

Syllabus of discipline
"Oratory skills of a scientist"

At all	3 credits / 90 hours
Level of higher education	The third «Doctor of Philosophy»
Semester, Academic year	2 Semester \1 Academic year
Days, time, place	according to the schedule Department of Social Sciences
Teachers	Ph.D., associate professor Sikorska O.O. Ph.D., senior teacher Shanina O.S.
The language of learning	English
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workplace	Office of the Department of Social Sciences, 13 Olhiivska St.
Consultations	According to the schedule of the Department of Social Sciences (Thu 14.00-16.00; Sat 10.00- 14.00)

COMMUNICATION

full-time education, Viber, Zoom, Teams

ANNOTATION OF THE COURSE

The subject of study of the academic discipline is the history of rhetoric, formation and development of oratorical art from ancient times to the present, rhetorical laws, theory of eloquence, strategy and tactics of oratorical activity. Oratorical skill helps to learn how to deliver various types of speeches, conduct a discussion, conversation, meeting. The subject of the study of modern rhetoric is the general regularities of language behavior, which are revealed in various situations of communication. Modern rhetoric contributes to the formation of linguistic personality; search for optimal methods of communication; improvement of mechanisms of mutual understanding of communication participants.

Prerequisites: it is based on the knowledge of the Ukrainian literary language, history of Ukraine and Ukrainian culture, psychology acquired during studies at a higher education institution.

Post-requisites: consolidates and improves knowledge of the professional language of a doctor, with the prospect of using the acquired knowledge in professional activities; continues to form language competence, communication skills of future specialists and contributes to the formation of a nationally conscious personality.

The goal: it consists in mastering the basic knowledge of classical and modern rhetoric as a science of thought-speech activity aimed at persuasion and the achievement of goals in the process of language communication. The purpose of the

course also involves deepening knowledge of the basics of forming practical skills of rhetorical speeches in various communicative situations.

The main tasks of the discipline "Oratory skills of a scientist": to analyze samples of speeches of prominent speakers of the past and present and to master the technique of delivering oral speeches in order to learn rhetorical terminology. To develop in graduate students the skills of attentive and critical attitude to their speech and social language practice, mastering the practical skills of constructing spoken texts and their analysis. As well as the formation of a linguistic personality; search for optimal methods of communication, improvement of the mechanisms of mutual understanding of communication participants, formation of a national-linguistic personality, communication skills of future specialists, studying the peculiarities of the professional language.

Expected results:

To know:

- theoretical information about the life and oratorical activities of famous rhetoricians of the past and present;
- basic rhetorical laws;
- types and genres of public speeches according to the purpose of speech and scope of application, features of their creation and delivery;
- basic requirements for oral public speaking;
- requirements for each stage of work on the speech;
- requirements for the speaker and peculiarities of keeping the listeners' attention.

To be able:

- to produce one's own public performances of various genres and types (according to the purpose of broadcasting, according to the scope of application);
- conduct dialogues on specific topics.
- to analyze in detail the text of a public speech listened to or read.
- conduct an extended monologue (lecture, report, report on professional issues);
- to have the ethics of a speaker;
- select language means depending on the communication situation and the genre of public speech;
- adapt the text in accordance with the target instruction and the level of training of the listeners.
- to apply the speech technique, which contains the optimal rhythm and the appropriate pace of speech;
- to have a clear and clear articulation of sounds, voice dynamics and intensity, melodic speech, conscious skills of setting a logical emphasis;
- conduct a correct dispute ethically;
- use strategies and tactics to create and deliver lectures;
- deliver scientific reports and messages;
- model professional actions;
- to self-analyze the results of one's own actions;
- to manage the audience, using verbal and non-verbal methods of scientific presentation, including electronic, apply language design methods.

COURSE DESCRIPTION

Forms and methods of teaching The course will be presented in the form of seminar classes (40 hours) and organization of students' independent work (50 hours). Consultations are individual.

When conducting seminar classes, the following methods are used: diagnosis (conversation, observation, testing, creative and independent works); informing (demonstration, counseling, story, group training, final test control); independent work (research of scientific and informational sources); practical work (performance of training exercises and tasks); development of creative activity (language exploration); operational method (business games, self-criticism, solving communicative situations).

