

LC-1115 Persuasive Communication (o,w) (3 ECTS), Group H06, Spring 2019

Course Dates & Venue (intensive: 4x45min & 4x45min/week)

25.02. – 03.04.2019, Mondays 09:00-12:15 U250a and Wednesdays 09:00-12:15 U250a

Teacher

Laura Humphries, laura.humphries@aalto.fi

Learning Outcomes

Upon completion of this course, students will be able to:

- Present, challenge and defend a position on controversial topics from the fields of science and/or technology, including architectural sciences
- Organize arguments clearly, cohesively and concisely in speaking and in writing
- Collaborate in team projects

Content

Through individual, pair and team work, students gain knowledge in persuasive argumentation. They participate in project and individual work, including informal discussions and formal debates on controversial issues, while using effective argumentation and justifying their points of view. Students practise structuring speeches, arguments and counterarguments both in speaking and in writing as well as apply different types of reasoning behind argumentation. Students analyse speeches and sample texts to identify strengths and weaknesses. During the course, students receive constructive feedback on their written and spoken argumentation skills, give feedback to others, and reflect on their own performance.

Workload

81 hours: Small group instruction 24-36 h + independent work 45-57 h

Assessment Methods and Criteria

Team presentation:	5 pts (o)
Rehearsal	5 pts (o) (videoed)
Elevator Pitch final	15 pts (o) (videoed)
Debate:	25 pts (o) (videoed)
Peer review (EP rehearsal & FP)	5 + 5 = 10 pts (o)
Funding Proposal text:	20 pts (w)
Outline for debate:	5 pts (w)
Self-evaluation:	15 pts (w) (Team Presentation, Elevator Pitch and Debate)
Grading scale	0-5

Study Materials

Provided by the teacher in-class or online in MyCourses/emailed for students to print out themselves before class

CEFR Level & prerequisites

B2 or higher. This course is for second-year and older students who have **already gained some knowledge in their particular field of study.**

Language of instruction

English

Further Information

This 3 ECTS course fulfils the university regulations on foreign language studies for oral and written skills. Participants must attend a **minimum of 80%** of the class sessions (failure to do so will result in an automatic fail). If there is any doubt about fulfilling this attendance, please consult <https://into.aalto.fi/display/filc/Englanti> for other available course options, such as fully online or partially online courses.