

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="587 121 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 1533 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 1495 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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<div data-bbox="87 100 168 159">11</div> <div data-bbox="110 174 159 228">Mar 20</div> <div data-bbox="110 264 159 294">To</div> <div data-bbox="102 329 151 384">Mar 25</div> <div data-bbox="82 420 173 510"> READ Locker Ch.11 </div>	<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> <p>a) John's performance is abysmal.</p> <p>7. Template: Letter of Recommendation</p> <p>Remember to be specific and provide concrete examples to support your recommendation. It is also essential to be honest, and only recommend someone if you genuinely believe they are qualified and deserving of the opportunity.</p> <p>7.1. Introduction: Start with an introduction that states who you are, how you know the person you recommend, and your relationship with them.</p> <p>7.2. Qualifications: Briefly describe the capabilities of the person you are recommending. Include education, work experience, skills, and accomplishments. Be specific and provide examples.</p> <p>7.3. Personal Characteristics: Discuss the individual characteristics of the person you are recommending, such as work ethic, ability to work in a team, communication skills, leadership qualities, and any other relevant traits that make them stand out.</p> <p>7.4. Accomplishments: Highlight any specific accomplishments or achievements of the person you recommend. like awards, publications, successful projects, or any other notable achievements.</p> <p>7.5. Comparison: If possible, compare the person you recommend to others you have worked with or know of in the same field. Provides context and further emphasizes their strengths.</p> <p>7.6. Conclusion: End your letter by summarizing your overall recommendation. Include contact and inform willingness to provide more information.</p> <p>7.7.</p>
	<p>7) Letter of recommendation for a computer scientist task) wk.11.persusasion.techniques.pdf write sections 7.1,7.3,7.4</p> <p>Scenario: John is a computer scientist who joined our company last year. He had a great academic record and we were excited to have him on board. However, over the course of his first year, we noticed that he seemed easily distracted and wasn't performing up to his potential. Despite several attempts to address the issue, his work continued to suffer and we were forced to let him go at the end of his first year.</p> <p>Example -----Dear Hiring Manager,</p> <p>I am writing to recommend John, a computer scientist who worked with us for one year. During his time with us, John demonstrated a strong understanding of computer science concepts and had an impressive academic record. However, despite his initial promise, we noticed that John seemed easily distracted and was not performing up to his full potential.</p> <p>Despite our efforts to address the issue and support John in his role, his work continued to suffer and we were forced to let him go at the end of his first year. However, we believe that John has the potential to be an excellent computer scientist and would be an asset to any team that can provide him with the appropriate support and guidance.</p> <p>In summary, I highly recommend John for any computer science position that requires a strong understanding of computer science concepts and a willingness to work hard to improve. If you have any further questions, please do not hesitate to contact me.</p>

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<div data-bbox="87 170 168 231">11</div> <div data-bbox="110 245 160 304">Mar 20</div> <div data-bbox="110 338 146 367">To</div> <div data-bbox="102 401 152 459">Mar 25</div>	<div data-bbox="196 157 1094 195">Crafting persuasive messages <Locker et al., Ch.11></div> <div data-bbox="1008 191 1536 653"> </div>
<div data-bbox="82 493 173 583">READ Locker Ch.11</div>	<div data-bbox="196 653 1536 1220"> </div> <div data-bbox="196 1220 1536 1892"> <p>DILBERT BY SCOTT ADAMS</p> </div>