**Week 9 Video Response: *The Office***

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**Week 7 Video Response: *The Office***

1. Give examples of at least four of Orban and Leather’s nonverbal categories that were used in interpersonal persuasion in the episode.
   1. Face Expression is used when Michael makes a crass comment about Phyllis being called “Easy Rider”. This enrages Bob and he displays this in his facial expression.
   2. Eye contact is displayed when Roy and Pam are conversing at a table. Roy is nervous and is attempting to win back Pam and this is displayed in both of their eye contact. While most people might continuously hold contact throughout a conversation, Roy holds back eye contact out of some nervousness.
   3. Bodily communication is also displayed throughout the episode, most prominently with Roy and Pam sitting at that table. Instead of taking a typically wide and space consuming stance, he is slouched slightly and takes up little space. This is an excellent example of how he is communicating his nervousness and anxiety.
   4. Vocal factors are displayed when Michael is talking to Uncle Al outside of the wedding. He talks slowly and with large gaps in some of his language, while this might display confidence, paired with his low register displays the sadness he feels at the thought of ruining Phyllis’ wedding.
2. Give three examples of ways in which gender or dialect were used to persuade in an interpersonal context in the episode.
   1. An example of how Michael fails at persuasion. He refuses to acknowledge social norms and gender differences. Similarly, to the “Easy Rider” example, he refuses to acknowledge the importance of purity in society as it applies to women. This leads to his failure and enraging Bob.
   2. I would say that Roy altered his speaking pattern from how he would typically speak when speaking to Pam. He took on a softer speaking tone and even tried talking about their wedding and used the band to play their favorite song.
   3. While this doesn’t display a success on Michael’s part, our failures can teach us just as much as our successes. When Michael first approaches Phyllis while she is getting ready for her wedding, he talks about Phyllis’ wedding night, which is generally an affair this isn’t openly discussed by the bridge and her boss. Much less when the boss is a man, Michael’s inability to moderate to his audience and abide by typically social gender norms makes Phyllis very uncomfortable. While she attempts to deftly avoid further conversation.
3. Give an example of how each of the needs that Trenholm and Jensen discuss are exemplified in the interpersonal persuasion between characters in the episode.
   1. The Need for Reward is displayed at the beginning of the episode when Jim uses Classical Conditioning to train Dwight to put his hand out at the sound of Jim’s computer restarting.
   2. The Need for Stability is at play with Dwight. He is a very rule-based person, Jim uses this to his advantage by claiming that Wedding crashers. In order to enforce stability, Dwight gives into this ploy and takes up the mantle of Bouncer for the wedding.
   3. Michael has an immense need for positive self-image. This is displayed at his countless attempts to display that he is competent and that he can help make Phyllis’ wedding better for her. He tries to display his speech skills through giving a long speech during the wedding which flounders.
4. Give an example of a character using compliance-gaining, goal competence, or assertiveness to persuade in an interpersonal context in the episode.
   1. Bob uses his assertiveness to get Michael expelled from the wedding when he makes a crude comment about Phyllis. Additionally, Dwight uses assertiveness against poor Uncle Al to evict him from the wedding.
5. Include the title of the episode, the title of the show, and a two-sentence synopsis.
   1. Phyllis’ Wedding, The Office, Phyllis and Bob (of Bob Vance Refigeration) get married, but Michael wants the spotlight. Jim convinces Dwight to act as an unofficial usher. Hijinks ensue.