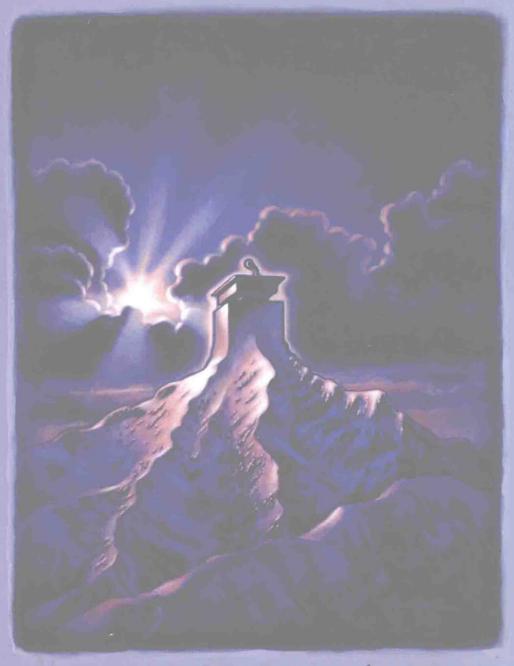
CONTEMPORARY PUBLIC SPEAKING

SECOND EDITION



COURTLAND L. BOVÉE

CONTEMPORARY PUBLIC SPEAKING

S E C O N D E D I T I O N

Courtland L. Bovée

C. Allen Paul Distinguished Chair Grossmont College

CONSULTING EDITORS

JoAnn Edwards University of Mississippi

Jon A. Hess University of Missouri, Columbia

> Cynthia Irizarry Stetson University

Shannon McCraw Southeastern Oklahoma State University

Timothy P. Meyer University of Wisconsin, Green Bay

> Louis J. Rosso Winthrop University

Collegiate Press San Diego, California

This book was published in its first edition by Harcourt Brace & Company under the title of *Excellence in Public Speaking*.

Publisher: Christopher Stanford Executive Editor: Steven Barta Senior Developmental Editor: Jackie Estrada Interior Design: John Odam Cover Design: John Odam

Credits and acknowledgments can be found beginning on page 483, which constitutes a continuation of this copyright page.

Copyright © 2003 by The Collegiate Publishing Group

All rights reserved under International and Pan-American copyright conventions. No part of this book may be reproduced in any form or by any means, electronic or mechanical, including photocopying, without permission in writing from the publisher. All inquiries should be addressed to Collegiate Press, 1117 Columbia Street, San Diego, CA 92101. Telephone: (619) 235-6731.

Library of Congress Control Number: 2002117128

ISBN: 0-939693-60-7

Printed in the Republic of China

10987654321

CONTEMPORARY PUBLIC SPEAKING

SECOND EDITION

Preface

ne voice can make a difference—and so can one book. Our goal in developing Contemporary Public Speaking has been to help students gain the skills and the confidence to prepare and deliver speeches that will make a difference in their communities, their careers, and their personal lives. To become more effective communicators (and more effective listeners), students need classroom instruction, independent study of chapter concepts, and practice (in planning, delivering, and analyzing speeches). Our text is specifically designed to facilitate that learning process.

The number one problem faced by most students taking a public speaking course is speech anxiety. Although no text can substitute for the experience of addressing an audience, *Contemporary Public Speaking* devotes an entire chapter (Chapter 2) to reassuring students that nerves are normal. This text helps students transform anxiety into excitement as they prepare for their first speech. In addition, a series of "Overcoming Speech Anxiety" boxes are strategically placed throughout the text, providing practical ideas that help students at all skill levels develop more confidence in their ability to speak to an audience.

Of course, understanding theory is important, and students need to see concrete examples of how concepts are actually applied. This text helps students learn by example as they study the sample excerpts, outlines, and complete speeches that appear in every chapter. Most of our examples are drawn from actual classroom

speeches. In many chapters, students can study the contrast between poor and improved examples, as well as compare their own work to the models in the text. These concrete examples not only reinforce the underlying principle but make the vital connection between theory and practice.

