

## Class Schedule

Date	Topics	Reading	Assignment (Due Date)
Jan 23	Theories, Hypotheses & Research Cialdini's 7 Theories		
Jan 24	Organization & Reasoning <b>Victim of Persuasion</b>	Switch4	<b>Sample Outline (2/26)</b>
Jan 25	Personality		<b>Advertising Outline (1/31) and Portfolio (2/2)</b>
Jan 26	Advertising Part 1 <b>Sample Outline</b>		
Jan 30	Advertising Part 2		
Jan 31	PR, Marketing and Sales <b>Advertising Outline</b>	Switch 5	
Feb 1	Learning and Balance <b>Self-Reflection Paper</b>		
Feb 2	<b>Advertising Portfolio Presentations</b>		
Feb 6	Impression Management Non-verbal Communication	Switch 6	
Feb 7	Norms, Schemas, & Conformity		<b>Deviant for a Day (2/14)</b> <b>Informative Presentation (2/14)</b> <b>Informative Outline (2/9)</b>
Feb 8	Perception		
Feb 9	Listening <b>Informative Outline</b>		
Feb 13	<b>Quiz #1</b> <b>Journal Review</b>	Switch 7	
Feb 14	<b>Informative Presentation</b>		<b>Informative Presentation Self-rev (2/21)</b>
Feb 15	<b>Informative Presentation</b>		
Feb 16	<b>Informative Presentation</b>	Switch 8	
<b>Feb 20</b>	<b>HOLIDAY - Washington's Birthday</b>		
Feb 21	Persuasion and Ethics <b>Informative Presentation Self-rev</b>		
Feb 22	Language and Framing		
Feb 23	Decision Making and Problem Solving		<b>Interview Questions (3/1)</b> <b>Interviews (3/5-6)</b>

Feb 27	Political Campaigns		
Feb 28	Interrogations	Switch 9	
Feb 29	Interviewing <b>Interview Questions</b>		
Mar 1	<b>Interview Practice</b> <i>LinC Learnings: College &amp; Careers</i>		<b>Persuasive Speech (3/21)</b> <b>Persuasive Outline (3/15)</b>
Mar 5	Juries and Legal Decision-Making		<b>Interview Self-review (3/8)</b>
Mar 6	<b>Interviews</b>		
Mar 7	<b>Interviews</b>		
Mar 8	Conflict <b>Interview Self-review</b>	Switch 10	
Mar 12	Leadership		
Mar 13	<i>PBS Jonestown film</i>		
Mar 14	Brainwashing & Cults		
Mar 15	Propaganda, Part 1 <b>Persuasive Outline</b>		
Mar 19	Propaganda, Part 2 Persuasive Speeches Practice Start <i>Thank You for Smoking</i>		
Mar 20	End <i>Thank You for Smoking</i> Movie Discussion Persuasive Speeches Practice	Switch 11	
Mar 21	<b>Persuasive Speeches</b>		<b>Persuasive Self-Reviews (Day of Final Quiz)</b>
Mar 22	<b>Persuasive Speeches</b>		
Mar 26	<b>Persuasive Speeches</b>		
Final	Toasts <b>Persuasive Self-Reviews</b> <b>Quiz #2</b> <b>Journal Review</b>		