

Name: _____

Date: _____

Persuasive Speaking

E D E Q J I E C N E I D U A L A R T U E N U O C
X E Y V L W H F A V O R A B L E A U D I E N C E
P D T E I Y C B Q L A E P P A L A N O I T O M E
E U I C C D D Q W Z L A K Q U M B S E J Y Z B C
R C L N O T E A H Y M S Z U A D D H E K M Z D J
T T I E M I D N I W I O G E S I N C E R I T Y V
O I B I P E Y N C K Y N P S Q V D K Y K Z T V R
P V I D E Q N Z E E S T H T H J R H Q P Y E D G
I E D U T F A K Q U E S T I O N O F B E L I E F
N A E A E F M G F X V V R O O Y Q B S R R H T J
I P R E N U I O T B L I R N A R G T S H V C G B
O P C L C W S U S L A I N O M I T S E T A V A E
N R H I E F M A R K I T A F L U J Q L F M R V C
D O H T E M S N O S A E R F O T N E M E T A T S
B A I S D R A D N A T S L A C I H T E P H H P W
N C A O C A P A T H E T I C A U D I E N C E M R
Q H H H D O H T E M E V I T A G E N X K O V C P
F F M N C U H N O I T A L U P I N A M F K E G L
U Z R N G Q P Q U E S T I O N O F P O L I C Y K
A J I N D U C T I V E A P P R O A C H K W G H Q
T D O N G L O G I C A L R E A S O N I N G M H N
Y Y D O H T E M N O I T U L O S M E L B O R P B
G M O N R O E M O T I V A T E D S E Q U E N C E
W H C E E P S E V I S A U S R E P G I F L V Y G

statement-of-reasons method
question of policy
favorable audience
persuasive speech
question of fact
emotional appeal
testimonials
competence
dynamism

Monroe motivated sequence
question of belief
deductive approach
logical reasoning
neutral audience
negative method
manipulation
sincerity
reason

problem-solution method
inductive approach
apathetic audience
ethical standards
hostile audience
expert opinion
credibility
evidence
fact