Content and structure of the discipline

Theme 1. The subject of oratory.

Definition of oratorical skill. Modes of public speaking. Oratory and "will to power". General characteristics of sections of public speaking.

Theme 2. Invention.

The concept of the speaker's strategy. Types of preparation for public speaking. Sources of finding material. Topeka Argumentation and criticism. Structure and types of argumentation. Concept of criticism and its types. Types of arguments. Audience modeling.

Theme 3. Disposition.

Introduction to the speech. Body. Ways of presenting the material. Typical mistakes in argumentation and criticism. Completion of the speech.

Theme 4. Elocution.

Forms of speech influence. Rhetorical figures. Trails. Topic.

Theme 5. Memory Action

Ways of memorizing a speech. Intonation. Breathing technique and speech technique. Compositional parts of speech.

Theme 6. Image of the speaker.

The image of the audience. Overcoming audience resistance. Rhetorical ideal. Analysis of public speaking.

Theme 7. Effective language communication.

Listening as a prerequisite for competent speech: reflective and non-reflective listening. Speaker and audience. Classification of public speaking. Contact with the audience. Taking into account the characteristics of the audience.

Theme 8. Tactics of persuasion.

The main types of persuasion. Influence on the subconscious Tactics of persuasion. Types of interlocutors. Rhetorical methods. Speculative techniques.

Theme 9. Psychological principles of influencing a person during communication:

- principle of contrast; - the principle of mutual exchange; - the principle of social proof; - the principle of commitment; - the principle of similarity.

Theme 10. Conflict in business communication.

The concept of conflict. Typology of conflicts. Causes of conflicts. The structure of the conflict. Conflict dynamics. Strategy of behavior in a conflict situation.

Theme 11. Non-verbal means of influence

The speaker's non-verbal means. Kinetic features of non-verbal communication. Gestures and postures. The ability to fake the language of movements. Mimicry Takesika Visual contact. Proxemic features of non-verbal communication.

Theme 12. Zones and territories.

Personal territory. Zonal spaces and their practical use. Zonal spaces of different nations.

Theme 13. Form of argumentation.

The concept of the form of argumentation. The concept of deductive reasoning. Deductive reasoning. Forms of deductive reasoning. The concept of plausible reasoning. Plausible argumentation. Forms of inductive reasoning.

Theme 14. Rules for building inductive argumentation.

Forms of reasoning by analogy. Rules for building argumentation by analogy. Algorithm for determining the form of argumentation.

Theme 15. Rules and mistakes in the dispute.

The rule of freedom. The burden of proof rule. The rule of relevance of argumentation. Dispute settlement rule. Typical mistakes.

Theme 16. Methods of influence in disputes.

The concept of receiving influence in a dispute. Correct and incorrect techniques. Techniques of linguistic influence. Sophisms in disputes. Tactical techniques of influence in disputes.

Theme 17. Psychological methods of influence in disputes.

Non-verbal techniques of influence in disputes. Components of non-verbal communication. The language of poses and gestures. The language of facial expressions. The language of space.

Theme 18. Effective language communication.

Listening as a prerequisite for competent speech: reflective and non-reflective listening. Practical rules of persuasion.

Theme 19. Tactics of persuasion.

Psychological principles of influencing a person during communication. The speaker's non-verbal means.

Theme 20. The concept of the speaker's strategy.

Types of preparation for public speaking. Sources of finding material. Topeka Argumentation and criticism. Structure and types of argumentation. Concept of criticism and its types. Types of arguments. Audience modeling.

List of recommended literature

1.Ораторська майстерність : підручник / Р.С. Кацавець. – вид. 3-тє, доповн. – Київ : Алерта, 2021. – 250 с.

2.Ораторська майстерність : підручник / Р.С. Кацавець. – 2-ге вид., доповн. – К. : Алерта, 2018. – 216 с.

3.Основи ораторської майстерності: навчальний посібник / Серета Н. В., Квасник О. В. – Харків : НТУ «ХП», 2019. – 304 с.

