

esade

RAMON LLULL UNIVERSITY

# Rhetoric for Persuasion and Public Speaking

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## 1. Course description / Introduction to the course

Working on and polishing presentation skills aims to improve students' communicative ability and performance by providing the opportunity to rehearse, deliver and critique a presentation on a business topic.

## 2. Learning objectives and competencies

To prepare and produce effective presentations to suit a variety of audiences and a variety of purposes. This involves focusing on a series of more specific objectives during the course:

- to recognise the origins of public speaking and its importance to all fields of human communication
- to promote awareness of how planning affects speech effectiveness and how to cope with time restraints
- to identify winning skills in delivering different messages
- to learn about how an audience perceives the speaker, and how one can learn from this

## 3. Course format and methodological approach

1. Giving short and more extensive presentations
2. Self-study and discussion in class
3. In-class tasks and assignments
4. Critical viewing of video recordings, films and live performances
5. Reading of related texts
6. Peer evaluation and discussion
7. Professor-led discussion

## 4. Assessment

Class activities and final assessed task.

### *Assessment criteria*

Evaluation is carried out as follows:

Continuous assessment of all class activities taking into account the following criteria:

1. Adapting the language and content to the specific audience
2. Selecting relevant information according to the task and audience
3. Organizing and presenting the information clearly and coherently
4. Following the conventions of the genre in terms of the content, awareness of body language and intonation conventions

Final Assessed task (15 minute prepared presentation)

**This course is strictly ruled by ESADE's Honour Code**

*"I will not lie, cheat or steal to gain an academic advantage. I will respect all ESADE students, faculty and staff with my words and deeds."*

The violations of the ESADE MBA Honor Code include the following:

**Lying:** Lying includes knowingly communicating an untruth in order to gain an unfair academic or employment advantage.

**Cheating:** Cheating includes, but is not limited to, using unauthorized materials to complete an assignment; copying the work of another person; unauthorized providing of materials or information (e.g. proprietary course information) to another person; plagiarism; unauthorized providing of materials or information to another person during an exam. All communications, written, oral or otherwise, among students during examinations, are forbidden, as is the use of notes, books, computers, calculators or other written material except when approved by the instructor.

**Stealing:** Stealing includes, but is not limited to, taking the property of another member of the ESADE community without permission, defacing or vandalizing the property of the ESADE Business School, or the misuse of ESADE resources.

**Respect for others and professional conduct:** Respect for others includes treating all ESADE students, staff, faculty and external contacts connected to the school with politeness and cordiality, refraining from using abusive language or physical violence.

Upon witnessing a violation of the Honour Code, a student has a **moral obligation** to inform the student whose conduct is believed to be in violation of the Code that the Code has been violated. Each member of the ESADE MBA community, as a person of integrity, has a personal obligation to adhere to this requirement, both on campus and when representing ESADE off campus.

Failure to comply with the more explicit guidelines set forth by the Programme's Rules and Regulations can also be considered as breach of the Honour Code.

**Violations of this agreement and will be governed by MBA Programme Management which has the right to exercise any disciplinary action necessary in order to uphold the standards set forth herewith and in the Programme's Rules and Regulations.**