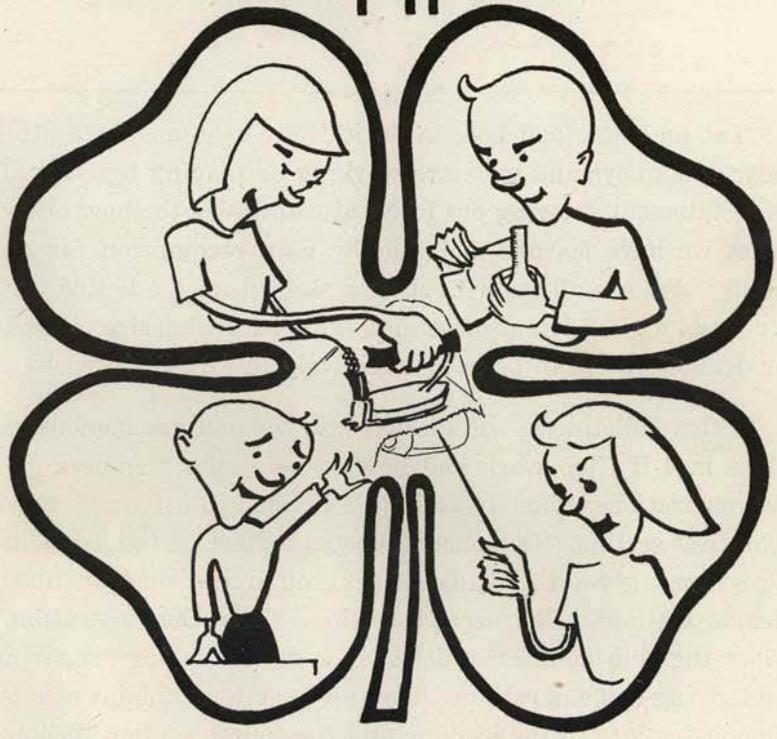


MOSCOW, MARCH, 1948

DEMONSTRATIONS the 4-H way



UNIVERSITY OF IDAHO
COLLEGE OF AGRICULTURE

EXTENSION DIVISION

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COOPERATIVE EXTENSION SERVICE IN AGRICULTURE AND HOME ECONOMICS
OF THE STATE OF IDAHO, UNIVERSITY OF IDAHO COLLEGE OF
AGRICULTURE, AND THE UNITED STATES DEPARTMENT
OF AGRICULTURE, COOPERATING

BOYS' AND GIRLS' CLUBS

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"Let me show you how to do it," is a statement we often hear when boys and girls are working or playing together. It is a statement growing out of a natural desire to show others what we have learned and thereby gain recognition for our ability. We are all eager to show a skillful way, a better way, a correct way of doing something. This natural desire to show, or demonstrate, can be used effectively in 4-H Club work.

In this bulletin we will discuss how we can use demonstrations in 4-H Club work and how to help club members give demonstrations. This discussion is divided into four sections. The first section, "Demonstrations as a Part of the 4-H Club Program," gives the leaders background information about demonstrations. The second section, "The Demonstration," gives the club member and leader suggestions for preparing and giving demonstrations. The third section explains contest demonstrations to the leaders, and the fourth section includes a list of suitable demonstration topics.

Demonstrations -- the 4-H Way

By D. E. WARREN*

DEMONSTRATIONS AS A PART OF THE 4-H CLUB PROGRAM

What is a Demonstration?

A DEMONSTRATION is an organized way of showing others how to do something. In a demonstration one works with materials, shows and explains a process, and display the finished product. Everyone gives demonstrations, such as showing how to tie a knot, sharpen a knife, or sew on a button. Club members may give simple demonstrations like these, or they may give more complicated ones.

What are the Values of Demonstrations?

To Club Members.—In 4-H Club work the “know-how” and the “show-how” are important goals. One of the best ways for club members to make sure they “know-how” is for them to “show-how” to do it.

The boy or girl who gives a demonstration learns a great deal about the subject and develops skill in handling materials. He develops poise, initiative, and a forceful personality. He learns to think, speak, and act before an audience.

When club members give demonstrations at their club meetings they teach each other and learn from each other. They also develop interest in and a sense of responsibility for the club's program.

To the Community.—When 4-H Club members give demonstrations they show the community what they have learned in their club work. They also show approved methods of carrying out agricultural and home practices and in this way contribute to the progress of the community.

Who May Give Demonstrations?

Every club member may give demonstrations at club meetings. Young members may show a simple process, such as polishing a calf's horns. More experienced members may demonstrate a complete process, such as fitting a calf for show.

A few club members will have a chance to give demonstrations at meetings of other organizations and at 4-H Club fairs. These club members should have had experience giving demonstrations at their club meetings. The following characteristics will help a club member give good demonstrations:

Through understanding of the subject to be demonstrated.
Willingness to work, take suggestions, and profit by criticism.

*State 4-H Club Leader.

Willingness to give time for practice.

Initiative and originality

Calmness in meeting emergencies.

Ability to work harmoniously with other people.

Tactfulness and courtesy.

Ability to speak clearly, distinctively, and naturally.

Friendliness and pleasantness.

How Many May Take Part in a Demonstration?

