

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

Michael Seilmaier



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