


Wk	Focus & Medium Weekly Topic & Assignment
<div data-bbox="87 218 165 281">11</div> <div data-bbox="110 296 155 348">Mar 20</div> <div data-bbox="110 386 142 411">To</div> <div data-bbox="102 449 147 504">Mar 25</div>	<div data-bbox="191 205 774 241">Applying persuasive Communication</div> <div data-bbox="964 239 1536 747"> </div> <div data-bbox="191 747 1075 1020"> </div> <div data-bbox="607 1020 1536 1314"> </div> <div data-bbox="191 1314 1016 1724"> <p>DILBERT</p> <p>BY SCOTT ADAMS</p> </div> <div data-bbox="708 1724 1536 1982"> </div>

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<div data-bbox="87 142 168 205">11</div> <div data-bbox="110 218 162 281">Mar 20</div> <div data-bbox="110 310 149 342">To</div> <div data-bbox="110 373 149 436">Mar 25</div> <div data-bbox="87 468 175 562"> READ Locker Ch.11 </div>	<div data-bbox="199 132 781 170"> Applying persuasive Communication </div> <div data-bbox="199 205 816 243"> 1) What is persuasive communication </div> <div data-bbox="240 243 1289 541"> <ul style="list-style-type: none"> i. Perhaps one of the most valuable skills in the world. ii. Postive, unwavering energy. iii. A means of openign doors. iv. Sincerity and more sincerity with empathy. v. Are target audiences needs being meant? vi. Use of admiration and respect to build trust. vii. Carefully designed messages to influence thinking. viii. properly pronounced words, usage, facts, and statistics. </div> <div data-bbox="1166 317 1533 352"> Takes time to mature! </div> <div data-bbox="199 577 870 615"> 2) What isn't persuasive communication </div> <div data-bbox="248 615 1135 837"> <ul style="list-style-type: none"> a) Getting your needs met. b) Unplanned communication. c) Not leading by example. d) Poor dress, mannerisums. e) Claptrap, browbeating, strong-arming, snake-oil. f) In-authentic self, beliefs, and motives. </div> <div data-bbox="1192 541 1533 844">  </div> <div data-bbox="199 873 695 911"> 3) The mechanics and process </div> <div data-bbox="248 911 1403 1362"> <ul style="list-style-type: none"> • Orient yourself around the needs of others. • display abundant patience and support. • supply validation when possible. • display unwavering positive energy. • identify yourself with prestigious institutions and people. • preserve your image by avoiding socially unacceptable behavior. • pay close attention to your appearance and presentation. • use language that specially relates to your audience. • cite data and statistics only when they're accurate. • mirror your audience's needs, hopes, and aspirations. </div> <div data-bbox="199 1398 854 1440"> 4) Writing persuasive problem solving </div> <div data-bbox="248 1440 1276 1566"> <ul style="list-style-type: none"> A. I share your vision. B. We're on our way. C. Bob, your one of the most creative manager's I've meant. </div> <div data-bbox="199 1640 1484 1682"> 5) Written communication: performance reviews, recommendations, reporting </div> <div data-bbox="199 1751 1135 1793"> 6) homework: draft three memos by persuasion category </div>