

HS 105 (BCS)

END SEMESTER EXAM

VEDANSH GUPTA

B19271

PART A

- 1.
2. The ability of persuasion as communicator is very important in social world. You can't be a good communicator if you aren't very persuasive. We need to convince other people like our friends, colleagues, teachers etc to consider our ideas and get our work done. We can get support of others, encourage others and make them work in a team by being unified, etc just by mastering good persuasive communication. As discussed in the class, persuasion in communication can be done in any mode of communication that is Linear model, Exchange model, Contextualized model, like a Politician has to persuade the voters to vote him, a boss has to persuade employees to work for him efficiently etc. There are several ways, ideas and examples discussed in our class, by which we can be more persuasive as communicators.

One of the most important things to be more persuasive communicator is to know your audience properly. If we don't know our audience (receiver), then we can't be much persuasive in their context. In effective persuasive communication, the communicator addresses the needs, desires, values etc of the audience so that they can relate to them more, thus resulting in better communication. The audiences respond better when they can relate in some way or other like same age, same socio-economic status, same occupation or background etc. For example, one skin fairness cream advertisement shown in class, they are targeting the Indian audience, and are easily able to persuade them as they know that most of the Indians have darker skin tones, and many people want lighter skin, though their cream doesn't work, but by knowing their customers and their weaknesses, an effective advertisement, can persuade the customers to buy the cream. Other one is, take example of Politicians, In India, the political parties are targeting voters, based on their religion and castes, and getting landslide victories by this. Since, the politicians know information about their voters, they can be more persuasive communicator, relating to them in some way (religion / caste in this context), and getting voters to vote them.

One more way to be more persuasive is by using body language, as verbally, we can persuade others and express ourselves, only to a certain limit. But this can be extended by our body language, like crossing our arms reflects that we are angry/hostile, if we flounder or fidget again and again during speaking, it reflects that we are weak/uncertain. If we are not able to make eye contact properly, it means we are lying/hiding something. So, this means that improving our body language can make us more persuasive communicator. For example, by seeing and observing many presentations in the class, some people were not switching on their cameras during their presentation, their topic and content was good, but they were not as much persuasive as they can be, it felt like they were merely reading lines, but one group really caught my attention, they all switched on their cameras, presented by using hand gestures, a

little bit of acting as well, were much more persuasive, it grabbed my attention and I was attentive throughout the presentation, as they were very persuasive communicators.

Last but not the least, we need to provide context to be a more persuasive communicator. It was rightly said, "Content might be king, but context closes deals". Ideas need context to be relevant. To be more persuasive we need context and better knowledge to support our ideas. If we have some belief or idea, we need to be prepared, to get others to validate our ideas. We can do this, by providing context, that makes them more credible and we should be able to make examples to persuade others to believe us. For example, once I said some idea in the class discussions, but I was not very persuasive, thus no one was supporting it, but when my friend understood the idea, and validated it with better context, good examples, people were easily supporting him, as he was a very persuasive communicator by providing better context.

3. Empathy is the ability of a person to understand another person's feelings and motives. In fullest sense it implies putting yourself into another person's shoes or getting into their skin to understand their point of view. The Importance of Empathy can be shown by various examples and points. Importance of empathy can be seen in almost every aspect of daily life, be it friendships, romantic relations, work place relations, or understanding people with diverse background. Each and every one of these aspects prospers a lot when people participating in it are empathetic.

The very first thing to be empathetic is to feel others to the fullest, explore the power of imagination by sharing their feelings to your own soul. A friendship, a romantic or any other kind of relationship lacking empathy and understanding each other will soon degrade. When one person only thinks of his own interests the other side is guaranteed to suffer. No two people in relation think exactly alike, both are going to have different experiences. Everyone on a relationship brings their own experiences, struggles and life ideas. Without taking the time to understand each other's perspective one may feel unloved and uncared for.

