Listening – Benchmark 10

III. Getting Things Done

• Understand content, values and assumptions in communication intended to influence or persuade.

- Identifies values and assumptions, where obvious, from stated and unstated clues.
- Identifies discourse indicators signalling introduction of contrasting information, opposing views, illustrations/examples, unexpected turns.
- Identifies cohesion links (such as phrasal links) across utterances.
- Identifies and separates feelings, information and facts.
- Analyzes and critically evaluates information based on a set of internal or external criteria or standards.
- Demonstrates strengths and limitations typical of Listening Benchmark 10, as listed in the Profile of Ability.

Sample Tasks

Listen to a persuasive presentation (such as to a council, committee, commission) to identify, analyze and evaluate stated and unstated values and assumptions.

Listen to evaluate an academic argument in which the speaker tries to persuade the audience with evidence from research.

Listen to critically evaluate a persuasive presentation on future steps for your organization.

IV. Comprehending Information

• Understand complex expository or argumentative exchanges or discussions between several speakers.

• Understand extensive lectures or presentations.

- Identifies discourse formats for different purposes.
- Identifies detailed factual information and implied meanings.
- Comprehends pro and con arguments.
- Extracts relevant details from discourse that includes irrelevant or distracting information.
- Follows the logical line of argumentation in support of a conclusion.
- Identifies thematic organization of sub-parts of presentations and lectures (such as patterns for narrating, reporting, describing, arguing a point, expressing results and consequences).
- Recognizes fallacies.
- Separates facts from opinions in arguments to evaluate credibility/validity.
- Identifies different parts of an argument and logical relationships between parts of discourse.
- Demonstrates strengths and limitations typical of Listening Benchmark 10, as listed in the Profile of Ability.

Sample Tasks

Listen to a professional development presentation about a topic in own field to summarize the information for a colleague.

Listen to an academic lecture to take detailed notes of the information presented.

Listen to evaluate the pros and cons of a management proposal to reduce the workforce.

As part of a hiring committee, evaluate the interviews of 4 candidates for an entry-level position. Select the best person for the job.