

Persuasive Communication

On-Line Course (Fall 2016)

CRN 1778 – CMM 308-104

Instructor: Dr. Barbara J. Tarter (tarterb@marshall.edu)

Main Office: Smith Hall 257 (304) 696-6786

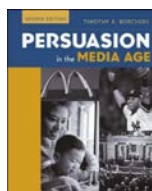
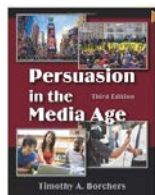
Personal Office: Smith Hall 271 Phone: (304) 696-2700

Office Hours**

	Monday	Tuesday	Wednesday	Thursday
12:00-1:00			Office Hours 12:00-1:00 (May have faculty meeting or Huntington City Mission Meeting)	
1:00-2:00	Office Hours 1:00-2:00	Office Hours 1:00-2:00	Office Hours 1:00-2:00	
2:00-3:00	Persuasion 2:00-3:15 (Smith 261)	First Year Seminar 2:00-3:15 (Smith 263)	Persuasion 2:00-3:15 (Smith 261)	First Year Seminar 2:00-3:15 (Smith 263)
3:00-4:00	Office Hours 3:15-4:45	Office Hours 3:15-4:15	Office Hours 3:15-4:15	Office Hours 3:15-5:15
4:00-5:00				
6:00-6:30	Office Hours 6:00-6:30			
6:30-7:00	Grant-Writing CMM 677 6:30-9:00 Smith (261)	Tutoring – Tri-State Literacy		
7:00-8:00				
8:00-9:00				

**If the current office hours do not meet your needs, please let me know and additional times can be made available.

Course Description: Introduction to the understanding, practice and analysis of persuasion. Behavioral and rhetorical theories of persuasion will be examined and applied to contemporary persuasive communications. (PR: CMM 103, 104H, 207, 305 or YGS 161) (3 credit hours)



Textbook:

Not

Not

Please note that these textbooks are very different from each other; the third edition seems to be a total rewrite of earlier versions. **ALSO, please note,** you **CANNOT** pass the course without purchasing the textbook, as much of the exam material is taken from the book.

Borchers, T.A. (2013) *Persuasion in the Media Age*, **3rd edition**. Illinois: Waveland Press, Inc. ISBN-10: 157766826X | ISBN-13: 978-1577668268



Other materials needed for the course include:

Access or purchase of the movie *Wag the Dog* starring Dustin Hoffman, Willie Nelson, Woody Harrelson, and Robert De Niro (1998)—the video can be purchased from Wal-Mart for around \$5.00 - \$7.00.

The Textbooks may be ordered online at the Marshall University Bookstore
http://www.marshall.edu/msc/MU_Bookstore/mu_bookstore.html

Objectives/Expectations:

Number of hours per week required to successfully complete the course.

Online: 3-4 hours per week

Offline: 4-6 hours per week

Computer Requirements:

Requirements for a MUOnline course, Hardware/Software Check, and Plugins may be found at
http://www.marshall.edu/muonline/computer_requirements.asp

Service Desk – for assistance needs

<http://www.marshall.edu/ucs/cs/helpdesk/>

FAQ – Frequently Asked Questions

<http://www.marshall.edu/muonline/technicalfaq.asp>

COURSE OBJECTIVES

Degree Profile Outcomes

1. Knowledge: Specialized Knowledge
2. Knowledge: Broad Integrative Knowledge
3. Intellectual Skills: Analytic Inquiry
4. Intellectual Skills: Use of information resources
5. Intellectual Skills: Engaging diverse perspectives
6. Intellectual Skills: Quantitative fluency
7. Intellectual Skills: Communication fluency
8. Applied Learning
9. Civic Learning

Program Student Learning Outcomes

1. Understand the basic concepts associated with the primary theories of communication.
2. Write a clear, concise, and reasoned paper on topics dealing with the concepts of communication.
3. Understand the research literature underlying the discipline of communication.
4. Demonstrate speaking competencies by composing a message and providing ideas and information suitable to the theory and audience.
5. Basic understanding of the nature of scientific inquiry, as applied to human behavior.
6. Familiarity with the four research methods commonly used to study human communication behaviors.
7. Greater skill in analytical thinking and writing.

