

Persuasion study guide

Persuasion- an attempt to get a person to behave in a manner, or embrace a point of view related to values, attitudes, and beliefs, that he or she would not have done otherwise

Why is persuasion important?

1. The number of persuasive communication has grown a lot
 2. Persuasive messages travel quickly through different mediums
 3. Persuasion has become institutionalized
 4. Persuasive communication has become more subtle
 5. Persuasive communication is complex
- Persuasive public speaking can involve changing a person's attitude, value and beliefs

Attitude- an individual's general predisposition toward something as being good or bad, right or wrong, or negative or positive

Value- an individual's perception of the usefulness, importance, or worth of something

Belief- propositions or positions that an individual holds as true or false without positive knowledge or proof

- Beliefs are divided into 2 categories, core beliefs and dispositional beliefs
 - **Core beliefs-** beliefs that people have actively engaged in and created over the course of their lives (ex: religion)
 - **Dispositional beliefs-** beliefs that people have not actively engaged in but rather judgments that they make, based on their knowledge of related subjects, when they encounter a proposition
- Getting a person to change their core beliefs is harder than getting a person to change their dispositional beliefs
- Another type of persuasive speaking involves changing a person's behavior

Why Persuasion matters

- Studying persuasion will make you better at persuading others
- When people understand persuasion they are better consumers of information, and vet things they are told

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