

# Giving Feedback

(Persuasive Speech)

When giving feedback, remember to:

- **Listen.** Good listening does not only require your ears. It requires your eyes, your posture, your compassion and your intellect. Watch the presentation with your eyes. Engage the speaker with open posture. Use your compassion to try to connect with the speaker. Utilize your intellect by following the speaker's train of thought and attempt to see things from their point of view.
  
- **Focus on description rather than judgment and avoid value statements.** Value statements are statements that reflect your subjective opinion rather than objective observations. Describe what was observed rather than decide if it was good or bad.
  - Example:
    - ✗ "It's good that you moved throughout your speech."
    - ✓ "During your presentation, you utilized the floor by walking around the classroom."
    - ✗ "Great job!"
    - ✓ "Your speech had all of the elements of an effective presentation."
    - ✗ "I liked your introduction!"
    - ✓ "You utilized the introduction to gain the audience's attention."
    - ✗ "Your articulation was terrible!"
    - ✓ "I found it difficult to understand you at times."
  
- **Focus on observation rather than inference.** Make sure you describe your observations of the presentation, not your interpretations.
  - Example:
    - ✗ "I could tell you were nervous."
    - ✓ "During your presentation, I observed that you fidgeted with your note cards."
  
- **Show appreciation.** The speaker isn't presenting to the world, thank them for sharing with you. Use this opportunity to open dialog by asking how the speaker personally felt about their presentation.
  - Example:
    - ✓ "Thank you for sharing with me. Overall, how do you feel about your presentation?"

*On the form on the back, write down what you observe and circle yes or no for each item you observe in the presentation.*

## Listen

### Did you hear:

The Purpose of the Speech	Yes	No
Introduction of the Speech	Yes	No
Conclusion of the Speech	Yes	No
Use of Logos (evidence)	Yes	No
Use of Pathos (emotional appeal)	Yes	No
Use of Ethos (speaker credibility)	Yes	No
Brief Closing Statement	Yes	No

## Look

### Did you see:

Sustained Eye Contact	Yes	No
Facial Expressions (appropriate)	Yes	No
Purposeful Movement	Yes	No
Hand Gestures	Yes	No
Open & Upright Posture	Yes	No
Distracting Mannerisms	Yes	No

Evidence = proof/supporting materials/logos

What evidence did the speaker use?

### Additional Notes:

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### Use the Praise Sandwich

The praise sandwich is an effective way of giving feedback. The “praise” is the bread while the “areas for improvement” are the meat. You want to tell the speaker what they did well, and then tell them what they could improve upon for the next time, and end the dialog on a positive aspect of the presentation.

**Praise:** *(Something the speaker did well or something you found to be positive about the presentation)*

During your presentation you \_\_\_\_\_.

**Improvement:** *(Where could the speaker make adjustments?)*

The next time you present you could try \_\_\_\_\_.

**Praise:** *(Positive)*

As a result of this presentation, the most important thing I learned was \_\_\_\_\_.

### Taking Pointers

*(One way to show appreciation is to learn from others'.)*

As a result of this feedback, I am going to try \_\_\_\_\_ for my next speech.

The last step is to deliver your praise sandwich with compassion. Recite the last four lines to your partner.