8. Demonstrate “sense-making,” the ability to apply knowledge to lived experience.

Relationships among Course, Program, and Degree Profile Outcomes

Course Outcomes Students will . . .	How Accomplished in this Course	How Evaluated in this Course	Program Outcomes	Degree Profile Outcomes
Explore the effect of different communication mediums on persuasion.	<i>Textbook; Discussion Questions; PowerPoints</i>	<i>UNIT Exams; Artifact Analysis; Solar Flare Paper</i>	1,3,7	2, 3,8
Analyze the effect of the media and other persuasive forms on our thoughts, attitudes, beliefs and values.	<i>Textbook; Discussion Questions; PowerPoints; Draft Resume/Cover Letter</i>	<i>UNIT Exams; Solar Flare Paper, Resume/Cover Letter Development</i>	1,3,5,7,8	1,2,3,4,5,8
Increase the ability to critically examine persuasive messages.	<i>Textbook; Discussion Questions; PowerPoints</i>	<i>UNIT Exams; Artifact Analysis; Discussion Questions</i>	1,2,3,4,5,7,8	1,2,3,4,5,7,8,9
Explore the ethical and unethical use of persuasion.	<i>Textbook; Discussion Questions; PowerPoints</i>	<i>UNIT Exams; Discussion Questions</i>	1,2,3,4,5,7,8	2,3,4,5,6,9
Examine the use of language, visual images and other strategies of persuasion as they affect our perceptions	<i>Textbook; Discussion Questions; PowerPoints</i>	<i>UNIT Exams; Artifact Analysis; Resume/Cover Letter Development; Discussion Questions</i>	1,2,3,4,5,7,8	1,2,3,4,5,7,8,9
Demonstrate an appropriate understanding of the impact of different motivational appeals on specific audiences.	<i>Textbook; Discussion Questions; PowerPoints; Draft Resume/Cover Letters</i>	<i>UNIT Exams; VALS Assignment; Resume/Cover Letter Development</i>	1,2,3,4,5,6,7,8	1,2,3,4,5,7,8,9
Accurately apply persuasive theories to specific artifacts.	<i>Textbook; Discussion Questions; PowerPoints</i>	<i>UNIT Exams; Artifact Analysis</i>	1,3,4,5,6,7	1,2,3,4,5,7,8
Recognize the impact of persuasive messages on our perceptions of the culture, government, ethics, beauty, and other elements of everyday life.	<i>Textbook; Discussion Questions; PowerPoints</i>	<i>UNIT Exams; Discussion Questions</i>	1,2,3,4,5,7	1,2,3,4,5,7,8

CLASS ASSIGNMENTS

DUE DATES: Assignments may be completed in advance of the due date, but the assignments **will not** be accepted after the due date. All assignments should be submitted through Blackboard. Please keep up with the semester, as it will go very fast. Late assignments will simply receive a grade of “0”. If you believe that you have received a grade in error, please contact the professor immediately.

ASSIGNMENT SUBMISSION: It is a good college practice to always keep copies of your work, both before and after grading, as assignments often get lost in cyberspace. Always include your name on the actual assignment before submitting it to Blackboard.

Please note that to simplify things, all due dates will fall on a Monday, except discussion questions.

STUDENTS with DISABILITIES: Marshall University is committed to equal opportunity in education for all students, including those with physical, learning and psychological disabilities. University policy states that it is the responsibility of students with disabilities to contact the Office of Disabled Student Services (DSS) in Prichard Hall 117, phone 304 696-2271 to provide documentation of their disability. For more information, please visit <http://www.marshall.edu/disabled> or contact Disabled Student Services Office at Prichard Hall 11, phone 304-696-2271.

ACADEMIC DISHONESTY

Plagiarism: Copying another's work without proper citation of the source constitutes plagiarism. Plagiarism in any form will not be tolerated. A student that is found plagiarizing another's work will automatically receive an "F" in the course and may be subject to further university discipline.

Cheating: According to university policy, cheating is defined as the use of any unauthorized materials during an academic exercise to include notes, study aids etc. Cheating also includes the viewing of another person's work or securing any part of an assignment or examination in advance of distribution by the instructor. Cheating will not be tolerated in this class and will result in an automatic "F" for the class and the possible recommendation of suspension or expulsion from the university.

Please note that cheating also includes using someone else's notes to answer test questions, either from past classes, instructor responses to previous exams, or notes from current students enrolled in the class.

