

Wk	Weekly Topic & Assignment
<div data-bbox="87 134 168 197" data-label="Text">11</div> <div data-bbox="110 210 162 268" data-label="Text">Mar 20</div> <div data-bbox="110 302 149 331" data-label="Text">To</div> <div data-bbox="102 365 157 424" data-label="Text">Mar 25</div> <div data-bbox="82 457 175 550" data-label="Text"> READ Locker Ch.11 </div>	<div data-bbox="586 121 1170 159" data-label="Section-Header"> <h2>Applying persuasive Communication</h2> </div> <div data-bbox="198 197 816 233" data-label="Section-Header"> <h3>1) What is persuasive communication</h3> </div> <div data-bbox="243 233 1440 531" data-label="List-Group"> <ol style="list-style-type: none"> 1) Perhaps one of the most valuable skills in the world. 2) Positive, unwavering energy. 3) A means of opening doors. It takes time to mature! 4) Sincerity and more sincerity with empathy. 5) Are target audiences' needs being met? 6) Use of admiration and respect to build trust. 7) Carefully designed messages to influence thinking. 8) Properly! Pronounced words, usage, facts, and statistics. </div> <div data-bbox="198 567 870 604" data-label="Section-Header"> <h3>2) What isn't persuasive communication</h3> </div> <div data-bbox="243 604 1136 827" data-label="List-Group"> <ol style="list-style-type: none"> a) Getting your needs met. b) Unplanned communication. c) Not leading by example. d) Poor dress, mannerisms. e) Claptrap, browbeating, strong-arming, snake oil. f) In-authentic self, beliefs, and motives. </div> <div data-bbox="1180 535 1534 833" data-label="Image"> </div> <div data-bbox="198 863 693 900" data-label="Section-Header"> <h3>3) The mechanics and process</h3> </div> <div data-bbox="243 903 1403 1299" data-label="List-Group"> <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 especially 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="198 1335 854 1373" data-label="Section-Header"> <h3>4) Writing persuasive problem solving</h3> </div> <div data-bbox="198 1373 1520 1476" data-label="Text"> <p>Templated writing techniques help you quickly focus on your content. JAM for each category to generate your substrate. Then weave and clean a final product. Set a timer for 20 minutes to complete all template categories.</p> </div> <div data-bbox="243 1476 1497 1514" data-label="List-Group"> <ul style="list-style-type: none"> • If you don't have a template, research, phone a friend, email a professor. </div> <div data-bbox="198 1545 1343 1583" data-label="Text"> <p>Use kernel sentences: simple, declarative, active sentences (N.Chomsky)</p> </div> <div data-bbox="198 1581 1568 1684" data-label="Text"> <p>Use of clear and concise language that is free of jargon and technical terms focuses the reader. Use the template category to guide construction. Some persuasive problem-solving requires technical terms but emphasizes the verb action phrase.</p> </div> <div data-bbox="243 1684 1260 1978" data-label="List-Group"> <ol style="list-style-type: none"> A. I share your vision. B. We're on our way. C. Bob, you are among the most creative managers I've met. D. John's performance is abysmal. E. Cafeteria caloric rich food must go. F. Working together means solving smartly. G. Improve performance by ensuring no defects. </div>

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11 Mar 20 To Mar 25 READ Locker Ch.11	<p>Templated writing techniques help you quickly focus on your content. JAM for each category to generate your substrate. Then weave and clean a final product. Set a timer for 20 minutes to complete all template categories.</p> <ul style="list-style-type: none"> If you don't have a template, research, phone a friend, email a professor. <p>Use kernel sentences: simple, declarative, active sentences (N.Chomsky) Use of clear and concise language that is free of jargon and technical terms focuses the reader. Use the template category to guide construction. Some persuasive problem-solving requires technical terms but emphasizes the verb action phrase.</p> <ol style="list-style-type: none"> John's performance is abysmal. Cafeteria caloric rich food must go. Working together means solving smartly. Improve performance by ensuring no defects. <p>5. Template: Persuasive problem solving</p> <ol style="list-style-type: none"> 5.1. Know your audience: Tailor your message to the needs and interests of your audience. Understand their perspective and use resonating language. 5.2. Use emotional appeals: Use expressive language and storytelling to connect with your audience. Persuade people with messages that evoke strong feelings. 5.3. Provide evidence: Use data, research, and other evidence to support your arguments. Build credibility to make your message more persuasive. <ol style="list-style-type: none"> 5.3.1. Use social proof: People are more likely to be persuaded if others have already adopted your position. Use testimonials, and case studies to demonstrate the effectiveness of message. 5.4. Address objections: Acknowledge and address any complaints or counterarguments your audience may have. Illustrating you understand their concerns and have taken the time to consider alternative viewpoints. 5.5. Call to action: End your message with a clear call to action. Tell your audience exactly what you want them to do and provide a sense of urgency to encourage them to take action. <div style="border: 1px solid black; padding: 10px; margin-top: 10px;"> <p>5.1) persuasive problem solve - cafeteria healthy food task) wk.11.persuasation.techniques.pdf write for sections 5.1,5.3,5.4</p> <p>Scenario: The university cafeteria only offers a limited selection of healthy food options, and many students have complained that they are not able to find healthy and affordable meals on campus.</p> <p><u>example</u> Dear [Cafeteria Manager],</p> <p>As a student at this university, I am concerned about the lack of healthy food options available in the cafeteria. Many students are struggling to find affordable and nutritious meals on campus, which is negatively impacting our health and well-being.</p> <p>I believe that offering a wider selection of healthy food options would not only benefit the students but also the university as a whole. Healthy eating is proven to improve academic performance, boost energy levels, and reduce stress, all of which are important for the success of students.</p> <p>Providing a wider selection of healthy food options may require additional resources and investment, but I believe that it would be a worthwhile investment for the university. It would not only improve the health and well-being of students but also help to attract more students to the university.</p> <p>Consider the importance of healthy food options and take action to improve the selection in the cafeteria. Thank you for your attention to this matter.</p> </div>