The ethical and social responsibilities of speakers are no less important today than they were in the days of the great Greek and Roman orators. A full chapter (Chapter 3) guides students through a careful examination of the individual rights, social responsibilities, and the ethical obligations of contemporary public speakers. In addition, "Focusing on Ethics" boxes are positioned throughout the text, highlighting specific ethical dilemmas.

Moreover, examples and exercises have been integrated into the text of individual chapters to call students' attention to important ethical issues.

Sensitivity to cultural diversity is an ongoing theme in *Contemporary Public Speaking*. This text respects students of all backgrounds and promotes respect for diversity in both speakers and audience members. Starting in Chapter 1, students learn strategies for addressing culturally diverse audiences. Coverage of intercultural issues continues throughout the book in examples and illustrations, as well as in "Speaking Across Cultures" boxes placed in carefully selected chapters.

The study of public speaking has been supported through the years by voluminous research. In preparing *Contemporary Public Speaking*, we sought to ensure the book's schol-

arly integrity by consulting thousands of sources, including academic, consumer, trade, and professional journals and publications. This solid foundation of research ensures that the text reflects current thinking, as well as giving students a thorough grounding in classical theories.

Public speaking is as much an art as a science; to be able to inform, persuade, or entertain an audience, students need to do more than simply read a text. That's why we designed this book to work in conjunction with classroom instruction and practice. With *Contemporary Public Speaking* students can learn the underlying principles, understand how and why these principles are applied, and use these principles as they polish their skills. Ultimately, being able to speak and listen more effectively will help students make a difference in the world around them.

SOLID CONTENT BRINGS PUBLIC SPEAKING INTO THE TWENTY-FIRST CENTURY

The dynamic field of public speaking continues to evolve as technological advances, cultural trends, and other factors influence the way people research, draft, and deliver speeches. *Contemporary Public Speaking* includes all the traditional fundamentals as well as the hottest issues in public speaking today. This comprehensive coverage provides students with the tools they need to analyze and apply public speaking principles.

Explores Major Public Speaking Themes

A series of thirty-eight boxed special features offer insights into key themes:

- Speaking Across Cultures provides practical ideas about addressing culturally diverse audiences.
- Developing Your Creativity shows how to apply creative thinking in public speaking situations.
- Improving Your Critical Thinking helps students develop their ability to analyze and evaluate issues.

- Overcoming Speech Anxiety reinforces attitudes and practices that reduce nervousness.
- Focusing on Ethics discusses the complex ethical dilemmas that challenge public speakers.

Designated with an icon, each of these boxes is strategically placed throughout the book.

Emphasizes Ethical Speaking

This text encourages students to develop high ethical standards by helping them explore the ethical issues and responsibilities that challenge today's speakers. *Contemporary Public Speaking* draws a clear distinction between ethical dilemmas and ethical lapses, helping students understand the difference between unresolved ethical questions and behavior that is simply unethical. The book covers ethics in three ways: in a full chapter (Chapter 3), in numerous theme boxes, and in examples and exercises in selected chapters.

Demonstrates Public Speaking Throughout the World

Because today's student's—tomorrow's communicators— interact with people from many countries at school, at work, and in the community, Contemporary Public Speaking demonstrates the use of public speaking throughout the world. So that students can learn from speakers in other countries as well as make themselves better understood in international settings, our text includes advice and outstanding examples from an array of countries, including China, Russia, Mexico, Japan, South Africa, Nigeria, Israel, India, The Netherlands, Sweden, and the United Kingdom.

Offers Expert Advice on Common Challenges

Many students have difficulty using humor in speeches, understanding diverse audiences, applying critical and creative thinking, reducing speech anxiety, tackling ethical issues, and handling conflicts in group meetings. Unique to this book are seven "Ask an Expert" features in which acknowledged academic specialists answer common student questions. Each feature closes

with a discussion question and an application question to help students think about and apply what they've learned.

