

# PERSUASIVE SPEECH OUTLINE

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Date: -----

**TOPIC: Listening is a Fundamental  
Social Skill**

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**TOPIC: Listening is a Fundamental Social Skill.**

*General purpose:* To persuade

*Speech goal:* I want to educate my audience on the importance of listening, convince them to develop active listening skills that facilitate to the formulation of healthy social relationships.

**1. Attention Step:**

How many of you can explain why we have two ears and one mouth? Naturally, we have two ears so that we can listen more and talk less (McNaughton et al., 224). However, most of the time we end up using our mouth more than our ears, this is because listening is harder than talking. In the same way, listening yield more social benefits for us than talking. When we listen, we show a connection with the speaker; it makes them feel important to us by showing that we appreciate and are interested in their message. To harness these benefits, we need to develop effective listening skills.

**Transition Sentence:** How do we develop effective listening skills?

**2. Need Step**

To transition from bad listeners to the excellent listeners, we need a full understanding of what listening entails. Listening refers to the actively of absorbing a speaker's message (Gresham et al., np). The adjective actively is essential in the definition of listening since the skill requires our participation. Active listening comprises the following steps.

- A.** Demonstrating our interest in the topic by maintaining appropriate eye contact with the speaker shows that we are paying attention.
- B.** Providing nonverbal feedback which refers to subtle cues that encourage the speaker to continue addressing us. One of the most effective nonverbal

cues in active listening occurs through nodding our heads when the speaker makes a point.

- C. Avoiding distractions-In the contemporary society there are so many distractions, for instance, smartphones, active listeners desist from the temptation of using their phones when someone is talking to them.

**Transitions sentence:** What are the benefits of active listening?

3. **Satisfaction Step:** Social skills refer to communication skills that enable us to connect with other individuals ("What Are Social Skills? | SkillsYouNeed"). Many people argue that listening is only beneficial in the classroom set up and conferences. However, on our daily interactions listening yields various benefits.
- a. Enhances the exchange of ideas on a personal level, this is because active listening entails constant conversation which facilitates to smooth flow and exchange of ideas in a conversation.
  - b. Active listening exhibits us as caring people hence wins us, new friends.
  - c. Enhances social cohesion since through listening we seek to understand others (Brownell & Judi, np). Trying to understand other people's opinion dispels any conflicts that may exist between different groups of individuals.

**4. Visualization Step:** Ladies and gentlemen, due to the social benefits accrued from active listening, it's of paramount importance that we learn how to listen. Seek to understand rather than be understood, in this way we will avoid unnecessary arguments, win new friends and create a peaceful society.

## **5. Action Step**

Although listening is fundamental in developing a peaceful society, we need to remember that listening is more difficult as compared to talking. Therefore, when having a conversation, we need to desist from the temptation of interrupting the speaker, keep away potential distractors such as phones, and pay attention. It is also important to ask for clarification by the non-offensive questions that show our commitment to understanding the speaker's point of view. In this way, I believe we will transition from bad listeners to active listeners and thus create a great society.

Thank you all for your time and attention.

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## REFERENCES

Brownell, Judi. *Listening: Attitudes, Principles, and Skills*. Routledge, 2015.

Gresham, Frank, and Stephen N. Elliott. "Social skills improvement system (SSIS) rating scales." *Bloomington, MN: Pearson Assessments* (2008).

McNaughton, David, et al. "Learning to Listen: Teaching an active listening strategy to preservice education professionals." *Topics in Early Childhood Special Education* 27.4 (2008): 223-231.

"What Are Social Skills? | SkillsYouNeed." *Skills You Need - Helping You Develop Life Skills*, [www.skillsyouneed.com/ips/social-skills.html](http://www.skillsyouneed.com/ips/social-skills.html).