OTHER UNIVERSITY POLICIES

By enrolling in this course, you agree to the University Policies listed below. Please read the full text of each policy at http://www.marshall.edu/academic-affairs/?page_id=802

Students with Disabilities | Affirmative Action | Computing Services Acceptable Use | Dead Week | Excused Absences (undergraduate) | Academic Dishonesty | Inclement Weather | MU Alert | Academic Dismissal | Academic Forgiveness | Academic Probation and Suspension | Academic Rights and Responsibilities of Students | Sexual Harassment

COURSE STRUCTURE

The course is broken into three separate Units. Each unit is followed by a Unit exam. Each Unit also includes **at least one** graded assignment. Ungraded assignments are also included in UNIT 1 and 3. These will be necessary to successfully complete the UNIT exams, but are not graded or turned into Blackboard. In addition, discussion questions will be periodically posted to provide opportunities for bonus points added to the next scheduled Unit exam. Unfortunately, it is often easy to stop logging in on a regular basis and these bonus points are to encourage those that make that effort. Each discussion question will be worth 0-3 points toward the next scheduled Unit exam. Keep in mind that students can score no higher than a 100% on any UNIT exam, including any bonus points.

DUE DATES: The assignments are **due by midnight** of the scheduled due date. Students may choose to move along more quickly in the course and submit assignments and Unit exams prior to the due dates, but they cannot move to the next unit until the Unit exam and assignments for that Unit have been completed, or the due date has passed. Any assignments not posted by the due date, will receive a "0" for the assignment and students can move on to the next Unit. To simplify the schedule, I have made all due dates on Monday evenings.

Please note that I continually update material so there may be additional material provided or slight changes made to current on-line material prior to each of the Unit exams. Announcements or e-mails will be used to alert you to any significant changes in material. Since many of the PowerPoints include active links, it is also possible that they are removed from the internet at any time. Should you be unable to access material from any of the slides due to disappearing links, please let the professor know immediately and an attempt will be made to replace the link with similar material.

UNIT 1: This set of files looks at concepts of persuasion in the media age. Persuasion has taken on a very different meaning with the advent of increased technology and our constant connection to others. The question becomes, has technology increased or decreased our ability to truly communicate with others? Assignment 1 addresses this question by asking you to consider the effect of the absence of technology on our society, should a catastrophic event such as a solar flare occur.

The Solar Flare paper gives you a chance to visualize the importance of technology in our relationships, the quality of our lives, and in our overall personal wellness. Consider if technology has helped or hurt our relationships with our friends and family. How would your life be different without it?

Assignment 2 is an ungraded assignment that will need to be completed before the UNIT I exam. **You do not need to submit this assignment** but you should complete it prior to taking the first UNIT Exam.

Readings	TOPIC	On-Line Resources	Due Date	% of Grade
Chapter One - Borchers	Persuasion in Contemporary Society	Persuasion in the Media Age		
	The Loss of Technology	An Electronic Disaster		
		Sony Hacking		
		Shield Act		
		Emergency Power Outage		
		National Geographic Solar Flare		
		NASA Solar Flares		
Chapter Two - Borchers	Persuasive Theories	Persuasive Theories - Chapter Two - Part I		
	What's in a Theory (Rhetorical Theories)	Aristotle Rhetoric Book 1		
	Applying Theory to Real Life (The Audience Oriented Theories)	Persuasive Theories - Chapter Two - Part II		
		Cognitive Dissonance Theory		
	Does the Media Really Determine Our Thoughts and Beliefs (Media Theories and Semiotics)	Persuasive Theories - Chapter Two - Part III		
		Uses and Gratification Theory		
Cultivation Theory and Semiotics – You decide...	Persuasive Theories - Chapter Two - Part IV			
	Media Theories Continued			
Chapter Three - Borchers	Ethics in our Current Society	Persuasion and Ethics		
		Privacy in Peril		
		Perspectives on Ethics - Johannesen		
Chapter Four - Borchers	The Media's Impact on Persuasion	Persuasion 4 Part 1		
		Persuasion 4 Part II		
		AP Coverage of		

		Beheading		
Chapter Five - Borchers	The Audience and Attitudes	The Impact of Attitudes – Chapter Five		
	The Media's Impact on Attitudes	The Media's Impact on Attitudes Toward Same-Sex Marriage		
		The Marriage Defense Act		
	Persuasion and Advertisements	Persuasive Advertisements		
Assignment 1	Solar Flare Paper		September 12, 2016	10%
Assignment 2	VALS Test		Ungraded	
UNIT 1 EXAM			September 26, 2016	20%

UNIT 2: This set of files looks specifically at the elements of the persuasive process. How does the media use images, language, reasoning, etc. to persuade us? Are we aware of how much subtle persuasion occurs?

