

Persuasive Speeches

We use persuasion in our personal and professional lives, and we also are subjected to others' attempts to persuade us. At home we may try to convince someone to see a particular movie, eat at a specific restaurant, or watch a television show. At work, we may negotiate salaries, try to motivate members of our team working on a project, or even get a boss to agree to let us leave work early. In today's world, no matter where we are or where we look there are advertisements trying to convince us to buy a product or believe a certain thing. Interstate highways are littered with billboards, hallways are filled with posters, and the average one-hour television show contains almost twenty minutes of advertising! Persuasion is all around us, and to be better at persuading others, as well as become more critical consumers of information, we must understand how it works.

In this chapter, we will cover the principles of the persuasive process and how to prepare and organize a persuasive speech. We will go over the persuasive process, paying particular attention to the role credibility plays in convincing an audience. Then we will cover the four different types of persuasive speeches you may be called upon to deliver. Third, we will explain the various ways those speeches can be organized. Finally, we will provide some tips for adjusting to different types of audiences during your speech.

The Persuasive Process

Persuasion is more complicated than it may appear on the surface. It takes time and occurs through a four-step process. Additionally, just because you attempt to persuade someone does not guarantee success or an immediate response. Many times the effects of persuasion occur long after the persuasive message has been delivered, when the audience member encounters a situation that makes him or her think more about your persuasive appeals or has the opportunity to act upon that information. In this section, we will unpack the persuasive process and discuss its four stages in more detail.

Stage #1: Issue Awareness

The first step in persuasion is **issue awareness**. Audiences often have some knowledge of an issue before you speak to them about it, but it'll vary how much they know and how strongly they hold positions on the issue. Sometimes audiences have no knowledge about a particular issue until it is presented to them by a speaker. This is common when it comes to certain environmental or health issues that face a community.

To be effective in making an audience aware of the issue about which you are speaking, you need to know how familiar they are with the topic. Can you reasonably assume they know about the issue? How much do they know? Are they likely to share your opinion or disagree with you? These are important questions to consider when preparing to persuade an audience to believe or do something. Regardless, focus the audience's attention on the issue and make them aware of your feelings about why it is important to them. Only when an audience is aware an issue exists can you move on to the next steps of the persuasive process.

Stage #2: Comprehension

Once an audience is aware of a concern or issue, you need to make sure they comprehend both its relevant components and how you feel they should handle it. Thus, the next step in the persuasive process is **comprehension**. Only when an audience comprehends the complexity of an issue and what the options are for responding to it can they make an informed decision about whether they will follow your advice or not.

Comprehension can be simple or complicated, depending on the familiarity the audience has with the topic. If they understand the issue, you need to spend time making sure they comprehend your position on it, but if they do not know much about the topic, then you must spend significant time ensuring they do. When helping an audience comprehend a topic, do not give in to the temptation of telling only your side of the issue, but rather give them as complete a picture as possible. This ethical approach creates good will with the audience and gives them the freedom to make an informed decision. However, just knowing an issue exists or comprehending its components does not create persuasion; for that we move on to stage three.

Stage #3: Acceptance

The third step in the persuasive process, **acceptance**, occurs when the audience accepts that the issue is relevant to them. This does not mean the audience members are going to agree with you or do what you desire, but they at least accept the accuracy of what you are saying and recognize how the issue pertains to their lives. This is important because if they do not accept the issue, then it would not be possible to persuade them. Just think, how likely is it an audience will agree with, let alone consider, an issue that does not affect them in any meaningful way? Not so much, thus making persuasion difficult at best, but most likely impossible.

Sample Persuasive Speech

Sabine Zange



Sample Persuasive Speech:

Speaking Across the Curriculum, 2004 Speaking Across the Curriculum gives teachers ready made speaking and listening activities that can be infused into any curriculum Over 50 activities help teachers encourage debate and discussion and teach students speaking and listening skills Students will learn how to outline a speech build active listening skills develop a media presentation persuade an audience and speak spontaneously Activities also help students analyze and evaluate arguments and sources including web sites *A Speaker's Guidebook with The Essential Guide to Rhetoric* Dan O'Hair, Rob Stewart, Hannah Rubenstein, 2011-10-26 A Speaker's Guidebook is the best resource in the classroom on the job and in the community Praised for connecting with students who use and keep it year after year this tabbed comb bound text covers all the topics typically taught in the introductory course and is the easiest to use public speaking text available In every edition hundreds of instructors have helped us focus on the fundamental challenges of the public speaking classroom Improving on this tradition the fifth edition does even more to address these challenges with stronger coverage of overcoming speech anxiety organizing and outlining and more And as the realities of public speaking change so does A Speaker's Guidebook the new edition also focuses on presentational speaking in a digital world from finding credible sources online to delivering presentations in a variety of mediated formats From product description **Read sample Play Virtual voice sample Follow the author Cole McBride Cole McBride Cole McBride Follow How To Talk To Anyone - The Ultimate Guide** Cole McBride, Master The Art Of Conversation And Become The Person Everyone Wants To Talk To Tired of feeling socially awkward Ever wish you could just speak your mind without second guessing yourself We've all been there that nervous feeling in the pit of your stomach before a big presentation the awkward silence at a party or the fear of saying something dumb that keeps you from connecting with people But what if you could transform those moments of anxiety into opportunities to make friends feel confident and even get people to listen to you Communication expert Cole McBride will help you tap into your inner communication skills with proven and practical techniques so you can create a life of influence and impact Inside you will discover Book 1 How to Talk to Anyone Master the art of conversation and never run out of things to say again Book 2 How to Make Friends Easily Break free from social awkwardness and build a crew that gets you Book 3 How to Read People Like a Book Decipher body language and determine what people think Book 4 How to Spot a Liar Become a human lie detector and protect yourself from those shady people Book 5 How to Make People Laugh Discover the secrets to unlocking your inner charm and make everyone love hanging out with you Book 6 Communication Skills Training Level up your communication game and connect with others on a much deeper level Book 7 Listening Skills Training Discover the true power of listening and make others feel truly heard Book 8 Public Speaking Conquer your fear of public speaking and confidently captivate your audience Book 9 Assertiveness Workbook Build confidence set boundaries and stand up for yourself without being a jerk Book 10 Alpha Male Mindset Develop unshakeable confidence and become the best

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effectively Each chapter is paired with an activity checklist or worksheet that students may use to develop their speeches assess their performance and chart their progress in becoming competent public speakers **Speak Up** Douglas M.

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