

speakers, and so on, specific arguments or styles might hold their attention, and it's worth remembering and catering to that fact. Some might not like rapid speaking or may prefer specific kinds of arguments. If you're speaking further into the debate, pay attention to the ideas and actions that seemed to make the adjudicators take particular notice.

In practical terms, this means looking at the adjudicator throughout the debate. A judge may give you nonverbal clues that can offer some insight into what she is thinking. For example, she may nod her head in agreement with an argument or circle her pen involuntarily—indicating that she's heard enough of the argument and you should move on. Look at the judge's body language even when your opponent is speaking. It may provide valuable indications of how she is evaluating the round. Obviously, you cannot base your case on what the judge is thinking, but where you can adapt to her, you should.

Helping the Adjudicator

Your job is not to persuade the other side. Your audience is the adjudicator who is standing in for the world at large. Your primary goal is to make the adjudicator's job easy; she should have no problem determining that your team was most persuasive. The best (and easiest) way to do this, of course, is for you to do your job well. Speeches that are poorly structured are hard to follow. If a speech can't be heard, an adjudicator can do only so much to give it marks. With the best will in the world, it's harder to pay attention to a monotonic speaker than one who varies pitch and tone. Speeches that quickly address the major themes in the debate are more engaging; clear and incisive summations help the adjudicator understand the issues. In essence, the adjudicator's task is to be persuaded. You make that a great deal easier by being persuasive.

ROADMAPPING

One of the best ways to help the adjudicator follow your speech is to roadmap it. This tells the judge the order in which you will present your major arguments. Roadmapping allows the adjudicator not only to jot the points down and check them off as you go but also, at a very practical level, to structure her notes in a way that makes them easy for her to review later. If you tell her, quite explicitly, "I'm going to examine why the economic model we've heard about from Affirmative doesn't work" or "Let's take a look at the social and demographic implications of what we've heard so far," she knows what to expect and your speech becomes that much easier to follow. The clearer a speech, the clearer the notes that record it.