

**Carnegie,Dale**How to Develop Self-Confidence & Influence People By Public Speaking

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## 7. Self-Confidence Through Preparation

Carnegie argues that the confidence and courage most people want from speech training come chiefly from preparation. A speaker who has a genuine message he burns to share is already most of the way there. The chapter defines real preparation and shows, through examples, how the great speakers did it.

### Key takeaways

- A well-prepared speech is already nine-tenths delivered; nervousness comes from having nothing to say.
- Real preparation is not memorizing phrases or lifting 'canned' thoughts from a book. It is digging out and arranging your OWN thoughts, convictions, and experiences.
- A speech must grow, not be cooked to order. Choose your topic early, then brood over it for days — while walking, shaving, waiting — and jot ideas on scraps of paper as they come.
- Speak on what you know and have lived. Use concrete cases and stories about people, not abstract preaching. One or two angles covered well beats trying to cover everything.

- Aim at the audience's interests, not just your own; ask what will help or entertain them.
- Collect far more material than you can use. That reserve gives you sureness, confidence, and force — even the facts you never speak lend power to the ones you do.

## Passages worth keeping

*“A well-prepared speech is already nine-tenths delivered.”*

The chapter's core claim linking preparation to confidence.

*“Preparation means thinking, brooding, recalling, selecting the ones that appeal to you most, polishing them, working them into a pattern, a mosaic of your own.”*

Carnegie's actual definition of preparation.

## How it connects

The examples build one thread: Lincoln, Dean Brown, D.L. Moody, and Christ Himself all prepared by long brooding and drawing from within, not by last-minute borrowing — the sermons and speeches that live are 'bone of your bone, flesh of your flesh.'

## Scripture referenced

- **1 John 4:18** -- 'Perfect love casteth out fear' — Carnegie: so does perfect preparation.

- **Matthew 4** -- Jesus withdrew, fasted, and meditated before He began to preach — a model of preparation.
- **Matthew 12:25** -- 'A house divided against itself cannot stand' — the Lincoln speech used as his prime example.