

Persuasion study guide

Persuasion- an attempt to get a person to behave in a manner, or embrace a point of view related to values, attitudes, and beliefs, that he or she would not have done otherwise

Why is persuasion important?

1. The number of persuasive communication has grown a lot
 2. Persuasive messages travel quickly through different mediums
 3. Persuasion has become institutionalized
 4. Persuasive communication has become more subtle
 5. Persuasive communication is complex
- Persuasive public speaking can involve changing a person's attitude, value and beliefs

Attitude- an individual's general predisposition toward something as being good or bad, right or wrong, or negative or positive

Value- an individual's perception of the usefulness, importance, or worth of something

Belief- propositions or positions that an individual holds as true or false without positive knowledge or proof

- Beliefs are divided into 2 categories, core beliefs and dispositional beliefs
 - **Core beliefs-** beliefs that people have actively engaged in and created over the course of their lives (ex: religion)
 - **Dispositional beliefs-** beliefs that people have not actively engaged in but rather judgments that they make, based on their knowledge of related subjects, when they encounter a proposition
- Getting a person to change their core beliefs is harder than getting a person to change their dispositional beliefs
- Another type of persuasive speaking involves changing a person's behavior

Why Persuasion matters

- Studying persuasion will make you better at persuading others
- When people understand persuasion they are better consumers of information, and vet things they are told

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pioneers and prospectors transformed into wage laborers for major corporations with government military and church ties Economically and politically stymied westerners rallied around homegrown radicals such as William Big Bill Haywood and Vincent the Saint St John and touring agitators such as Eugene Debs and Mary Mother Jones Radicalism in the Mountain West tells how volleys of strikes property damage executions and deportations ensued in the absence of negotiation Drawing on years of archival research and diverse materials such as radical newspapers reports filed by labor spies and government agents and records of votes subscriptions and memberships Berman offers Western historians and political scientists an unprecedented view into the region s radical past

Ongoing Crisis Communication W. Timothy Coombs,2007 This text explains how crisis management can prevent or reduce the threats of a crisis providing guidelines for how best to act and react in an emergency situation Drawing on firsthand experience in crisis management Coombs provides detailed explanations about preparing for crises detecting crisis and preventing crisis Each aspect of the crisis is discussed from pre crisis stage to evaluation of crisis management efforts and post crisis actions with the ultimate goal of saving lives reputations and financial resources A truly integrative and comprehensive text Ongoing Crisis Communication is a crucial resource for students professors and practitioners interested in planning practicing or researching crisis management Key Features include New and updated crises examples and case studies throughout Expanded and integrated coverage on the growing importance of the online environment to crisis communication and management Stronger discussion of crisis exercises including why these activities need to be done New Case Study Appendix Discussion questions at the end of each chapter provide points for instructors of discuss with students

Congressional Record United States. Congress,1980 The Congressional Record is the official record of the proceedings and debates of the United States Congress It is published daily when Congress is in session The Congressional Record began publication in 1873 Debates for sessions prior to 1873 are recorded in The Debates and Proceedings in the Congress of the United States 1789 1824 the Register of Debates in Congress 1824 1837 and the Congressional Globe 1833 1873

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