A. COURSE DESCRIPTION

Credits: 3
Lecture Hours/Week: 3
Lab Hours/Week: *.*
OJT Hours/Week: *.*

Prerequisites:
This course requires the following prerequisite
   COMM 1415 - Public Speaking
Corequisites: None

MnTC Goals: Goal 01 - Communication

This course meets Minnesota Transfer Curriculum (MnTC) goal area 1. This course further develops the basic speaking skills presented in Public Speaking. Techniques and principles of persuasion are utilized in a series of prepared persuasive speeches. This course focuses on analysis of the audience, removal of audience barriers, revision of language for a particular audience, and use of supporting data to achieve the goals of a persuasive message. Learners set goals for their individual progress, evaluate peers' speeches, and practice the fundamentals of persuasion through several speaking assignments. Prerequisite: COMM1415.

B. COURSE EFFECTIVE DATES: 05/20/2002 - Present

C. OUTLINE OF MAJOR CONTENT AREAS

1. Understand basic principles of persuasive speaking and group dynamics.
2. Present a variety of persuasive speeches and group dynamics using speaker's language and presentation skills.
3. Analyze topics, research information, and cite sources using MLA style.
4. Use outlines for speech preparation and notes for presentations utilizing the speech preparation process.
5. Critique other speakers.
6. Develop critical questions and hypotheses for persuasion.
7. Develop arguments and recognize fallacies.
8. Practice presentation skills, audience adaptation, critical listening, and anxiety reduction.

D. LEARNING OUTCOMES (General)

1. The learner will prepare and present persuasive speeches using applied designs. Persuasion will be evaluated on a checklist.
2. The learner will avoid defective reasoning in persuasive speaking and use logical reasoning. Use of evidence, proof, and argument will be evaluated according to checklist.
3. The learner will present a researched solution to a problem.
4. The learner will reach consensus through discussion.
E. Minnesota Transfer Curriculum Goal Area(s) and Competencies

Goal 01 - Communication

1. Understand/demonstrate the writing and speaking processes through invention, organization, drafting, revision, editing and presentation.
2. Participate effectively in groups with emphasis on listening, critical and reflective thinking, and responding.
3. Locate, evaluate, and synthesize in a responsible manner material from diverse sources and points of view.
4. Select appropriate communication choices for specific audiences.
5. Construct logical and coherent arguments.
6. Use authority, point-of-view, and individual voice and style in their writing and speaking.
7. Employ syntax and usage appropriate to academic disciplines and the professional world.

F. LEARNER OUTCOMES ASSESSMENT

As noted on course syllabus

G. SPECIAL INFORMATION

None noted