Integrates Technological Applications

To help students understand, apply, and adapt to the technological tools of communication, we have integrated public speaking technology throughout the text. This book introduces students to the specific technological developments that have an impact on all aspects of public speaking—from using the Internet and computer databases during research, to using computer software for outlines and drafts, to using computerized graphics during delivery.

Motivates Student with Accessible Content

The readability level of this text makes learning easy. The conversational style and careful attention to clarity make the text highly readable, lively, and interesting. This approachable style and reading level encourages students to move through the text painlessly, helping them gain the skills they need to become proficient public speakers.

Features Real-World Public Speaking

In textual examples and throughout the photo program, this text provides insights and advice on the art of public speaking from a wide range of individuals. Students learn not only from prominent speakers such as Colin Powell and Sandra Day O'Connor but also from their peers—other public speaking students whose speeches and ideas are quoted in the text.

Promotes Learning with a Unique Design and Exhibit Program

Because of the pervasive influence of television and film, students are conditioned to being visually stimulated while they learn. The design and illustrations in *Contemporary Public Speaking* have been developed for more than just artistic reasons. Based on extensive research, the state-of-

the-art design and the extensive photo and illustration program invite students to delve into content. Also, the design eases reading, reinforces learning, and increases comprehension.

EFFECTIVE PEDAGOGY ENHANCES STUDENT LEARNING

To complement the comprehensive content, Contemporary Public Speaking includes reliable learning tools that encourage skill building and enhance student understanding. Many of these pedagogical elements are unique to this text and were specially designed to support an integrated learning program for public speaking.

Instructs Students Using a Step-by-Step Presentation

Because students are guided through the public speaking process one step at a time, they can more easily understand and master the principles and skills necessary to achieve excellent results. Starting with an overview of the foundations of public speaking and proceeding through preparing, organizing, and presenting the speech, this text offers practical treatment of every topic. Tips and techniques, checklists, annotated speeches, individual and group end-of-chapter exercises, and informative photos and illustrations all contribute to the practicality of the text.

Includes Helpful Checklists

Numerous checklists throughout the book assist students in organizing their thinking, making decisions, expressing their thoughts logically, and checking their work. These checklists are located as close as possible to the related discussions. They provide useful guidelines without limiting student creativity, and they are handy for stimulating recall of effective speaking techniques.

Presents Sample Speeches and Outlines for Analysis

A variety of full-length speeches, excerpts, and outlines invite students to analyze principles in action. By reading the commentary and comparing the examples with the concepts covered in each chapter, students become more knowledgeable about the practical aspects of developing an effective speech.

Suggests Both Individual and Group Exercises

To give instructors maximum flexibility in making assignments to students, each chapter includes a variety of "Sharpen Your Skills" exercises. Some are geared to individual work; others are intended for group work.

Stimulates Critical Thinking with Thoughtful Questions

Students are challenged to improve their critical thinking skills as they answer the seven "Apply Critical Thinking" questions at the end of each chapter. In addition, "Improving Your Critical Thinking" boxes positioned throughout the text develop evaluation and analysis skills.

Offers Practical Tips for Success

Every chapter includes three or more brief "Success Tips" that highlight and reinforce important techniques for public speaking excellence.

Begins Each Chapter with Learning Objectives

At the beginning of each chapter, a concise list of goals tells students what they will be able to achieve by reading the chapter and completing the exercises. These objectives provide structure for the learning process, encourage students to expand their knowledge of the material, and serve as a measure of learning progress.

Ends Each Chapter with a Summary

End-of-chapter summaries complement the learning objectives by presenting a succinct wrap-up of each chapter's material. After reading the summaries, students are better able to comprehend the chapter concepts and applications.

Defines Key Terms

The first time an important term is introduced in the text, it is shown in boldface type, followed by its definition. At the end of that chapter, students will see every key term listed, followed by the page number where it is defined. This handy reference allows students to quickly check any definition.

