



Sources of Effectiveness in Public Speaking Psychological Principles Practically, Used in Developing Ability to Speak (Classic Reprint)

C. Edmund Neil

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Excerpt from Sources of Effectiveness in Public Speaking Psychological Principles Practically, Used in Developing Ability to Speak

On June 16, 1858, there occurred at Springfield, Illinois, a remarkable incident. On that day Abraham Lincoln accepted the nomination for the office of United States Senator. Mr. Lincoln realized that a crucial time in his life had arrived. He knew that every man who hopes to be a leader of men must be ready to speak when occasion demands. With his keen foresight, Mr. Lincoln had seen that if he should be nominated, he must make a speech and that upon that speech would largely depend his future success. He wished to be ready to make the most effective speech of which he was capable. He was looking forward to assuming the duties of senator. All wise men, on approaching new situations, wish to know what men have done in similar situations. Mr. Lincoln wished to observe what successful senators had said on important occasions. He naturally turned to the greatest speech of the greatest American senator and orator, The Reply to Hayne, by Daniel Webster.

Mr. Webster began that famous speech in these words:

Mr. President, When the mariner has been tossed for many days in thick weather, and on an unknown sea, he naturally avails himself of the first pause in the storm, the earliest glance of the sun, to take his latitude and ascertain how far the elements have driven him from his true course. Let us imitate this prudence, and, before we float farther on the waves of this debate, refer to the point from which we departed, that we may at least be able to conjecture where we now are.

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