### BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

## MAY 20 1994 OCT 2:0 2003

### **COURSE OUTLINE**

COURS	E NAMEEFFECTIVE PUB	LIC SPEAKIN	IG	
COURS	E NUMBER MKTG 1323	DATEA	APRIL 1994	
Prepare	d by C.E. MARKETING DEPT.	Taught to	C.E.	
School_	Business	Program		
Date Pro	epared MARCH 1994	Option		
Term	ALL Hrs/Wk 3	Credi	ts3	
No. of V	Weeks Total	Hours	36	
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PREREC	DUISITES			
N	IONE			
COURS	E OBJECTIVES			
To enab	ole students to:			
1. G	Gain confidence in public speaking an	d in business	s and social situations	
2. D	Develop communication skills			
3. C	Organize an express ideas clearly			
4. · N	Maintain audience interest			
5. P	Prepare and present informative and persuasive speeches			
6. P	Practise effective presentation skills			

#### **EVALUATION**

Weekly Assignments	30	_%
Demonstration	15_	_%
Informative speech	30_	_%
Persuasive speech	25_	_%

#### **REQUIRED TEXT(S) AND MATERIALS**

NONE

#### REFERENCE TEXT(S) AND RECOMMENDED EQUIPMENT

Handout material will be provided and texts recommended for review

#### **COURSE SUMMARY**

The purpose of the course is to help students gain confidence in public speaking and provide them with skills for immediate practical application.

The study of basic speech construction principles will enable learners to arrange ideas and express themselves clearly and to the point.

The importance of audience rapport and speaker credibility will be emphasized.

Delivery techniques will focus on the impact of non-verbal communication and the use of visual aids.

In addition to instructor evaluation of presentations, students will provide constructive feedback for each other.

Emphasis will be placed on allowing frequent opportunities for speaking, whether prepared or impromptu.

Since public speaking skills are acquired through maximum participation as speaker and as listener, students will be expected to attend at least 75% of classes and complete all assignments.

# COURSE OUTLINE - MKTG 1323 (continued)

WEEK LECTURE OR LAB NUMBER	MATERIAL COVERED
1	<ul> <li>Introduction to course</li> <li>Course format</li> <li>Objectives</li> <li>Basis of student evaluation</li> <li>Selecting a topic</li> <li>Overcoming stagefright</li> </ul>
2	<ul> <li>Speech preparation</li> <li>Arousing audience interest</li> <li>Getting to the point</li> <li>Establishing credibility</li> <li>Student assignments</li> </ul>
. 3	<ul> <li>Audio-visual presentations</li> <li>Evaluation</li> <li>Speech analysis</li> <li>Increasing vocal flexibility</li> </ul>
4	<ul> <li>Speech preparation</li> <li>Gathering material</li> <li>Arranging ideas</li> <li>Preparing notes</li> <li>Student assignments</li> </ul>
5	<ul><li>Non-verbal communication</li><li>Gesture</li><li>Visual aids</li><li>Student assignments</li></ul>
6	- The impromptu speech - Informative and persuasive speaking - Student assignments

## COURSE OUTLINE - MKTG 1323 (continued)

WEEK LECTURE OR LAB NUMBER	MATERIAL COVERED
7	- Mid-term review - Audio-visual presentations - Evaluation
8	- Student presentations - Evaluation
9	- Student presentations - Evaluation
10	- Student presentations - Evaluation
11	- Student presentations - Evaluation
12	- Student presentations - Evaluation - Review of course and objectives