EXEMPLARY SPEECHES PERMEATETHE TEXT

Because students learn by example, we have chosen only top-quality, exceptional speeches that demonstrate creativity in public speaking. Every speech and excerpt has been carefully selected to augment chapter content and show how key concepts are applied. Some of these speeches are taken from professional speakers; others are taken from students speaking on a wide variety of topics. By showcasing creative, thought-provoking examples of key concepts, we aim to encourage students to stretch their imaginations as they develop their speaking and listening abilities.

A number of chapters include annotated speeches that identify the elements of effective speeches. Full-length examples of informative, persuasive, and special occasion speeches include insightful analyses, helping students learn how to apply the same principles to their own speeches. In addition, commentaries linked to extended examples (such as a sample introduction, sample conclusion, sample planning outline, and sample speaking outline) highlight specific elements for special attention.

SOUND ORGANIZATION SUPPORTS LEARNING

Instructors and students alike will appreciate the logical yet adaptable organization of topics in this text. Beginning with an overview of the fundamentals of public speaking, the book progresses through parts that guide students through the steps in preparing, organizing, and presenting a speech. The final part includes advanced topics that are generally covered later in the course, after students have gained some experience with the basics.

Although many instructors are quite comfortable with this sequence, those who favor another approach can easily change the order of chapters

to suit their needs, because each chapter's topic coverage is carefully designed to stand on its own.

Part I, "The Foundations of Public Speaking," introduces the basic elements of public speaking. In Chapter 1, students learn about the value and evolution of public speaking, the communication process, the effect of cultural diversity, and the elements that contribute to public speaking excellence. Chapter 2 helps students understand and cope with speech anxiety so that they can gain confidence in their public speaking abilities. The chapter leads students through the preparation and delivery of their first speech, and includes a sample speech of self-introduction. Chapter 3 discusses the social and ethical responsibilities of speakers, analyzes the effects and limits of free speech, and presents guidelines for ethical speaking. Chapter 4 examines the listening process and offers strategies for effective listening and speech evaluation.

Part II, "Preparing the Speech," shows how to begin the process of planning a speech. In Chapter 5, students learn how to identify a topic, define the purpose, and refine the central idea. Chapter 6 covers audience analysis, including the internal, social, and situational factors that influence audience reaction and suggestions for adapting to an audience. Chapter 7 shows how speakers can use a variety of materials to support their ideas. Chapter 8 shows how to gather support materials by drawing on personal experience, using libraries and other resources (including the Internet), and conducting interviews.

Part III, "Organizing the Speech," helps students put ideas into a logical structure. Chapter 9 demonstrates how to develop, organize, and connect the ideas in a speech. Chapter 10 explains how to plan an effective introduction and conclusion, and it includes a sample introduction and conclusion. Chapter 11 shows how to develop and use a planning outline and a speaking outline, and it includes a sample planning outline and a sample speaking outline.

Part IV, "Presenting the Speech," covers wording, visual aids, rehearsal, and delivery. In Chapter 12, students learn how to choose words that are

effective, vivid, and appropriate. Chapter 13 examines the selection, preparation, and use of visual aids. Chapter 14 offers a practical guide to using voice and body language when rehearsing and then delivering speeches.

Part V, "Varieties of Public Speaking," focuses on various public speaking situations. Chapter 15 examines the development of informative speeches and includes a sample informative speech. In Chapter 16, students learn about persuasive messages and goals, motivating audiences, and managing listener response. In Chapter 17, students learn how to organize points and how to choose the appeal during the development of a persuasive argument. Chapter 18 is devoted to speaking on the job, speaking at special events, and making impromptu speeches. Chapter 19 explores the dynamics and challenges of speaking in small groups.

Appendix A suggests a number of lively, creative topics that students may want to consider for classroom speeches. Appendix B includes a variety of highly effective speeches for study, analysis, and inspiration.

RESOURCE MATERIALS SUPPORT THE TEXT

The resource materials for this textbook are specially designed to simplify the task of teaching and learning.

The comprehensive instructor's manual written by Kimberly Batty-Herbert at Clovis Community College includes course syllabi, speech evaluation forms, and more than 900 test questions.

A video features student speeches of varying quality.

