

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.

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Kansas Studies in Education University of Kansas,1923 **Social Robotics** Arvin Agah,John-John Cabibihan,Ayanna M. Howard,Miguel A. Salichs,Hongsheng He,2016-10-06 This book constitutes the refereed proceedings of the 8th International Conference on Social Robotics ICSR 2016 held in Kansas City MO USA in November 2016 The 98 revised full papers presented were carefully reviewed and selected from 107 submissions The theme of the 2016 conference is Sociorobotics Design and implementation of social behaviors of robots interacting with each other and humans In addition to technical sessions ICSR 2016 included three workshops The Synthetic Method in Social Robotics SMSR 2016 Social Robots A Tool to Advance Interventions for Autism and Using Social Robots to Improve the Quality of Life in the Elderly

Contemporary Public Speaking Courtland L. Bovée,2003 Contemporary Public Speaking includes all the traditional fundamentals as well as the hottest issues in public speaking today Featuring a conversational style and an extensive photo and illustration program this comprehensive coverage provides students with the tools they need to analyze and apply public speaking principles Examples exercises and boxed features offer insights into major themes such as speaking across cultures developing creativity improving critical thinking overcoming speech anxiety focusing on ethics and learning from real world speaking situations Students will also explore how to speak on the job and in small groups develop persuasive strategies and use audio visual aids from flip charts to multimedia presentations and will learn basic ways to become more effective speakers and listeners A Collegiate Press book CONSULTING EDITORS JoAnn Edwards University of Mississippi Jon A Hess University of Missouri Columbia Cynthia Irizarry Stetson University Shannon McCraw Southeastern Oklahoma State University Timothy P Meyer University of Wisconsin Green Bay Louis J Rosso Winthrop University **University of Kansas Publications** University of Kansas,1954 **The Competent Public Speaker** Sherwyn P. Morreale,2010 Based on the National Communication Association s conceptual model for teaching and evaluating undergraduate public speeches as developed by the author and others Sherwyn P Morreale offers a highly accessible easy to teach easy to learn approach to public speaking The approach adopted in the text includes eight public speaking competencies four on speech preparation and four on speech delivery which are enhanced by emphasizing the impact of technology ethics culture and diversity on public speaking A number of unique features designed to improve teaching and learning include Students used as examples in each chapter so that readers can follow them as they learn about public speaking Tables and boxed text to reinforce the most important learning points Checkpoint and self assessment tools so that readers can determine their level of competence and find out whether they are ready to proceed to the next chapter Competence building activities for students to apply chapter concepts and practice public speaking strategies in the classroom or as take home assignments An accompanying website which is updated on a regular basis and offers a forum for students to contact the author Designed for introductory level public speaking courses taught at two and four year colleges and universities this text offers a distinctively practical

alternative for students and teachers to achieve consistency across multiple sections of the public speaking course An instructor s manual is available on request

Fighting Words LeRoy L. Lane,2005-06-03 In *Fighting Words* an interesting and provocative picture of George W Bush emerges very different from the one often presented in the press Drawing on extensive research the author brings together the man of faith the astute political leader and the persuasive speaker His treatment credits the President with positive attributes and domestic and international accomplishments The book takes the view that what we know about President Bush generally comes through the speeches that we hear him give beginning with his spontaneous incisive remarks at Ground Zero By focusing on truth as a vital sign of viable political rhetoric and giving a formula for producing effective persuasive speeches the author provides standards with which to appraise political leaders rhetoric An analysis of George W s credibility as a leader uses the researched traits of competent forward looking inspiring and honest His intelligence is appraised on the basis of multiple intelligences theory Highlighting George W s transformation into an effective persuasive speaker are discussions of his two distinct verbal styles his rhetorical asset of humor his dominant themes of value and his speech delivery

Public Speaking Michael Osborn,Suzanne Osborn,1997

The SAGE Encyclopedia of Communication Research Methods Mike Allen,2017-04-11 Communication research is evolving and changing in a world of online journals open access and new ways of obtaining data and conducting experiments via the Internet Although there are generic encyclopedias describing basic social science research methodologies in general until now there has been no comprehensive A to Z reference work exploring methods specific to communication and media studies Our entries authored by key figures in the field focus on special considerations when applied specifically to communication research accompanied by engaging examples from the literature of communication journalism and media studies Entries cover every step of the research process from the creative development of research topics and questions to literature reviews selection of best methods whether quantitative qualitative or mixed for analyzing research results and publishing research findings whether in traditional media or via new media outlets In addition to expected entries covering the basics of theories and methods traditionally used in communication research other entries discuss important trends influencing the future of that research including contemporary practical issues students will face in communication professions the influences of globalization on research use of new recording technologies in fieldwork and the challenges and opportunities related to studying online multi media environments Email texting cellphone video and blogging are shown not only as topics of research but also as means of collecting and analyzing data Still other entries delve into considerations of accountability copyright confidentiality data ownership and security privacy and other aspects of conducting an ethical research program Features 652 signed entries are contained in an authoritative work spanning four volumes available in choice of electronic or print formats Although organized A to Z front matter includes a Reader s Guide grouping entries thematically to help students interested in a specific aspect of communication research to more easily locate directly related entries Back matter

includes a Chronology of the development of the field of communication research a Resource Guide to classic books journals and associations a Glossary introducing the terminology of the field and a detailed Index Entries conclude with References Further Readings and Cross References to related entries to guide students further in their research journeys The Index Reader s Guide themes and Cross References combine to provide robust search and browse in the e version **History of Kansas** John N. Holloway,1868 *Christian Register and Boston Observer...* ,1901 **Basic Speech** DeVito,1998-12

