



# PERSUASIVE COMMUNICATION BOOTCAMP

JULY 10 – JULY 13, 2023 | Instructor: Edward Schiappa | [professional.mit.edu/pcb](https://professional.mit.edu/pcb)

*Note: All times are US Eastern Daylight Time. Schedule is subject to change.*

## MONDAY, JULY 10

### EFFECTIVE PERSUASION I: THE PUBLIC SPEAKER

9:00-9:30 AM	Intros, Logistics, Program Overview
9:30-10:30 AM	Lecture: Persuasive Presentations
10:45-11:00 AM	BREAK
11 AM-12:00 PM	Introduction Exercise
12:00-1:00 PM	LUNCH BREAK
1:00-2:30 PM	Performing Credibility Lecture & Exercise
2:30-2:45 PM	BREAK
2:45-4:15 PM	Best Practices in Slide Presentations
4:15-4:45 PM	One-on-One Diagnostic Meetings

## TUESDAY, JULY 11

### EFFECTIVE PERSUASION II: THE MULTI-MEDIA SCITECH SPEAKER

9:00-10:30 AM	Persuasion Theory in a Digital Age (plus exercise)
10:30-10:45 AM	BREAK
10:45 AM-Noon	Presentations in Digital Media (plus exercise)
Noon-1:00 PM	LUNCH BREAK
1:00-2:30 PM	Introduction to Data Visualization (plus exercise)
2:30-2:45 PM	BREAK
2:45-4:00 PM	“Would You Rather” Speech Exercise
4:00-5:00 PM	One-on-One Diagnostic Meetings



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## WEDNESDAY, JULY 12

### ADAPTING MESSAGES & MEDIA TO AUDIENCES

9:00–10:30 AM	Adapting Messages to Audiences
10:30–10:45 AM	BREAK
10:45–Noon	Message Adaptation Exercise
Noon–1:00 PM	LUNCH BREAK
1:00–2:30 PM	Cultural Differences (Guest Speaker Dr. Bhaskar Pant)
2:30–2:45 PM	BREAK
2:45–4:15 PM	Intercultural Adaptation Group Exercise (Schiappa)
4:15–5:00 PM	One-on-One Diagnostic Meetings

## THURSDAY, JULY 13

### ADAPTING MESSAGES & MEDIA TO AUDIENCES

9:00–10:30 AM	Visual Persuasion (plus exercise)
10:30–10:45 AM	BREAK
10:45 AM - Noon	Scientific & Technical Communication Challenges
Noon–1:00 PM	LUNCH BREAK
1:00–2:30 PM	Persuasion as Gaining Compliance
2:30–2:45 PM	BREAK
2:45–3:45 PM	Compliance Gaining Exercise
4:00–5:00 PM	Certificates Awarded, followed by optional final one-on-one diagnostic meetings