ACKNOWLEDGMENTS

We are grateful to the following manuscript reviewers who made valuable suggestions and constructive comments: James Wolford, Joliet Junior College; Deborah Smith-Howell, University of Nebraska-Omaha; Mary Haslerud Opp, University of North Dakota; Bill Loftus, Austin Community College; Gary Eckles, Thomas

Nelson Community College; Kimberly Batty-Herbert, Clovis Community College; Bill Poschman, Diablo Valley College; Connie Morris, Wichita State University; James Di Sanza, Idaho State University; Laurence Hosman, University of Southern Mississippi; Katherine Thompson, University of Hawaii; Marion Couvillion, Mississippi State University; Carl Burghardt, Colorado State University; Julie James, Grand Rapids Community College; Ralph Thompson, Cornell University; Clark Olson, Arizona State University; Jacquelyn Buckrop, Ball State University; Kellie Roberts, University of Florida; and Jill Voran, Anne Arundel Community College.

We also feel it is important to acknowledge and thank the National Communication Association, an organization whose meetings and publications provide a valuable forum for the exchange of ideas and for professional growth.

Special thanks to Thomas G. Endres, University of St. Thomas, for his valuable contributions; to Terry Anderson for her outstanding ability that helped assure this project of clarity and completeness; and to Jackie Estrada for her dedication and expertise. Finally, we thank designer John Odam, art consultant Normad McLeod, and photo researcher Susan Holtz for their superb work.



Part One The Foundations of Public Speaking

C H A P T E R O N E

INTRODUCING PUBLIC SPEAKING

Public Speaking and You 2

The Many Voices of Public Speaking 2
The Public Speaking Tradition 4
Your Public Speaking Skills 6

How Communication Works 8

The Source 8
The Message 9

The Medium 9

The Audience 10

Feedback 10

Interference 11

Context 11

Communication in Action 12

How Cultural Diversity Affects Public

Speaking 12

Using Appropriate Communication 13 Respecting Cultural Differences 13

What Makes an Excellent Public Speaker 14

Strong "You" Orientation 14

Critical and Creative Thinking 14

Active Listening 15

Good Topic Selection 16

Effective Use of Verbal and Nonverbal

Communication 16

Proper Preparation and Practice 17

An Awareness of Legal and Ethical Issues 17

Summary 20

Key Terms 20

Apply Critical Thinking 21

Sharpen Your Skills 21

Special Features

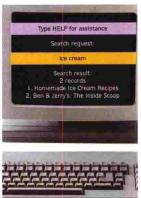


Nervousness Is Normal: How to Beat the Butterflies 7



Writing Responsibly: Steering Clear of Plagiarism 19





C H A P T E R T W O

OVERCOMING ANXIETY AND GIVING YOUR FIRST SPEECH





Building Confidence as an Excellent Public Speaker 24

Feeling Nervous Is Normal 24 Developing Confidence in Your Public Speaking Skills 25

Preparing Your First Speech 29

Select Your Speech Topic 30
Determine Your Purpose 32
Analyze Your Audience 34
Gather Your Material 35
Organize Your Material 39
Choose Your Words Carefully 41
Practice Your Speech Aloud 41
Deliver Your Speech 43

Sample Speech 44
Summary 46
Key Terms 46
Apply Critical Thinking 46
Sharpen Your Skills 47

Special Features



What You Should Know About Breathing That Will Help Calm Your Nerves 29



Inspiration, Perspiration, Desperation?—
A Secret to Finding Topics Fast! 32

C H A P T E R T H R E E

FREE SPEECH AND ETHICAL RESPONSIBILITIES

Is Civilized Speech Nothing but a Quaint Memory? 50

Individual Rights and Social Responsibility 50

Protecting Governments and the Public 51
Protecting Individual Rights 52
Protecting the Work of Other Writers and
Speakers 53

Ethical Issues in Public Speaking 53

Ethics and Values 54 Guidelines for Ethical Presentations 55 Ethics and Credibility 62

The Listener's Ethical Responsibilities 63 Summary 65 Key Terms 65 Apply Critical Thinking 66 Sharpen Your Skills 66