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Some persuasive problem-solving requires technical terms but emphasizes the verb action phrase.</p> <ol data-bbox="297 401 1032 531" style="list-style-type: none"> a) John's performance is abysmal. b) Cafeteria caloric rich food must go. c) Working together means solving smartly. d) Improve performance by ensuring no defects. <p data-bbox="199 567 699 596">6. Template: Performance review</p> <ol data-bbox="248 602 1552 1335" style="list-style-type: none"> 6.1. Collaboration between the employee and the manager. Be open to feedback and encourage employees to share their thoughts and ideas. 6.2. Objective evaluation: Start by providing a balanced and accurate evaluation of the employee's performance. Use specific examples and data to support your assessment, and avoid making subjective judgments. 6.3. Strengths and weaknesses: Discuss the employee's strengths and weaknesses constructively and supportively. Provide examples of how they have excelled and areas where they can improve. 6.4. Goals and expectations: Review the employee's goals and expectations, and evaluate their progress towards achieving them. Suggest how they can continue to develop and grow in their role. 6.5. Recognition and praise: Recognize and praise the employee's accomplishments and contributions to the team. Be specific and highlight how their efforts have positively impacted the company. 6.6. Areas for improvement: Offer constructive feedback on areas where the employee can improve. Be specific about what actions they can take to improve, and offer resources or support to help them achieve their goals. 6.7. Development plan: Work with the employee to develop a plan for their professional development. Identify areas where they can grow and set specific goals for improvement. 6.8. Wrap-up: End the review positively, highlighting the employee's strengths and contributions to the company. Offer support and encouragement as they continue to grow and develop in their role. <div data-bbox="212 1341 1552 1936" style="border: 1px solid black; padding: 10px;"> <p data-bbox="212 1341 1341 1407">6) performance review - computer scientist new hire not meeting their expectations task) wk.11.persuasation.techniques.pdf write sections 6.1,6.3,6.4</p> <p data-bbox="212 1413 1536 1467">Scenario: John is a newly hired computer scientist who has been working at a software development company for the past six months. However, his performance has been subpar, and he is not meeting the expectations set for his role.</p> <p data-bbox="212 1499 1552 1673">Example -----Dear John, I wanted to take this opportunity to discuss your performance over the past six months. Unfortunately, I have observed that you are not meeting the expectations that we had set for your role as a computer scientist. Specifically, I have noticed that your work is often incomplete or not up to the quality standards that are required for our projects. You have missed deadlines, and your coding has required significant revisions from other team members. As a result, your work has caused delays in project timelines and additional workload for your colleagues.</p> <p data-bbox="212 1705 1552 1820">I would like to work with you to address these issues and help you improve your performance. To that end, I would suggest setting clear and measurable goals for your work and establishing a plan to improve your skills and knowledge in areas where you are struggling. I would also recommend seeking feedback and guidance from other team members to help identify areas for improvement.</p> <p data-bbox="212 1827 1552 1936">I understand that adjusting to a new role can be challenging, but it is important that you meet the expectations set for your role as a computer scientist. I am confident that with the right support and effort, you can improve your performance and become a valuable contributor to the team. Please let me know if you have any questions or concerns, and I look forward to working with you to improve your performance.</p> </div>

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