



Confident Communication for
**ASIAN
AMERICAN
PROFESSIONALS**



PRESTON NI
COMMUNICATION COACHING

Also by Preston C. Ni

Communication Success with Four Personality Types

How to Communicate Effectively and Handle Difficult People, 2nd Edition

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*“Know yourself, know others. One
hundred battles, one hundred victories!”*

— Chinese proverb

*“Everybody wants to be a winner, but only a few are
Willing to spend the time and energy to become one,
and that separates a winner from all the rest.”*

— Br. Philip Keavny

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Voice Improvement for Asian American Professionals

"The human voice is the organ of the soul."

— Henry Wadsworth Longfellow

Do you like the sound of your voice? Does your tone of voice benefit or hurt you in your life? Would you like to access your strongest and most attractive sounding voice?

I once moderated a Fortune 500 company meeting where three senior vice presidents answered employee questions about professional advancement. Prior to the event, I asked a technician if these three executives (a woman and two men), whom I had not yet met, should be hooked-up with microphones. "Oh no," he replied, "you listen to their voices, and you immediately know why they're vice presidents!"

In my twenty years of communication training and coaching, I notice one consistency about voice: a person with a strong, attractive voice has a big advantage over a person with a weak, unattractive voice. A person with a good voice commands attention, gets interrupted less, and is more likely to be perceived as a promotable leader.

When we analyze intonation, we can generally identify four major levels of voice: the nasal, the mouth, the chest, and the diaphragm.

Most of us have heard someone with a **nasal voice**. It has that high pitched, almost whiny quality which can turn people off in a hurry. This is not the type of voice which helps one's professional or social life.

Some Asians and Asian Americans use the mouth voice. This is the case especially for many Asian women. The mouth voice makes sounds but is not very powerful. I will not go into here the cultural, gender, social, and/or psychological factors which may contribute to this type of voice. It suffices to say that people who use the mouth voice can sometimes feel invisible: they're overworked, under-appreciated, neglected of their

There's more to this excerpt!

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