

**Clackamas Community College**  
Online Course/Outline Submission System

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**Section #1 General Course Information**

**Department:** Communication Studies

**Submitter**

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**Course Prefix and Number:** COMM - 112

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**# Credits:** 4

**Contact hours**

Lecture (# of hours): 44  
Lec/lab (# of hours):  
Lab (# of hours):  
Total course hours: 44

For each credit, the student will be expected to spend, on average, 3 hours per week in combination of in-class and out-of-class activity.

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**Course Title:** Persuasive Speaking

**Course Description:**

Study and practice of persuasive speaking, audience analysis, reasoning, and the basic theories of persuasion.

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**Type of Course:** Lower Division Collegiate

Is this class challengeable?

**No**

Can this course be repeated for credit in a degree?

**No**

Is general education certification being sought at this time?

**Yes**

**Check which General Education requirement:**

- Writing
- Oral Communication**
- Arts and Letters
- Science & Computer Science
- Mathematics
- Social Science
- Cultural Literacy

Is this course part of an AAS or related certificate of completion?

**No**

Are there prerequisites to this course?

**Yes**

**Pre-reqs:** Comm-111 or Student Petition

Have you consulted with the appropriate chair if the pre-req is in another program?

**No**

Are there corequisites to this course?

**No**

Are there any requirements or recommendations for students taken this course?

**No**

Are there similar courses existing in other programs or disciplines at CCC?

**No**

Will this class use library resources?

**No**

Is there any other potential impact on another department?

**No**

Does this course belong on the Related Instruction list?

**No**

**GRADING METHOD:**

A-F or Pass/No Pass

**Audit: Yes**

When do you plan to offer this course?

- Summer
- Fall
- Winter
- Spring**
- Not every term
- Not every year

Is this course equivalent to another?

If yes, they must have the same description and outcomes.

**No**

Will this course appear in the college catalog?

**Yes**

Will this course appear in the schedule?

**Yes**

**Student Learning Outcomes:**

Upon successful completion of this course, students should be able to:

1. demonstrate the ability to research, analyze, and reason from evidence to reach an effective conclusion or outcome; (SP1) (SP2) (SP3)
  2. build a relationship by constructing persuasive messages targeting a given audience based on demographics, values, beliefs, and attitudes;(SP2)(SP3)
  3. construct and manage persuasive arguments through rhetorical strategies, Aristotle's burdens proof, logical proofs, and common fallacies.(SP1) (SP2) (SP3)
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## COURSE OUTLINE MAPPING CHART

## Mark outcomes addressed by the course:

- Mark "C" if this course completely addresses the outcome. Students who successfully complete this course are likely to have attained this learning outcome.
- Mark "S" if this course substantially addresses the outcome. More than one course is required for the outcome to be completely addressed. Students who successfully complete all of the required courses are likely to have attained this learning outcome.
- Mark "P" if this course partially addresses the outcome. Students will have been exposed to the outcome as part of the class, but the class is not a primary means for attaining the outcome and assessment for general education purposes may not be necessary.

## As a result of completing the AAOT/ASOT general education requirements, students will be able to:

## WR: Writing Outcomes

1. Read actively, think critically, and write purposefully and capably for academic and, in some cases, professional audiences.
2. Locate, evaluate, and ethically utilize information to communicate effectively.
3. Demonstrate appropriate reasoning in response to complex issues.

## SP: Speech/Oral Communication Outcomes

- C** 1. Engage in ethical communication processes that accomplish goals.
- C** 2. Respond to the needs of diverse audiences and contexts.
- C** 3. Build and manage relationships.

## MA: Mathematics Outcomes:

1. Use appropriate mathematics to solve problems.
2. Recognize which mathematical concepts are applicable to a scenario, apply appropriate mathematics and technology in its analysis, and then accurately interpret, validate, and communicate the results.

## AL: Arts and Letters Outcomes

1. Interpret and engage in the Arts & Letters, making use of the creative process to enrich the quality of life.
- P** 2. Critically analyze values and ethics within range of human experience and expression to engage more fully in local and global issues.

## SS: Social Science Outcomes

1. Apply analytical skills to social phenomena in order to understand human behavior.
- P** 2. Apply knowledge and experience to foster personal growth and better appreciate the diverse social world in which we live.

