SAULT COLLEGE OF APPLIED ARTS AND TECHNOLOGY SAULT STE. MARIE, ONTARIO



COURSE OUTLINE

COURSE TITLE: Ideas, Issues, and Persuasion

CODE NO.: ENG315-3 **SEMESTER:** Fall/Winter

PROGRAM: General Arts and Science

AUTHOR: Language and Communication Department

DATE: Jan.2017 **PREVIOUS OUTLINE DATED:** Jan. 2016

APPROVED: "Angelique Lemay" Aug/16

DEAN DATE

TOTAL CREDITS: 3

PREREQUISITE(S): CMM110-3

HOURS/WEEK: 2

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(705) 759-2554, Ext. 2737

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I. COURSE DESCRIPTION:

This course helps students to become effective communicators in society. It examines elements of critical thinking necessary for the successful exchange of information. Students will respond to positions presented in scenarios, case studies or current affairs that they are likely to encounter. They will be challenged to identify problems and generate solutions supported by logical arguments. Emphasis will be placed on independent learning skills needed to adapt to a changing environment and on persuasive communication of ideas in order to facilitate creative problem solving for a variety of life situations. In this course, the principles of writing are taught through the writing process.

II. LEARNING OUTCOMES AND ELEMENTS OF THE PERFORMANCE:

A. Learning Outcomes:

- 1. Express opinions as an informed student/citizen/worker through analysis of contemporary societal issues.
- Demonstrate strong investigative/research techniques, documentation, writing, editing, and proofreading skills required by life-long learners and prospective employers.
- 3. Recognize the elements of modern debate and its inherent bias and manipulation.
- 4. Show personal growth by demonstration of effective interpersonal communication.
- 5. Use critical and creative thinking skills to analyze problems, identify solutions, select the best options, and present logical persuasive arguments.
- 6. Meet/face a variety of contemporary life challenges through questioning strategies, constructive feedback techniques, and effective oral and written responses.

B. Learning Outcomes and Elements of the Performance:

Upon successful completion of this course, students will demonstrate the ability to:

1. Express opinions as an informed student/citizen/worker through analysis of contemporary societal issues.

Potential elements of the performance:

- Assess the validity of researched material
- Recognize bias in researched materials
- Order the material logically
- Express opinions assertively
- Define the issue
- Recognize the different sides of an issue

II. LEARNING OUTCOMES AND ELEMENTS OF THE PERFORMANCE (Continued):

2. Demonstrate strong investigative/research techniques, documentation, writing, editing, and proofreading skills required by life-long and prospective employers.

Potential elements of the performance:

- Determine the reliability of reading material
- Recognize bias
- Make logical inferences and draw conclusions
- Determine cause and effect
- Recognize the author's audience and purpose
- Write persuasive documents
- Use proofreading and editing techniques
- 3. Recognize the elements of modern debate and its inherent bias and manipulation.

Potential elements of the performance:

- Identify the elements of modern debate
- Write syllogisms
- Locate syllogistic reasoning in articles
- Use inductive/deductive reasoning to persuade an audience
- Produce arguments that employ effective persuasive techniques
- Examine the nature of persuasive language tone, style, uses
- 4. Show personal growth by demonstration of effective interpersonal communication.

Potential elements of the performance:

- Recognize barriers to effective communication and know how to minimize them
- Identify the characteristics of aggressive, passive, and assertive behaviour
- Anticipate audience response to a viewpoint by assessing their characteristics and interests
- Employ effective interpersonal communication strategies in collaborative work
- 5. Use critical and creative thinking skills to analyze problems, identify solutions, select the best options, and present logical persuasive arguments.

Potential elements of the performance:

- Identify the actual major and minor issues
- Identify bias and its role
- Demonstrate the strategies of creative thinking
- Formulate possible approaches to issues
- Prioritize approaches using a logical approach
- Respond persuasively to the audience by using the skills of effective argument
- Recognize fallacies in others' arguments
- Recognize connotative and denotative language and the importance of semantics
- Examine modern advertising's use of persuasive techniques
- Recognize different types of authority as sources of evidence

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II. LEARNING OUTCOMES AND ELEMENTS OF THE PERFORMANCE (Continued):

6. Meet/face a variety of contemporary life challenges through questioning strategies, constructive feedback techniques, and effective oral and written responses.

Potential elements of the performance:

- Discuss controversial or challenging current issues
- Use the strategies for effective and productive questioning
- Demonstrate the ability to give helpful feedback in written and oral formats
- Analyze persuasive writing for reliability, validity, soundness

III. TOPICS:

Note: These topics sometimes overlap several areas of skill development and are not necessarily intended to be explored in isolated learning units or in the order below.

- 1. Critical thinking for informed citizenship
- 2. Exploring reasoning through contemporary issues
- 3. Foundations of persuasion
- 4. Ethical considerations in persuasive argument
- 5. Elements of interpersonal communication in collaborative work
- 6. The elements and value of making powerful presentations

III. REQUIRED RESOURCES / TEXTS / MATERIALS:

There is not textbook required for this course. The professor will provide any handouts needed.

V. EVALUATION PROCESS / GRADING SYSTEM:

MAJOR ASSIGNMENTS AND TESTING

(Refer also to the Language and Communication Guidelines)

Students will be assessed on the basis of evaluation skills, oral presentations, persuasive documents, and written assignments.

1.	Tests	40%
2.	Assignments	30%
3.	Persuasive Presentation	20%
4.	Evaluation of Presentation	10%
		100%

Note:

1. Professors will deduct marks for any grammar and fundamental errors in final submissions.

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The following letter grades will be assigned in accordance with college policy.

<u>Grade</u>	Definition	Grade Point Equivalent		
A+	90 – 100%	4.00		
Α	80 – 89%	4.00		
В	70 - 79%	3.00		
С	60 - 69%	2.00		
D	50 - 59%	1.00		
F (Fail)	49% and below	0.00		
CR (Credit)	Credit for diploma requirements has been awarded.			
S	Satisfactory achievement in field /clinical placement or non-graded subject area.			
U	Unsatisfactory achievement in field/clinical placement or non-graded subject area.			
Χ	A temporary grade limited to situations with			
	extenuating circumstances giving a student additional time to complete the requirements for a course.			
NR	Grade not reported	to Registrar's office.		
W	Student has withdra without academic po	own from the course enalty.		

Note: For such reasons as program certification or program articulation, certain courses require minimums of greater than 50% and/or have mandatory components to achieve a passing grade.

If a faculty member determines that a student is at risk of not being academically successful, the faculty member may confidentially provide that student's name to Student Services in an effort to help with the student's success. Students wishing to restrict the sharing of such information should make their wishes known to the coordinator or faculty member

VI. SPECIAL NOTES

Attendance:

Sault College is committed to student success. There is a direct correlation between academic performance and class attendance; therefore, for the benefit of all its constituents, all students are encouraged to attend all of their scheduled learning and evaluation sessions. This implies arriving on time and remaining for the duration of the scheduled session.

VII. COURSE OUTLINE ADDENDUM:

The provisions contained in the addendum located in D2L and on the portal form part of this course outline.

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