The files discussing the individual theories in Unit 1 will be instrumental in completing the Persuasive Artifact assignment.

Readings	TOPIC	On-Line Resources	Due Date	% of Grade
Chapter Six - Borchers	The Impact of Images	Persuasive Visual Images		
		Sample Advertisements		
		Top Ad Icons		
		Persuasion and Society Cartoons		
Chapter Seven - Borchers	The Effective Use of Language	Language and Persuasion		
		Politics and Language		
		Answers to Politics and Language		
		An Inconvenient Truth		
Chapter Ten - Borchers	Using Reasoning to Increase Persuasiveness	Reasoning and the Persuasive Process		
		Taking ADvantage		
		Casey Anthony		
Chapter Nine - Borchers	The Source and Image Management	Persuasion – The Source		
Chapter Eleven - Borchers	Effectively Using Motivational Appeals	Persuasive Motivational Appeals		
Assignment 3	Persuasive Artifact Assignment		October 10, 2016	15%
UNIT 2 EXAM			October 24, 2016	20%

UNIT 3: The final unit looks specifically at the application of persuasion to a number of different situations, to include campaigns, propoganda, advertising, and interpersonal persuasion. The culture as it affects persuasion

is also analyzed as it plays a very significant role. You do not have to submit Assignments 46, but these should be completed before attempting to take the third Unit exam. Assignment 7 is optional and allows you to submit your resume packet for comments prior to its final grade.

The final assignment in the course, prior to the third unit exam, is a chance for you to explore persuasion as part of the interview and resume writing process. Students are asked to prepare a functional resume using the format provided through the on-line resources. Although a draft is suggested, it is not required. All drafts must be turned in no later than November 2, 2015, to provide ample time for the professor's review and to return them to students for final changes.

Readings & Video	TOPIC	On-Line Resources	Due Date	% of Grade
Chapter Eight - Borchers	The Impact of Culture on the Persuasive Process	Persuasion and Culture		
		Pop Culture Quiz 2012		
		Answers to Pop Culture Quiz 2012		
		Pop Culture Quiz 2013		
		Answers to Pop Culture Quiz 2013		
Chapter Twelve - Borchers	Persuasive Campaigns and Movements	Persuasion – Wag the Dog		
	A Look at Propaganda	Propaganda		
Wag the Dog video		Propaganda Strategy		
		Propaganda Strategy Template		
Chapter Thirteen - Borchers	A Closer Look at Advertising	Persuasion and Advertising Part I		
		Persuasion and Advertising Part II		
		Brands and Branding		
		Fallacies in Advertising		
Chapter Fourteen - Borchers	Interpersonal Persuasion	Resumes and Cover Letters		
	Interviewing and Resume Writing	Resume Action Words		
Chapter Fifteen - Borchers	Creating Persuasive Presentations	Best of the Best Resumes		
		Sample Resumes		
Assignment 4	Pop Culture Quizzes		Ungraded	---
Assignment 5	Watch the Movie "Wag the Dog"		Ungraded	---
Assignment 6	Comparison of American and German Propaganda		Ungraded	---
Assignment 7	OPTIONAL Job Description, Functional Resume and Cover Letter Draft		November 14, 2016	---
Assignment 8	Final Job Description, Functional Resume and Cover Letter		November 28, 2016	15%
UNIT 3 EXAM			December 5, 2016	20%

COURSE REQUIREMENTS

SOLAR FLARE - Could You Survive? - The purpose of this assignment is to consider how your life might be different in the event of a Solar Flare that wiped out all technology. The assignment should make use of what you have learned from the PowerPoint slides provided about the effects of a solar flare on society. Please consult a minimum of eight (**8**) outside sources and include them in your paper. Consider using sources that have reflected the responses of other catastrophes, rather than sources that simply define a solar flare. Please cite your sources in the paper and in the list of references using either APA or MLA style guides. More information on these citation styles is available on the library home page and at Purdue Owl (<https://owl.english.purdue.edu/>) Please note that the Purdue Owl is an invaluable resource to provide grammatical, spelling, and format information for all research projects.

In a **6-7 page** double-spaced paper, please consider how communication would change without current technology. How would your life be different? How would communication change between family and friends? What would be the positive and negatives of the absence of technology in your communication? Finally, how would persuasion change in a society that had no technology? Would this be positive or negative?