## SC: Science or Computer Science Outcomes

1. Gather, comprehend, and communicate scientific and technical information in order to explore ideas, models, and solutions and generate further questions.
2. Apply scientific and technical modes of inquiry, individually, and collaboratively, to critically examine the influence of scientific and technical knowledge on human society and the environment.
3. Assess the strengths and weaknesses of scientific studies and critically examine the influence of scientific and technical knowledge on human society and the environment.

## Outcomes Assessment Strategies:

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> <b>General Examination</b>     | <input checked="" type="checkbox"/> <b>Projects</b>             |
| <input type="checkbox"/> Oral Examination                          | <input checked="" type="checkbox"/> <b>Writing Assignments</b>  |
| <input checked="" type="checkbox"/> <b>Presentations</b>           | <input type="checkbox"/> Industry Standards                     |
| <input checked="" type="checkbox"/> <b>Thesis/Research Project</b> | <input checked="" type="checkbox"/> <b>Multiple Choice Test</b> |
| <input checked="" type="checkbox"/> <b>Criteria</b>                | <input type="checkbox"/> Portfolios                             |
| <input checked="" type="checkbox"/> <b>Rubrics</b>                 | <input type="checkbox"/> Standardized Testing                   |
| <input type="checkbox"/> Journal Writing                           | <input type="checkbox"/> Checklist                              |
| <input checked="" type="checkbox"/> <b>Performances/Simulation</b> | <input checked="" type="checkbox"/> <b>Pre-Post Assessment</b>  |
| <input type="checkbox"/> Other Assessment Tools:                   |   |

## Major Topic Outline:

1. The communication process.
2. Listening.
3. Inductive reasoning.
4. Deductive reasoning.
5. Aristotle's burdens of proof (ethos, pathos, logos).
6. Attitudes.
7. Beliefs.
8. Values.
9. Persuasive organizational patterns
10. Fallacies of logic.
11. Logical proofs.
12. Research and use of credible library and/or internet sources.
13. Public speaking performance and practice.

Does the content of this class relate to job skills in any of the following areas:

- |                                      |    |
|--------------------------------------|----|
| 1. Increased energy efficiency       | No |
| 2. Produce renewable energy          | No |
| 3. Prevent environmental degradation | No |
| 4. Clean up natural environment      | No |
| 5. Supports green services           | No |

Percent of course: 0%

## Section #2 Course Transferability

Concern over students taking many courses that do not have a high transfer value has led to increasing attention to the transferability of LDC courses. The state currently requires us to certify that at least one OUS school will accept a new LDC course in transfer. Faculty should communicate with colleagues at one or more OUS schools to ascertain how the course will transfer by answering these questions.

1. Is there an equivalent lower division course at the University?
2. Will a department accept the course for its major or minor requirements?
3. Will the course be accepted as part of the University's distribution requirements?

If a course transfers as an elective only, it may still be accepted or approved as an LDC course, depending on the nature of the course, though it will likely not be eligible for Gen Ed status.

Which OUS schools will the course transfer to? (Check all that apply)

- |   |   |
|---|---|
| <input type="checkbox"/> EOU (Eastern Oregon University)                        | <input checked="" type="checkbox"/> <b>PSU (Portland State University)</b>  |
| <input checked="" type="checkbox"/> <b>OIT (Oregon Institute of Technology)</b> | <input checked="" type="checkbox"/> <b>SOU (Southern Oregon University)</b> |
| <input checked="" type="checkbox"/> <b>OSU (Oregon State University)</b>        | <input checked="" type="checkbox"/> <b>UO (University of Oregon)</b>        |
| <input checked="" type="checkbox"/> <b>OSU-Cascade</b>                          | <input type="checkbox"/> WOU (Western Oregon University)                    |

Identify comparable course(s) at OUS school(s)

**Comm-114 Persuasion and Argumentation--meets general ed requirements at OSU also required for communication majors. Comm-112 Persuasive speaking counts toward the communication major and minor at PSU. Counts as Arts and Letters group at U of O.**

How does it transfer? (Check all that apply)

- required or support for major**
- general education or distribution requirement**
- general elective**
- other (provide details):

Provide evidence of transferability: (minimum one, more preferred)

- Correspondence with receiving institution (mail, fax, email, etc.)
- Other. Please explain.**

Verified on colleges' website information about transferability.

First term to be offered:

**Specify term:** Spring 2018

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