

or, if they did, have failed to adequately address the issues that were raised. She will present alluring considerations for the adjudicator to reflect on when pondering what the debate was really about, and to whom, and for what reasons, victory should be awarded. She will reinforce the narrative that has run through her side—the perspective that the adjudicator should adopt on all of the issues that have been presented.

- *Leave an impression.* The final few sentences of both concluding speeches are important because they will be the last statements the adjudicator hears before she considers who has won. These final remarks provide the opportunity to place an idea firmly in the mind of everybody listening. The last speaker should finish with the clearest, most engaging, perspective-reinforcing remarks she can muster.

Your hope is that, because we tend to best remember the most recent thing we've heard, your last sentences will prove to be the adjudicator's starting point for interpreting the debate. For example, the final sentences of the last Negative speech might be "Because we have demonstrated that the proposition's plan is both economically reckless and politically naïve, their case must fall. I urge you support the Negative."

Another tactic takes the strategy a little further and actually asks a question, "The Affirmative's case has shown scant regard for the rights of the individual or the freedoms of society as a whole. Madam Chair, would you wish to live in such a society?"

Giving the audience a sense of how they *feel* about a particular idea can be just as persuasive—if not more so—than guiding how they *think* about it. The closing Affirmative speaker wants to engender certainty, a sense that all of the questions about the case have been answered and a sufficient number of practicalities considered so that the adjudicator should support the Affirmative's proposal. The final Negative speaker, by contrast, may want to leave his audience with a nagging sense of doubt that everything is not quite right with the Affirmative proposal. The final few words in their speeches—both the words themselves and the manner in which they are delivered—are a powerful tool for achieving those goals.

Summation Speeches

Because summation speeches are a continuation of the main debate, some of the speech will work in much the same way as middle speeches: particularly rebutting the previous speaker. However, for the bulk of the speech, rather than developing new arguments based on primary evidence (evidence from outside the debate), the speaker will use what might be termed "secondary evidence," the speeches of the other debaters, to win