

W e e ... g ... ee ... gfg a . g ga ... a . g . g ce a ea , . e ... ga . ag g ... e be g eade fg a . g ga ... a . g , g
g ... g g e - g - g e ... a . g . g d d gb , g a e de . eg ... ga d ... g . a abe ... fg ... e a d d e e . gfe ... g a
g g ... e . Ta ... g e ... e g dgc ... e a d e ec g ... a g ' e ea , ed , a d g ... g e ... a ea ... cab e ...
a . g ... e ... g , ca ... e ... g a . c a e g ... a e ga g e . a . c g g , e ... g e g cg abg a g .

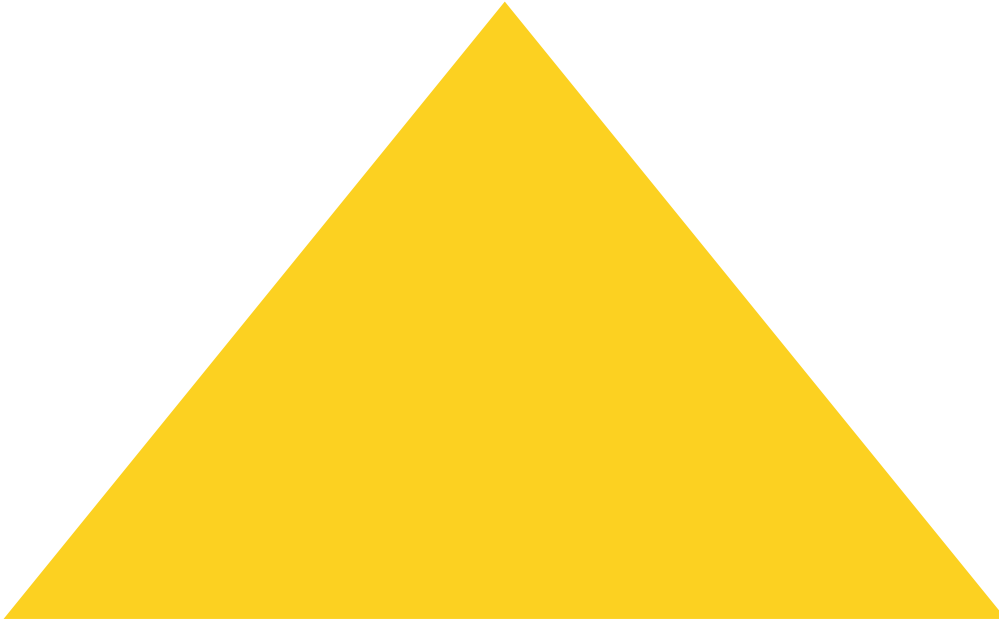
The Rhe orical Triangle

Hg g ... e . e . g . ef (a . e . ea . e) , e a g age , cg ... ca . g fg a , a d a g c g g e g . g . g (e
e . . age) ... c a . ge , de e . d ... g g ... g g a e add e g (' e a d . e . ce) .

I . g de g , g e g ... g g be . cg . ec ... d . e e . eg e a d g ga . a . g . , g e fg a d e . ce a a ... b
e . ea c ... ga g ca . abg ... e ... a ... ed a d cg gbg a ed , fac -ba . ed a e ... a . g ... g -ba . ed , g ce .

Hg dg g ... e . e . g . ef ? Dg g ... a . g be
... ee , ... a . a e . ea c e , a a e e , a ... e , ec ?

SPEAKER



AUDIENCE

MESSAGE

W ga e g ... g g cg . ec g , a d a ...
... g a . g e ?

W a a e e g ... g a . ece . gf ... fg a . g
a g ... g . g . a d ... a fg , g e ,
a d . e ?

SAMPLE: D...g Yg, Wg, a, d
Accg ... e ... Va g. Se ...g.

What did I do?

These could be your clubs, organizations, major accomplishments, etc.

Be as specific as possible about exact tasks performed and contributions to projects.

| | | |
|---|--|--|
| My audience: | | |
| My audience is looking for/cares about: | | |
| <p>What did I do? <i>These could be your clubs, organizations, major accomplishments, etc.</i></p> <p><i>Be as specific as possible about exact tasks performed and contributions to projects.</i></p> | <p>What were the specific skills I used or developed for this? <i>What did you learn from doing that task, or completing that project?</i></p> <p><i>Maybe this is an industry-specific tool, or maybe this is a broader tool about communicating with and working with others.</i></p> | <p>Why does my audience care about these skills? <i>As your audience changes, so will the responses in this box.</i></p> <p><i>If today you don't have a specific audience, practice this exercise with different potential audiences that you can imagine.</i></p> |
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