

## Preparing to Participate

Name: \_\_\_\_\_

### PREPARING TO PARTICIPATE Chapter 16: Understanding Persuasive Principles

#### 16.1 Knowledge

What reasons does the text mention for studying persuasion? What is persuasive public speaking? What are the goals of persuasive public speaking?

#### 16.1 Application

How is persuasive speaking different from informative speaking? How does the role of the audience change?

#### 16.2 Knowledge

What are questions of fact, value, and policy? What are the burdens of proof for each?

#### 16.2 Application

What are the implications of not providing a burden of proof in a persuasive argument?

#### 16.3 Knowledge

What organizational patterns are best for questions of fact, value, and policy?

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### **16.3 Application**

How do you decide which pattern is most appropriate for your topic?