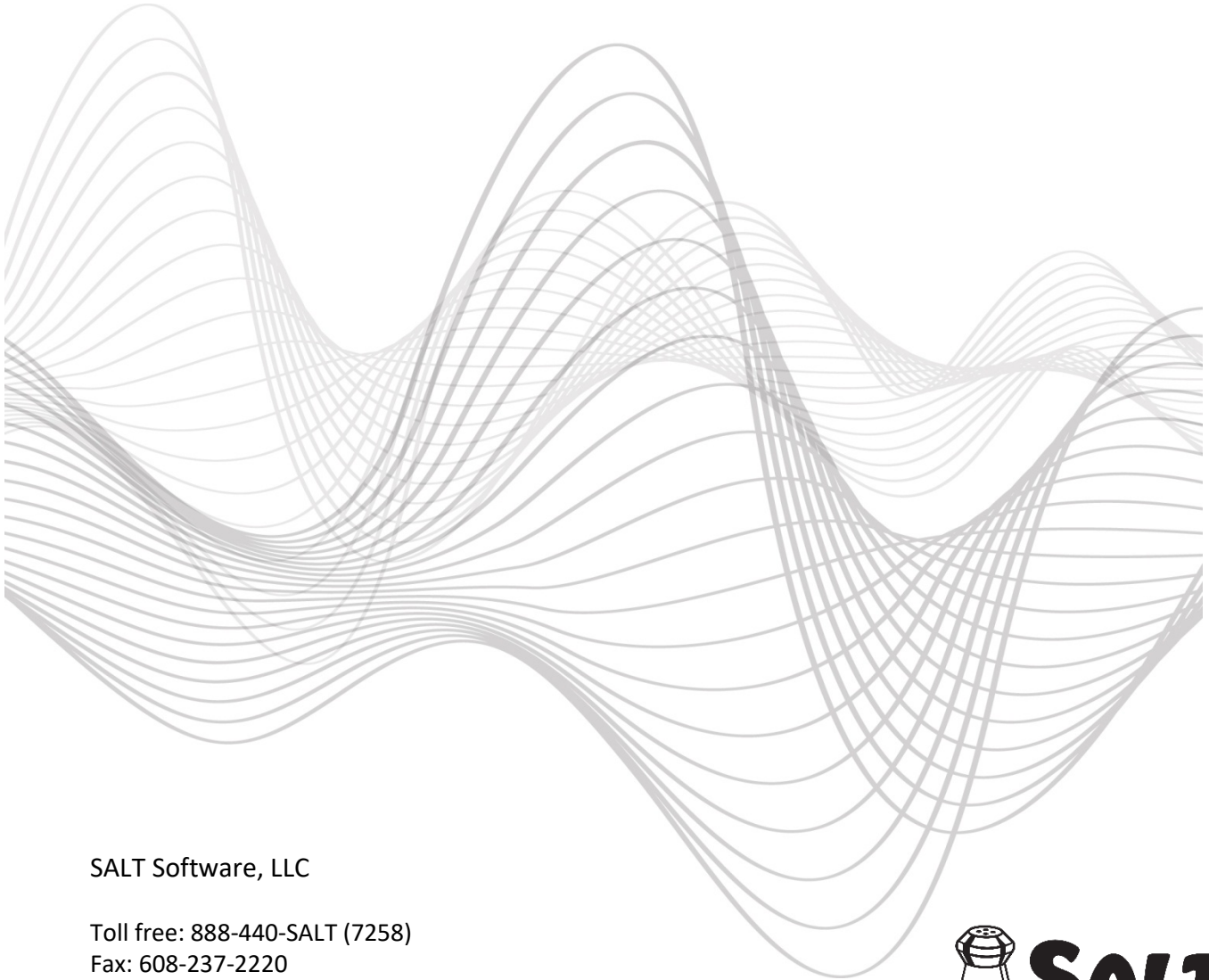


STEP-BY-STEP EXERCISE

Persuasion Scoring Scheme (PSS)



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PSS

In this exercise you will apply the Persuasion Scoring Scheme (PSS) scores to the transcript “Geoff PERS” and compare his PSS to selected samples from the [Persuasion](#) reference database.


A. Start SALT



The SALT program begins with the Getting Started window. Click **Close** to close the dialogue box.

B. Persuasion Scoring Scheme (PSS)

1. Open the “Geoff PERS” transcript.

- Click the open icon  or select **File menu → Open...**
- Select the transcript file “Geoff PERS” and then click the **Open** button.

