures and 7 extremely valuable lessons

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