

## Example of Value Persuasion

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**General Purpose:** to persuade

**Specific Purpose:** By the end of my speech the audience will agree that learning a second language throughout schooling is beneficial.

**Proposition:** Learning a second language in school is beneficial.

**Organizational Form:** Value (Criteria-Satisfaction)

### Introduction

I. The lion is the king of the jungle. He is on the top of the food chain, and every creature knows the sound of his roar. America is the lion, king of the world. America is on the top of the political food chain, and every country knows the sound of America's language.

II. English is one of the most widely spoken world languages. Most countries teach English from elementary through high school in addition to their native language. However, most American students are only required to take one to two years of any foreign language to graduate from high school. III. Although America expects other countries to be fluent in English, we don't try to make our students fluent in any other language. In fact, from the results of my survey only one person in this class is fluent in a second language. That person is not me, but I am majoring in education and minoring in Spanish. IV. I plan on becoming a bilingual teacher because I know that learning a second language in school is beneficial. V. For the next few minutes I will define the meaning of beneficial and address how learning a second language in school fits those definitions.

**Transition Statement:** So what are the benefits for the lion to learn the grunt of the gorilla, the hiss of the cobra, or the whistle of the zebra?

**Body I.** Let's take a look at three definitions for the term beneficial. A. Beneficial means that it enhances your communication skills. B. Beneficial means that it expands your perception of culture and the world. C. Beneficial means that it offers more career opportunities.

**Transition Statement:** Now I'll talk about how the lion's communication skills will benefit from learning the grunt of the gorilla. II. Learning a second language in school is beneficial because it enhances your communication skills. A. Some parents may become disgruntled if their child were to be required to learn two languages simultaneously. It is often argued that they will not be as good at speaking English if they are not only focusing on it. 1. According to Cathy Thompson a child development professor at LB, at first a child learning two languages will be less developed in his or her communication skills, but only by about four months. In the long run it does not negatively affect the child's skills in English or their second language.

2. Because they are stimulating lateralization between the two hemispheres of the brain, they are actually using more of their brain and will later be able to access long term memory better. B. In most cases, students who learn a second language often improve their written and oral grammar in their first language as well. I'll give you a testimony to this. 1. My best friend is Hispanic; both of her parents are from Mexico and did not even go through public education after the fifth grade. Needless to say, she was raised speaking Spanish, and incorrect Spanish at that. 2. When we got to high school, they required her to take Spanish even though she was fluent in both Spanish and English. After a while of taking Spanish classes, the teacher noticed a lot of improvement in her grammar and vocabulary, while improving in literature classes as well. I also noticed that she had much better English grammar and didn't use so much slang.

**Transition Statement:** Now let's see how learning the hiss of the cobra would help the lion gain another view of how things work. III. Learning a second language in school is beneficial because it expands your perception of culture and the world. A. When learning a second language, one must also learn the culture to understand basic grammar, idioms, and the way they think. 1. By learning the different culture behind that specific language you begin to understand how they live and think. By doing so you gain another way of viewing how the world works. 2. Take the lion and the cobra for example. If the lion could see how it was to live like a cobra, he would understand how scary it is to always be on the ground, and how at times it needs to attack in defense. Quite different than the lion's view of life, always prowling and looking for the weaklings, never fearing for his life. B. From the survey I handed out, it was brought to my attention that some people are concerned that if students learn another language and culture, they may like it more and desire to leave the United States. Does the lion want to live like the cobra? No way! 1. Well, let's think about this, when things are the way you like it, you're going to stay there. Just by knowing, you can better appreciate how others get by. If Americans are going to leave, it is because of something more appealing to them, not language. Even now, Americans are more than willing to leave the United States whether they know the language nor not. 2. According to Jay Tolson's article, "A Growing Trend of Leaving America", by some estimates three million citizens become expatriates a year. They have several reasons including better Medicare and more entrepreneurial opportunities. Often, knowing a second language is not the most important factor in Americans' decisions to live abroad.

**Transition Statement:** Now let's turn our attention to the variety of options a lion has that knows the whistle of the zebra. IV. Learning a second language in school is beneficial because it offers more career opportunities. A. By learning a second language, you are more available for traveling or relocation for different types of jobs. B. Often times, it is much easier to land a job if you have some knowledge of a second language. And most companies will offer a higher salary to an employee fluent in a second language. And most companies will offer a higher salary to an employee fluent in a second language. 1. In an article from Teaching Matters, it states that "A study conducted by Michel Thomas Language Centre in Britain showed that speaking a second language could increase an average worker's salary by \$3,000 a year or \$145,000 in a lifetime." C. Although bilingual education offers many better career opportunities, there is still the question of initial cost. Our school budgets are already stretched pretty far. How could we afford that kind of national system with the economy how it is right now? 1. As stated in "Ten Common Fallacies about Bilingual Education", the high cost of bilingual education is one of the common fallacies. 2. "A study commissioned by the California legislature examined a variety of well implemented program models and found no budgetary advantage for English-only approaches,. a. The incremental cost was about \$175-\$214 for bilingual and English immersion programs, as compared with \$1,198 for English as second language "pullout" programs. b. The reason was simple: the pullout approach requires additional teachers and the others do not."

**Conclusion** I. Now, I'll wrap it up. II. I have defined the term beneficial and discussed how learning a second language in school enhances communication skills, expands perception of the world, and offers more career opportunities. III. So, for all these reasons, it is clear that learning a second language in school is beneficial. IV. America is the lion, the king of the jungle. But sometimes Americans get bored with the same old thing and just want to talk with the gorillas, cobras, and zebras of the world.

### Works Cited

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