**Chapter 23: Business and Professional Speaking**

**Discussion Questions**

1. Identify your long-term professional goals, generate a list of questions that you will ask a person who currently works in that field (or position).
2. Create a list of questions that you might ask during an interview to a potential employer. Evaluate the overall quality of those questions using the tips that are identified in your text.
3. Locate a sales pitch on YouTube or in a movie. Evaluate and discuss the required or key elements that are present.
4. Prepare a 2-3 minute sales pitch that endorses a service or topic that would be of interest to your colleagues.
5. What are some characteristics of effective and ineffective training sessions?