Special Features



Is It Ever OK to Lie? 57



Solving the Problem of Using Source Materials: Which of These Four Actions Would You Choose? 60

IMPROVING YOUR LISTENING SKILLS





Importance of Effective Listening 68

Benefits of Effective Listening 69 Types of Listening 70

Speakers and the Five Factors of Listening 72

Attending 72 Interpreting 73 Remembering 74 Evaluating 76 Responding 76

Strategies for Effective Listening 76

Improve Your Concentration 76 Focus on Verbal and Nonverbal Cues 77 Withhold Your Judgment 78 Manage Your Personal Reactions 78 Take Notes 79 Share the Responsibility for Successful Communication 81

Formal Speech Evaluation 82

Learning from Formal Speech Evaluations 82 Conducting Formal Speech Evaluations 82

Summary 84 Key Terms 84 Apply Critical Thinking 84 Sharpen Your Skills 85

Special Features



Crossing Cultures Without Crossing Signals: Seven Skillful Ways to Bridge the Gap 74



Mixed Messages: The Responsibilities and Perils of Note Taking 80

Part Two Preparing the Speech

C H A P T E R F I V E

DEVELOPING YOUR TOPIC, PURPOSE, AND CENTRAL IDEA

Every Great Speech Starts with a Clear, Concise Idea 88

Step 1: Identify Your Topic 88

Brainstorming Ideas 90 Researching Ideas 92 Narrowing Your Topic 94

Step 2: Define Your Purpose 98

Your General Purpose 98 Your Specific Purpose 101

Step 3: Refine Your Central Idea 102

How a Central Idea Differs from a Purpose 102 Features of a Strong Central Idea 102 How to Use Your Central Idea 105

Summary 106 Key Terms 106 Apply Critical Thinking 106 Sharpen Your Skills 107

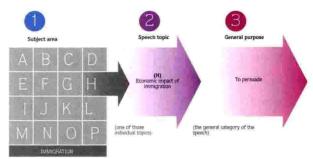
Special Features



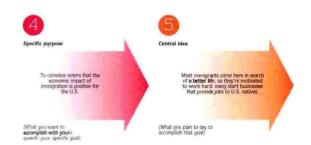
Mind Mapping: An Ingenious Technique for Finding a Great Topic 92



Is Your Purpose Ethical? Ask Yourself These Questions to Avoid Common Speaking Blunders 100



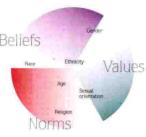
includes many individual topics)



C H A P T E R S I X

ANALYZING YOUR AUDIENCE





Why It's Important to Understand Your Audience 110

How Your Audience Will React to You 110

Egocentric Factors 112 Personal Factors 113 Psychological Factors 117 Social Factors 120

How to Analyze a Speaking Situation 125

Time 125
Physical Surroundings 126
Context 127

How to Adapt to Your Audience and the Speaking Situation 127

Adapting Before Your Speech 127 Adapting During Your Speech 128

How to Learn More About Audiences and Situations 131

Summary 132 Key Terms 132 Apply Critical Thinking 133 Sharpen Your Skills 133

Special Features



How to Enhance Your Ability to Connect with Intercultural Audiences 125



The Best-Kept Secret for Reducing Your Public Speaking Worries 130

C H A P T E R S E V E N

SUPPORTING YOUR SPEECH

Even Great Ideas Need Support 136 Definitions, Examples, and Analogies 138

Using Examples Effectively 138 Using Analogies Effectively 140

Narratives 142

Testimony and Quotations 143

Using Testimony Effectively 143
Using Quotations Effectively 143

Statistics and Other Factual Support 145

Understanding Facts and Statistics 145
Using Facts and Statistics Effectively and
Ethically 147

Sample Speech 156 Summary 158 Key Terms 158 Apply Critical Thinking 159 Sharpen Your Skills 159

Special Features



Be Careful! Your Numbers May Be Biased 152



Do Your Speeches Pass the Logic Test? 155