The “Geoff PERS” transcript is displayed on your screen. Geoff is 17;6 years old and is in the 11th grade. He is persuading his principle to change the starting time of school.

2. Introduction to PSS

Persuasion Scoring Scheme (PSS) assesses the structure of a persuasive argument, a critical language skill in secondary curriculum, using a scoring rubric consisting of seven essential characteristics of a coherent persuasion. These characteristics include: 1) issue identification, 2) supporting reasons, 3) other point of view, 4) compromises, 5) conclusion, 6) cohesion, and 7) effectiveness. The first five characteristics correspond to topics from the student planning sheet used when eliciting samples for the Persuasion database.

Each characteristic receives a scaled score 0-5 or NA (not applicable). Five (5) points are given for “proficient” use, 3 points for “emerging” or “inconsistent” use, and 1 point for “immature” or “minimal” use. Scores of 2 and 4 are used for intermediate performance. A score of 0 is given for student errors (e.g., not covering topic, not completing/refusing task, student unintelligibility, abandoned utterances). A score of NA (non-applicable) is given for mechanical/examiner/operator errors (e.g., interference from background noise, issues with recording (cut-offs, interruptions), examiner quitting before student does, examiner not following protocol, examiner asking overly specific or leading questions rather than open-ended questions or prompts). A composite is scored by adding the total of the characteristic scores. Highest score=35.

3. View the PSS scoring guide.

- Select **Help menu → Online Resources → Scoring Guides**. The web page containing the scoring guides should open in your browser.
- Select **PSS Scoring Guide**. Look through the scoring guide.

4. Insert PSS plus lines at the bottom of the transcript.
 - Select **Edit menu** → **Insert Template** → **Persuasion Scoring Scheme**. The seven PSS plus lines are inserted at the bottom of your transcript.
5. Assign PSS scores.
 - Read the transcript and decide on the PSS scores (0-5). Don't worry about the accuracy of your scoring at this time. You will improve with practice and familiarity.
 - Type your seven PSS scores (0-5 or NA) at the end of the appropriate PSS plus lines.
 - Two independent coders from the SALT transcription lab assigned the following scores:
 - + IssueID: 3
 - + SupportReasons: 3
 - + PointOfView: 2
 - + Compromises: 5
 - + Conclusion: 3
 - + Cohesion: 3
 - + Effect: 2
6. Summarize the PSS Scores
 - Select **Analyze menu** → **Persuasion Scoring Scheme** from the Macro Analysis section of the menu. The PSS scores are listed.
 - The PSS Composite Score at the end of the report is the sum of the individual scores.
7. Compare PSS Scores to samples from the Persuasion database.

The Persuasion Scoring Scheme (PSS) scores were applied to all of the samples in the Persuasion database.

- Select **Database menu** → **Select Database Samples and Settings**. You are presented with the "Select Database Samples" dialogue box.
- The Persuasion database is pre-selected based on the +Context line in Geoff's transcript. If any other database is selected, click the **Select Database** button and select this database.
- STEP 2: Select age, grade, and/or gender criteria.
 - Look at the criteria selections. The **Age match** is set at plus or minus 6 months. Geoff's age is 17;6. The database participants must be in the age range of 17;0 to 18;0 to be included.
 - Click **Find Matched Samples** and notice that 45 samples were matched by age.
- STEP 3: Select method used to equate samples by length.
 - The PSS scores are based on the 45 age-matched samples selected in STEP 2. Other measures,

- however, are affected by this selection. Keep the default, **Same number of total words**.
- Click **Find Equated Samples**.
 - When presented with the list of matching samples, keep the first selection, **25 samples – 444 words**, and press **OK** to close the dialogue box.
 - Press **OK** to keep these selection criteria.
 - Select **Database menu → Persuasion Scoring Scheme** from the Macro Analysis section of the menu.
 - When prompted to select what the report is based on, select **Entire transcript** (*the only choice*) and click **OK**. There is a delay while the database samples are scanned.
 - Look at the distribution of Geoff's PSS scores compared to his age-matched peers.
8. Close all open windows but do not save the changes to Geoff's transcript.
- Select **Window menu → Close All**. When prompted to save the transcript, select **No**.

C. Exit the SALT Program

- Click the **X** in the upper right-hand corner of the program window or select **File menu → Exit**.

