

Present and defend an argument orally

Level 4

Credits 4

Purpose People credited with this unit standard are able to present and defend an argument orally on an issue.

Subfield Communication Skills

Domain Interpersonal Communications

Status Registered

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Entry information Open.

Accreditation Evaluation of documentation by NZQA and industry.

Standard setting body (SSB) NZQA Communications Skills

Accreditation and Moderation Action Plan (AMAP) reference 0023

This AMAP can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

Special notes

- 1 Voice modulation for hearing impaired people will be demonstrated through a sign language interpreter voicing the message of the signer.
- 2 *Argument* in this unit standard refers to a proposition and supporting detail and reasoning, with reasoned opposition. It does not refer to a dispute between people.

- 3 Definition of *paralanguage*:
All the characteristics of one's voice (pitch, loudness, rate, vocal variety and vocal emphasis) can carry messages to a receiver. These factors are known as *paralanguage* and this refers to how something is said rather than what is said. It also includes other aspects of spoken communication such as coughs, throat-clearing, 'vocalized pauses' such as ums and ers, yawning, sighing, and even the use of silence. (F Sligo, *Effective Communication in Business*, 1997, Palmerston North: Software Technology (N.Z.) Ltd.)

Elements and performance criteria

Element 1

Present an argument orally on an issue.

Performance criteria

- 1.1 The introduction makes the subject of the argument clear to the audience.
- 1.2 Presentation has an introduction, body, and conclusion.
- 1.3 The line of argument is supported by evidence.
- Range argument – personal analysis, interpretation of information and ideas.
- 1.4 Any audio-visual aids used amplify and explain subject matter, are integrated into the argument so that the flow is not interrupted, and fit audience needs.
- 1.5 Rapport is established and sustained with the audience by non-verbal communication, word choice, and subject matter.
- 1.6 Vocabulary, structure, paralanguage, and non-verbal communication fit the situation, subject matter, and audience.

Element 2

Defend an argument orally.

Performance criteria

- 2.1 Argument is defended.
- Range defence may include but is not limited to – personal analysis, interpretation of information and ideas, example, reasoned argument, emotive appeal.
- 2.2 Opposing views are analysed, compared, and contrasted to own views.
- 2.3 Rapport is established and sustained with the audience by non-verbal communication, word choice, and subject matter.

Please note

Providers must be accredited by the Qualifications Authority, or an inter-institutional body with delegated authority for quality assurance, before they can report credits from assessment against unit standards or deliver courses of study leading to that assessment.

Industry Training Organisations must be accredited by the Qualifications Authority before they can register credits from assessment against unit standards.

Accredited providers and Industry Training Organisations assessing against unit standards must engage with the moderation system that applies to those standards.

Accreditation requirements and an outline of the moderation system that applies to this standard are outlined in the Accreditation and Moderation Action Plan (AMAP). The AMAP also includes useful information about special requirements for organisations wishing to develop education and training programmes, such as minimum qualifications for tutors and assessors, and special resource requirements.

Comments on this unit standard

Please contact the NZQA National Qualifications Services ngs@nzqa.govt.nz if you wish to suggest changes to the content of this unit standard.