For large numbers of us, in our work place will be a position of cooperation. A spot like that expects us to be sympathetic to our kindred colleagues and associates regardless of whether we work on same venture. Communicating sympathy to everybody around makes individuals less inclined to fall into conflicts and in any event, whenever one happens more possibilities of it are being tackled calmly absent a lot of effect on productivity. For instance, in work place relations administrators and supervisors lacking compassion are bound to open their representatives to more extreme and impeding states of work. They are bound to be furious and, in some cases, oppressive to their representatives. For most it is a lot easier to recognize themselves with individuals who are in "our gathering", but in work place or when chipping away at projects we regularly experience individuals who have foundations, social and strict not quite the same as our own. In these situations, having the compassion to take the time and comprehend others' perspective and challenge one's own pre - considered thought rather helps much in framing an aware and agreeable work culture for everybody around. This for the most part assists individuals with expanding their companionship circles as they observe they share more for all intents and purpose than they suspected.

Listening to people with views completely anti to ours is also something people have to face more often than not. These reviews can't every-time be ignored as they are times meant to constructive feedback. However, to listen and understand these anti thoughts one needs empathy to keep our thoughts and ego aside listen and understand what other people have to say and then incorporate changes accordingly.

We can teach ourselves to be better at empathy, by using some basic points. First one being understanding ourselves, because if we want to empathise with others, we have to understand our feelings first. Thus, we have to learn to empathise with ourselves and accepting our emotions. Secondly, empathising with others, understanding their needs, how they are thinking and feeling etc. By practising and thoughtfulness, we can learn to empathise with others. Lastly, the nonverbal empathy, as if we understand a person, know how they are thinking and feeling, but nonverbal empathy deserves special attention, as this is toughest part to show empathy.

For improving communication with Empathy, few remarks of indulging empathy can make communication more fruitful and easy. As communication has been a two-way lane. Organizing thoughts and presenting them in an order easy for people to understand our motives and expectations makes it clear for the listener. At the same time listening to others to understand how our message has been received are key steps on improving the messaging phase. Using words that paint pictures into listener's mind makes it easier for listener to remain engaged into the communication part. Recognising other's needs and then using words which paint a picture of their demands being fulfilled makes listeners more agreeable.

PART B

1. Just before India's Independence, at 12 PM on August 14, 1947, Jawaharlal Nehru conveyed the "Tryst with Destiny" address before the Indian Constituent Assembly in the parliament. He was additionally, unmistakably, India's first Prime Minister. Tryst with Destiny is viewed as perhaps one of the best speeches of the 20th century, mirroring the Indian freedom battle against the British domain. His Speech underlines the qualities and beliefs where India has consistently accepted. He imagined a serene India flooded with flourishing, and trusted that main solidarity, power, and boldness could help the nation in accomplishing its objectives. The inspiration driving the India opportunity battle was from the main Indian independence war revolt of 1857. Many had lost their lives for the enlivening of the soul of Independent India. Aside from that, the peacefulness approach by Mahatma Gandhi energized the Indians for the free India.

He began his speech with expressions of assurance and trust. "We had a tryst with destiny a long time ago..." Throughout the battle for freedom, India has made critical penances. Nehru couldn't resist the opportunity to consider what India had lost, however he needed the remainder of the world to realize that the new India was confident, sympathy, and love for humankind. In addition, the financial possibilities also were a somewhat inspiration for us. This discourse was organized like low pitched to sharp where our decent head of the state declared freedom of our nation expressing the previous mistreatment done by Britishers during English Rule and afterward he went on high tone expressing that at this point we are free, what more should be possible to set up an incredible power. What are the difficulties ahead which we as a unified group of the nation need to survive? The major wellspring of validity or ethos in the speech is Nehru's own authority as Indian Prime Minister and his standing as a mindful and convincing political career. In current India, he stands taller than the others as a political pioneer and a representative individual. In his talk, this is the basic wellspring of moral allure. The speaker convinces the crowd that this is the beginning of another time for another country that has made its initial moves toward thriving and joy. The recognition

for Mahatma Gandhi, whom Nehru considered the torchbearer of India's opportunity battle, is one more significant wellspring of believability for the speech. The speech contains joy, idealism, torment, energy, anguish, and joy. It typifies each feeling related with India's battle for freedom. Nehru made the most of the chance to address an overall crowd and pass on his all the best wishes for the entire nation. The authority and relatability of the speech made people empathize with them and it persuaded the whole nation for decades to come, for a better and brighter future.