Keep in mind that the primary focus of the paper should be on communication, relationships and persuasion; not on what specifically happens with a solar flare.

The assignment must be submitted electronically **NO LATER THAN September 12, 2016**, and is worth **10%** of your final grade.

Persuasive Artifacts – The purpose of this assignment is to determine the prevalence of persuasive communication theory in the variety of artifacts that we encounter every day. Students should attempt to find artifacts that specifically illustrate the noted theories. The theory should be briefly explained in “laymen’s terms”, the artifact offered, and then a connection made between the theory and the artifact chosen. Artifacts may include any type of persuasive message to include such things as billboards, newspaper stories, public speeches, magazine advertisements, pop-up advertisements, television commercials, etc. Students should provide as much information as possible for each artifact; non-print artifacts **must** be described in detail. Images of print documents should be provided whenever possible. Keep in mind that the explanation for each theory should not be a textbook definition but rather, stated in your own words. Additional requirements for this assignment can be found on Blackboard. A suggested chart is also provided for your convenience.

This assignment will be graded based on the following criteria:

1) clear understanding of the specific theory, 2) appropriate choice of an artifact to represent the theory, 3) strong rationale for connecting the theory to the artifact chosen, 4) correct identification of medium (oral, print, electronic or new media), 5) a variety of artifacts chosen so that all of the examples are not primarily found in one medium, and 6) a lack of typographical and grammatical errors. Please submit the assignment electronically to Blackboard **NO LATER THAN October 10, 2016**.

Cover Letter/Resume: This assignment is to give you the background for developing an effective resume and cover letter. Specifically, the resume and cover letter should reflect the specific audience, enhance your image management, utilize motivational arguments that would persuade your target audience, and integrate logical reasoning where appropriate. Please follow the instructions provided within the Power Points for maximum success. Please submit the final assignment to Blackboard **NO LATER THAN November 14, 2016**. If you choose to submit a draft resume and cover letter, please submit these **NO LATER THAN November 28, 2016**.

Discussion Links: Periodically, discussion questions will be placed on Blackboard for your consideration. It is important to note that these questions will only be posted for a few days and are to encourage you to continue to check Blackboard on a regular basis. Should you decide to participate in a discussion link, please respond to those students that have already answered the question, rather than just answering the original question.

Students can gain up to 3 points toward the next UNIT exam for each discussion question. However, should students do very well on the exam and answer all of the discussion questions effectively; they can only receive a total score of 100% for each UNIT exam.

UNIT Exams: Exams will consist of ten randomly chosen essay questions that cover material from the on-line resources, the textbook, assignments, and discussion questions. At the end of each PowerPoint, you will find a list of potential exam questions. If you answer these prior to taking the exam, you need only cut and paste your answers into the exam, once you are ready to take it. Please note that the questions require not just listing a theory or idea, but successfully applying persuasive concepts to a variety of issues.

Please allow the appropriate time to take the exams, as you will only have an hour and a half to complete each one; since the exam is a timed test, you should immediately log back in if you get mistakenly logged out.

The UNIT Exams must be submitted electronically **NO LATER THAN** the following the specified dates. (**UNIT 1- September 26, 2016; UNIT 2 –October 24, 2016; UNIT 3 –December 5, 2016**)

Please note that if for some reason your computer should shut down during a unit exam, you need to immediately log back in and continue completing the exam.

In the past, students have had problems logging back in due to the ability to extend the test time. The system will only allow the instructor to EITHER set a specified test time and allow relog-ins, or allow students the opportunity to take more time for the Unit test, but not be able to relog-in should they become disconnected. Given past technology problems, the test time will be set so that students that become logged off may log back in and finish the test.

Date Due	Graded Assignments	Percent of Grade
September 12, 2016	Solar Flare Paper	10%
September 26, 2016	UNIT Exam I	20%
October 10, 2016	Persuasive Artifact Assignment	15%
October 24, 2016	UNIT Exam II	20%
November 14, 2016	Optional Draft Resume, Cover Letter, Job Description	No Grade
November 28, 2016	Final Resume, Cover Letter, Job Description	15%
December 5, 2016	UNIT Exam III	20%
TOTAL		100%

SHOULD YOU EVER HAVE ANY QUESTIONS, PLEASE DO NOT HESITATE TO CONTACT ME!