**1.01B-Defend Your Ideas - You will be working in small groups, but will need individual input.**

Directions: After reading the articles “Selling Your Ideas by Jim Dawson “<http://www.myarticlearchive.com/articles/6/157.htm> and “How to Defend Your Ideas without Becoming Defensive” <http://www.2achieveyourgoals.com/how-to-defend-your-idea-without-getting-defensive/>, students are to work on developing a brief 2-3 minute oral presentation designed to sell an idea or opinion (original or existing). Students may use visual aids if desired.

Each observer/audience member will complete the following survey for only one speaker and must make comments in the comments section.

When finished, write notes in preparation to discuss how to defend ideas objectively through effective communication with the class. Include the skills needed to prevent conflicts as well as promote buy-in to ideas. Your presentation should include examples from student’s personal experiences.

Speaker’s Name\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Topic:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

PRESENTATION YES NO

 \_\_\_ \_\_\_ The speaker seems to be interested in the topic she or he is discussing.

 \_\_\_ \_\_\_ The speaker speaks clearly in an appropriate tone.

\_\_\_ \_\_\_ The speaker seems to consider the audience members and relates to them.

\_\_\_ \_\_\_ The speaker’s non-verbal communications are appropriate Comments: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

DEFENDED IDEA OBJECTIVELY YES NO

\_\_\_ \_\_\_ 1. The speaker defined the opportunity/problem

\_\_\_ \_\_\_ 2. The speaker anticipated oppositions and was prepared to answer audience questions

\_\_\_ \_\_\_ 3. The speaker thanked the critics/accepted the criticism

\_\_\_ \_\_\_ 4. The speaker sold the idea/closed the deal

Comments: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

BF10 Principles of Business and Finance Summer 2016 18