Persuade with Power

EXECUTIVE SUMMARY:

The ability to persuade people - getting them to understand, accept and act upon your ideas is a valuable skill. Your listeners will more likely be persuaded if they perceive you as credible, if you use logic and emotion in your appeal, if you carefully structure your speech and if you appeal to their interests. Avoid using notes because they may cause listeners to doubt your sincerity, knowledge and conviction.

OBJECTIVES:

- Persuade listeners to adopt your viewpoint or ideas or to take some action.
- Appeal to the audience's interests.
- Use logic and emotion to support your position.
- Avoid using notes.

Time: Five to seven minutes

Today we are bombarded by persuasive messages. Advertisements try to persuade us to buy a particular brand of soft drink, coffee or antacid. Salespeople try to persuade us to buy an automobile, a personal computer or a cellular telephone. We do it too, by trying to persuade our spouses to vacation in the Bahamas, persuade a salesclerk to refund our money, or convince our boss that a certain proposal is better.

People who can speak persuasively have a great deal of influence. The ability to get others to understand, accept and act upon your ideas is a skill you can use every day at home, at work and in the community. It is also a characteristic of a good leader. Throughout history people have rallied around those who can speak persuasively.

Types of Persuasion

In a persuasive speech, your primary purpose is to influence the thinking or behavior of listeners. You can influence them in several ways:

- Inspire. Your goal is to excite your listeners about your topic or reinforce their existing ideas or beliefs, not
 necessarily to alter their opinions or beliefs. Sermons and commencement addresses fall into this category of
 persuasive speech. You'll learn more about this type of speech in Project 10.
- Convince. You want your listeners to change their opinions or to develop the same opinion you have. You
 may not want them to do anything at the moment but change their minds. A presentation convincing
 listeners that extraterrestrial life exists is an example of this type of speech.
- Call them to action. You want listeners to do something after hearing your presentation, such as sign a
 petition, read a book or buy a product.

Your Role

Impressions count, and this is especially true in persuasive speaking. While the content of your message is important, of equal weight is the audience's opinion of you. Your listeners must like, trust and respect you before they will adopt your ideas. They should view you as someone they can identify with - someone whose needs and interests are similar to theirs. They base their opinion of you on your:

- Knowledge. You must be qualified to discuss the subject and offer evidence to support your position. You must know the subject well and be able to present plenty of evidence to support your ideas.
- Reputation. Your reputation is based on your past performances, accomplishments and honors. Make sure
 the audience is familiar with your qualifications through your introduction, advance publicity or your speech

Toastmaster Persuasive Speaking Manual

Paula Kay Montgomery

Toastmaster Persuasive Speaking Manual:

I Found Mine Mohammed R. Zawad,2017-05-11 One man s journey towards finding his passion As most people who finally took the plunge can relate sooner or later you have to stand on the ledge that separates danger and opportunity from security and stagnation It then becomes a question of what direction to jump In I Found Mine Mohammed Zawad shares with us the stories that made him Jump Perhaps the most striking thing about this book is Mohammed s talent for incorporating his life experiences and lessons into helping readers to understand his message All the stories are personal and relatable regardless of the reader s background What s noteworthy is how he gives you a glimpse of his personal life the good the bad and the ups and downs His candour about his successes and failures make the book a fabulous read Mohammed Zawad possesses an amazing ability to inspire encourage and motivate people to seek out and follow their dreams I Found Mine is for everyone whether it s someone who wishes to learn a new skill wants to go back to school or is looking for an entirely new career but is not sure where to start

The Complete Idiot's Guide to Assertiveness Jeff Davidson,1997 Offers advice on increasing vocal self confidence projecting authority through body language and arguing without losing one s temper

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https://ftp.barnabastoday.com/data/uploaded-files/Documents/The Ultimate Survival Manual.pdf

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