

Name: \_\_\_\_\_ Date: \_\_\_\_\_

## Answer Key: Shark Tank Persuasion: Pitching with 8th Grade Public Speaking Savvy

Your students step into the spotlight to analyze rhetorical appeals and stage presence, moving from nervous jitters to boardroom-ready delivery techniques.

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**1. A speaker begins their presentation by sharing a startling statistic about ocean pollution to grab the audience's attention. Which part of the speech structure is this?**

**Answer:** B) The attention-getter

The attention-getter (or hook) is the opening hook designed to engage the audience immediately, often using a quote, statistic, or anecdote.

**2. In a persuasive speech, a student cites a Harvard professor to support their claim. Which of Aristotle's rhetorical appeals are they primarily using?**

**Answer:** C) Ethos

Ethos is an appeal to authority or credibility. By citing an expert from a prestigious institution, the speaker builds trust with the audience.

**3. Which of the following best describes the 'extemporaneous' style of speaking often required in advanced classroom presentations?**

**Answer:** D) Speaking from a prepared outline or notes with a conversational tone.

Extemporaneous speaking involves careful preparation and an outline, but allows the speaker to choose their exact wording in the moment for a natural delivery.

**4. During a presentation, a speaker uses hand gestures to emphasize key points and moves purposefully across the stage. This is an example of which delivery skill?**

**Answer:** B) Non-verbal communication

Non-verbal communication includes body language, gestures, and movement, which enhance the verbal message and keep the audience engaged.

**5. What is the primary purpose of a 'call to action' at the end of a persuasive presentation?**

**Answer:** B) To provide the audience with a specific task or change in behavior.

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A call to action moves the audience beyond just listening by giving them a clear next step or objective to follow through on the speaker's message.