

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

L Darling-Hammond



Sample Persuasive Speech:

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and technology based communication **A Survey of Human Communication** Michael A. Griffin, 2015-12-14 This textbook provides a survey of the Speech and Communication Studies areas of Communication focusing on human communication through the transactional model of communication Interpersonal Communication chapters constitute the largest portion of the book with the Public Speaking chapters the next largest block followed by the Intercultural and Small Group Organizational Communication chapters Homework and or classroom exercises are provided in nearly every chapter to enable students to learn the related skills and or reinforce their knowledge There is a unique money talk section in the Relationship Communication chapter an in depth problem solving exercise with sample content information in the Small Group Organizational Communication chapter an overview of controversial Intercultural topics in the Intercultural Communication chapter that can be optional reading and a step by step process for learning how to write thesis sentences in one of the Public Speaking chapters In addition instructions for and samples of seven different types of speeches are provided as well as evaluation forms to give instructors suitable choices **Principles of Public Speaking** Kathleen M. German, Bruce E Gronbeck, Douglas Ehninger, Alan H. Monroe, 2016-05-23 Balancing skills and theory Principles of Public Speaking emphasizes orality Internet technology and critical thinking as it encourages the reader to see public speaking as a way to build community in today s diverse world Within a framework that emphasizes speaker responsibility critical thinking and listening and cultural awareness this classic book uses examples from college workplace political and social communication to make the study of public speaking relevant contemporary and exciting This brief but comprehensive book also offers the reader the latest in using technology in speechmaking featuring a unique and exciting integrated text and technology learning system **Business and Professional Communication** Kelly Quintanilla Miller, Shawn T. Wahl, 2023-02-14 Professional success requires excellent communication skills Organized around the transition from student to professional life Business and Professional Communication Fifth Edition gives readers the tools they need to move from interview candidate to team member to leader Coverage of new communication technology and social media and an emphasis on building skills for business writing and business presentations including the effective use of visual aids will help students to understand the role of communication in successfully handling situations like job interviewing providing feedback to supervisors and working in teams **A Student Workbook for Public Speaking** Deanna L. Fassett, Keith Nainby, 2013-12-27 A Student Workbook for Public Speaking Speak from the Heart asks students to think critically about the speech making process while building their mastery of the fundamental practical skills of public speaking through a series of exercises and activities Nineteen brief chapters cover the essentials of public speaking including selecting a topic researching your topic organizing your topic overcoming speech anxiety and delivering informative persuasive and special occasion speeches Each chapter includes a concise introduction to the most important skills and concepts related to each chapter topic and offers opportunities for critical reflection on how to use each aspect of public speaking appropriately and

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