2018 CFR Annual Print Title 20 Employees' Benefits Parts 400 to 499 Office of The Federal Register,2018-04-01

Excellence in Public Speaking Sherwyn P. Morreale,Courtland L. Bovée,1998 EXCELLENCE IN PUBLIC SPEAKING is specifically designed to give students the skills and confidence they need to prepare and deliver speeches that will make a difference in their careers their communities and their personal lives Beginning with an overview of the fundamentals of public speaking the text moves through topics and exercises that guide students in preparing organizing and presenting a speech This text has an entire chapter devoted to speech anxiety Chapter 2 and the special concerns associated with delivering the first speech Full and excerpted examples of exceptional speeches are given and analyzed to encourage students to learn by example **World War II and the Cold War** Martin J. Medhurst,2018-09-01 This volume examines crucial moments in the rhetoric of the Cold War beginning with an exploration of American neutrality and the debate over entering World War II Other topics include the long distance debate carried on over international radio between Hitler and Franklin D Roosevelt understanding and interpreting World War II propaganda domestic radio following the war and the use of Abraham Lincoln narratives as vehicles for American propaganda the influence of foreign policy agents Dean Acheson Paul Nitze and George Kennan and the rhetoric of former presidents John F Kennedy and Ronald Reagan Ultimately this volume offers a broad based look at the rhetoric framing the Cold War and in doing so offers insight into the political climate of today

Resources in Education ,1998 **Kiplinger's Personal Finance** ,1983-12 The most trustworthy source of information available today on savings and investments taxes money management home ownership and many other personal finance topics **Power Shift? Political Leadership and Social Media** David Taras,Richard Davis,2019-12-09 Power Shift Political Leadership and Social Media examines how political leaders have adapted to the challenges of social media including Facebook Instagram Twitter and memes among other means of persuasion Established political leaders now use social media to grab headlines respond to opponents fundraise contact voters directly and organize their election campaigns Leaders of protest movements have used social media to organize and galvanize grassroots support and to popularize new narratives narratives that challenge and sometimes overturn conventional thinking Yet each social media platform provides different affordances and different attributes and each is used differently by political leaders In this book leading international experts provide an unprecedented look at the role of social media in leadership today Through a series of case studies dealing with topics ranging from Emmanuel Macron and Donald Trump s use of Twitter to Justin Trudeau s use of

selfies and Instagram to how feminist leaders mobilize against stereotypes and injustices the authors argue that many leaders have found additional avenues to communicate with the public and use power This raises the question of whether this is causing a power shift in the relationship between leaders and followers Together the chapters in this book suggest new rules of engagement that leaders ignore at their peril The lack of systematic theoretically informed and empirically supported analyses makes *Power Shift Political Leadership and Social Media* an indispensable read for students and scholars wishing to gain new understanding on what social media means for leadership AP US History Eugene V. Resnick, 2020-08-04

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Table of Contents Persuasive Speech Example Ks

1. Understanding the eBook Persuasive Speech Example Ks
 - The Rise of Digital Reading Persuasive Speech Example Ks
 - Advantages of eBooks Over Traditional Books
2. Identifying Persuasive Speech Example Ks
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in a Persuasive Speech Example Ks
 - User-Friendly Interface
4. Exploring eBook Recommendations from Persuasive Speech Example Ks
 - Personalized Recommendations

- Persuasive Speech Example Ks User Reviews and Ratings
- Persuasive Speech Example Ks and Bestseller Lists
- 5. Accessing Persuasive Speech Example Ks Free and Paid eBooks
 - Persuasive Speech Example Ks Public Domain eBooks
 - Persuasive Speech Example Ks eBook Subscription Services
 - Persuasive Speech Example Ks Budget-Friendly Options
- 6. Navigating Persuasive Speech Example Ks eBook Formats
 - ePub, PDF, MOBI, and More
 - Persuasive Speech Example Ks Compatibility with Devices
 - Persuasive Speech Example Ks Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Persuasive Speech Example Ks
 - Highlighting and Note-Taking Persuasive Speech Example Ks
 - Interactive Elements Persuasive Speech Example Ks
- 8. Staying Engaged with Persuasive Speech Example Ks
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Persuasive Speech Example Ks
- 9. Balancing eBooks and Physical Books Persuasive Speech Example Ks
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Persuasive Speech Example Ks
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Persuasive Speech Example Ks
 - Setting Reading Goals Persuasive Speech Example Ks
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Persuasive Speech Example Ks
 - Fact-Checking eBook Content of Persuasive Speech Example Ks

- Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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