

PERSUASION THEORY



association
ATTITUDE-BEHAVIOR THEORY
functions consequences &
measurement accessibility
cognitive processing mere exposure
INOCULATION THEORY values

campaigns


target audience
timeline STAKEHOLDERS
theme slogan
purpose message
mission



SELF-LEADERSHIP
PURPOSE
goals ability success
motivation
mentality positive
CONFIDENCE

intro to communication
SYMBOLIC cultural
verbal FRAMES relational
meaning transactional
nonverbal

public speaking 
organization
investigate DELIVERY
compose invention
plan **STYLE**

listening 
mindfulness critical
golden pause silence with a purpose
active taxonomy
therapeutic

political 
Lipman agenda setting
ideology public opinion
FRAMING **RHETORIC**

INTERPERSONAL
communicators noise **self-evaluation**
message feedback channel
context relationships
body language

research methods



secondary analysis
CREDIBILITY sources bias
qualitative quantitative
unobtrusive SURVEY

COMMUNICATION

visual design 
typography FORMAT
color grids golden section
fibonacci **CREATIVE PROCESS**

NEW MEDIA

impressions **TOOLS**
PLATFORMS instantaneous
24/7 influence
transparent




WRITING FOR PR
HEADLINE AP GUIDELINES
news release profile

video release audio release



contemporary pr

PRSSA secondary audiences
ethics campaign plan

sampling **MORAL ANALYSIS**
focus groups opinion leaders

fake news
satire bias
CRAPP

latitude of rejection
test
malinformation
MISINFORMATION
DISINFORMATION