4.Серета Н. В. Основи ораторської майстерності: навчальний посібник / Серета Н. В., Квасник О. В. – Харків : НТУ «ХП», 2019. – 304 с.

5.Риторика : підручник / Зоряна Куньч, Галина Городиловська, Ірина Шмілик. - 2-ге вид., допов. - Львів: Видавництво Львівської політехніки, 2018. - 496 с.

6.Риторичний практикум: навчальний посібник / З. Й. Куньч, Г. П. Городиловська, Я. Б. Турчин, О. Г. Литвин, Л. В. Харчук, Н. І. Голубінка, Т. Я. Конівіцька, І. Б. Ментинська. – Львів: Видавництво Львівської політехніки, 2018. – 212 с.

CONTROL AND MARKS

Control measures include current and final control. Evaluation of the success of studying each topic of the discipline is carried out according to a traditional 4-point scale.

The current academic performance is calculated as the average current score, i.e. the arithmetic average of all grades received by the graduate student on a traditional scale, rounded to 2 (two) decimal places, for example 4.75.

Assessment of current discipline control:

The value of the grade "excellent": the graduate student shows special creative abilities, knows how to acquire knowledge independently, finds and processes the necessary information without the help of a teacher, knows how to use the acquired knowledge and skills to make decisions in non-standard situations, convincingly argues answers, independently reveals his own gifts and inclinations.

The meaning of the grade "good": the graduate student has a good command of the studied material, applies it in practice, solves exercises freely and performs tasks in non-standard situations, independently corrects the mistakes made, the number of which is insignificant.

The value of the assessment is "satisfactory": the graduate student reproduces a significant part of the theoretical material, demonstrates knowledge and understanding of the main provisions; with the help of the teacher, he can analyze the educational material, correct errors, among which there are a significant number of significant ones.

The value of the assessment is "unsatisfactory": the graduate student has mastered the material at the level of individual fragments, which constitute a small part of the educational material.

Only those graduate students who have no academic debt and have an average score for the current educational activity of at least 3.00 are admitted to the final certification.

Forms and methods of final control:

The final control is carried out after its completion.

The form of final control in the academic discipline is the assessment.

The average score for the discipline is translated into a traditional evaluation of the discipline on a 4-point scale and is considered as the ratio of this arithmetic average to the percentage of assimilation of the required amount of knowledge in the given subject.

Average score for the discipline	The ratio of the graduate student's average score for the discipline to the maximum possible value of this indicator	Evaluation of the discipline on a 4-point scale (traditional evaluation)
4.45- 5.0	185-200	5

3.75-4.44	151-184	4
3.0-3.74	120-150	3
<3.0	120-0	2

Independent work of graduate students

The independent work of graduate students, which is provided for by the subject of the class together with the classroom work, is evaluated during the current control of the topic in the corresponding class. Mastery of topics that are presented only for independent work is checked in the last lesson.

COURSE POLICY

Deadline and Rescheduling Policy: Tasks are completed on time according to the deadline. For untimely completion of the assignment, the graduate student receives an unsatisfactory grade. Reassignment is carried out in accordance with the approved practice schedule.

Observance of academic integrity by students of education involves: independent performance of educational tasks (for persons with special educational needs, this requirement is applied taking into account their individual needs and capabilities). The use of prohibited auxiliary materials or technical means during control measures is unacceptable in educational activities for participants of the educational process. For violations of academic integrity, students may be held academically liable: reduction of assessment results; retaking the assessment.

Attendance and Tardiness Policy: Class attendance is mandatory. At the beginning of the class, the presence of graduate students is checked. The consequence of not attending class is mandatory further study of the topic. A graduate student is allowed to be late for no more than 10 minutes.

Mobile devices: Used for educational purposes only with instructor permission.

Behavior in the audience: while in the audience, the following are important: respect for colleagues; tolerance for others; receptivity and impartiality; the ability to disagree with an opinion, but respect the personality of the opponent (during the discussion); thorough argumentation of one's opinion; compliance with the ethics of academic relationships.