

# How to talk like you're in charge

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## *The Boston Globe:*

WHAT IS THE SOUND of power? Well, it's high-pitched and monotonous, and alternately loud and soft. In a study, men and women were told they would be involved in a negotiation exercise, were put in a low- or high-power frame of mind, and then read a negotiation statement out loud. Those who were put in a high-power frame of mind spoke differently (higher pitch, more variable loudness, more monotone) than those who were put in a low-power frame of mind. Moreover, other people who later listened to recordings of these speakers—without knowing which speakers had been assigned to which frame of mind—were able to accurately guess which speakers were in a powerful role.

Read the whole story: [\*The Boston Globe\*](#)