

Title	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.
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Classification	Communication Skills > Interpersonal Communications
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Available grade	Achieved
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Guidance Information

- Definitions**
Argument refers to a proposition which is presented with supporting detail and reasoning and which is met with reasoned opposition. It does not refer to a dispute between people.
Audience refers to a group of at least three people.
- Candidates must be assessed against this unit standard in a real-life workplace context using naturally occurring evidence, or in simulated conditions relevant to the candidate which require performance equivalent to a real-life context.
- A verifier's checklist is acceptable if accompanied by evidence that includes examples from the candidate's performance.
- For assessment, voice modulation for hearing impaired people may be demonstrated through a sign language interpreter voicing the message of the signer. Voice modulation refers to the variation of the quality of one's voice with regard to inflection, tone, pitch, and intensity.
- For participants from the deaf community, New Zealand Sign Language (NZSL) may be used between signing individuals and a signing group in order to demonstrate the requirements for this unit standard. A sign language interpreter must not be used in a group where all participants are using NZSL.

For mixed groups of hearing and deaf participants, an interpreter may be used to interpret spoken and signed language only when NZSL users are interacting with hearing participants.
- All activities relevant to this standard must reflect ngā kaupapa o te Tiriti o Waitangi (the principles of the Treaty of Waitangi).
- All activities must, as relevant to candidates and/or this standard, reflect the peoples of the Pacific and other cultures, and their world views.

Outcomes and performance criteria

Outcome 1

Present and defend an argument orally.

Performance criteria

1.1 The argument is presented and includes an introduction, body, and conclusion.

Range the presentation must be at least five minutes.

1.2 The line of argument is supported by evidence.

Range line of argument includes but is not limited to – personal analysis, interpretation of information.

1.3 Audio-visual aids are used to explain subject matter and are integrated into the argument so that the flow is not interrupted.

1.4 Alternative views are compared with, and evaluated against, supporting evidence.

1.5 Argument is defended.

Range defence may include but is not limited to – analysed response, interpretation of information and ideas, examples, reasoned argument; evidence of two is required.

1.6 Engagement with the audience is established and maintained using non-verbal communication, appropriate language, and subject matter.

1.7 Presentation and defence of argument are reviewed in terms of what went well and opportunities for future improvement.

Planned review date	31 December 2027
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Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	26 January 1995	31 December 2012
Review	2	9 August 1996	31 December 2012
Review	3	24 March 1998	31 December 2012
Review	4	25 July 2006	31 December 2013
Review	5	17 November 2011	31 December 2017
Review	6	18 June 2015	31 December 2020
Review	7	16 February 2017	N/A
Review	8	24 March 2022	N/A

Consent and Moderation Requirements (CMR) reference

0113

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

Comments on this unit standard

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