One person may give a demonstration alone, or two people may work together as a team. Some demonstrations need more than one person to give a clear idea of the process. Others need only one. For example, it might take two people to demonstrate the preparation of a complete meal. One person, however, could easily show how to prepare a single dish. In any case, it is wise to use exactly the number of people needed to give the demonstration effectively.

When and Where are Demonstrations Given?

At Club Meetings.—The club should plan for some demonstrations when they work out their "Plan of Meetings and Club Activities" at the beginning of the year. As a leader, you can always be alert for possible demonstrations during the regular club meetings. When it is necessary to show the group how to do something you may ask a club member to demonstrate how to do it. When someone does work especially well you can encourage him to demonstrate this particular activity to the other club members.

At Community Meetings.—When someone gives an especially good demonstration you may arrange for him to give it before other community groups. This gives the club member additional experience and stimulates others to learn to give demonstrations. At the same time it shows other people what club members are doing and strengthens the club program in the community.

At Fairs.—The club member, or members, who have given the best demonstration during the club year may give their demonstration at the county 4-H Club fair or achievement day. This gives them a chance to present their demonstration to more people and at the same time gives them more experience.

THE DEMONSTRATION

Club members will enjoy giving demonstrations if they start by giving short, simple one to gain confidence in themselves. As they gain experience they will want to give longer demonstrations and thus show more complete processes. Leaders can use the following suggestions in helping club members choose and give their demonstrations. Club members should study these suggestions carefully before they plan their demonstrations unless they plan to give a very short and simple one.

If you are a club member preparing to give a demonstration the first thing to do is choose the subject. This is important because some subjects are more suitable for demonstrations than others. In the back of this bulletin you will find a list of suitable topics that you might like to use. Of course, there are many others. Before you choose your topic, study the following suggestions carefully:

1. Select a subject related to your project and on a level with your ability and experience.
2. Choose a topic that will be interesting and useful to your audience.
3. Choose a demonstration that you can give within a reasonable amount of time. If you are giving a demonstration at your club meeting keep it short—2 to 15 minutes. If you are demonstrating at a meeting of some organization or at a fair, you may make it longer—10 to 20 minutes. It is very difficult to hold the attention of the audience for a longer period than this.
4. Select a topic with one main idea. The demonstration, "Preparing and Serving a Luncheon," includes too much. It could easily be two demonstrations, one on preparing the luncheon and one on serving it.
5. Select a subject that you can actually demonstrate. Do something, or make something. Do not merely show illustrations and samples of the finished product.
6. Choose a demonstration in which the audience can easily see every action and each process. You could easily show two or three people at a club meeting how to sew on a button, but if you gave the same demonstration at a larger meeting only a few people would be close enough to see what you were doing. When you need to show such a process to a larger group use enlarged samples and illustrations.

Preparing a Demonstration

To give a good demonstration you must plan and prepare it carefully. If you want to get the most value from your demonstration you will plan it yourself with the help of your leader, this bulletin, and perhaps one of your county extension workers.

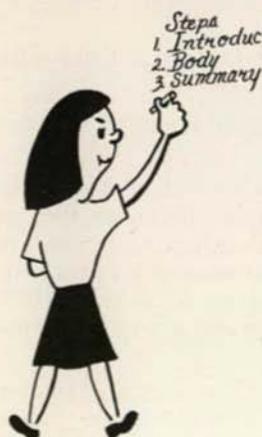


Study the Subject.—Look for new and up-to-date information. Check your information for accuracy with Extension bulletins or other reliable materials. Get as much personal experience in the subject as possible. Get your information well in mind, but do not memorize it.

Organize the Demonstration.—Make a plan showing what you are going to do and the topics

you will discuss. Decide what points you will emphasize. Make your information as complete as possible. Do not include unrelated information or experiences.

Organize your demonstration into three parts. In the introduction tell what you are going to do and why. In the body tell and show how to do it. In the conclusion tell briefly what you have done.



Plan your demonstration so that you can talk while you work and work while you talk. If you are giving a team demonstration organize it so that each member takes the lead in the demonstration at definite times. Work and explain while you are taking the lead, but when your partner has the lead quietly assist him. Plan the demonstration so that the one who is assisting will not be idle for long periods of time.

There are several different ways of outlining a team demonstration. One way is to divide a sheet of paper into two columns and head the first column "Demonstrator I," and the second column, "Demonstrator II." Then outline the work for each demonstrator in his particular column:

Demonstrator I	Demonstrator II
Introduce demonstrators	Acknowledge introduction.
Outline points to be made in demonstration.	Get out equipment to be used in first part of demonstration.
Give first part of demonstration.	Assist and get ready for second part of demonstration.
Assist.	Give second part of demonstration.
Clear away equipment and assist with conclusion.	Give conclusion; show finished product.

Make the changes from one demonstrator to the other at the end of definite steps or natural breaks in the subject matter. Either demonstrator may give the conclusion.

Another method of outlining a demonstration is to make two columns and head one of them "Work" and the other "Talk." In the "Work" column list the steps you will take in giving the demonstration. In the second column list the points you will discuss.

Work	Talk
	Introduce demonstrators
Get the material you'll need ready	Give introduction to demonstration
Go through the steps of the demonstration	Explain how and why you do each step
Clear away equipment and supplies. Show charts (if you have any). Show finished product	Give conclusion summarizing main points and answering questions

Select Equipment.—Choose good, yet inexpensive equipment that is practical in your community and easy for you to use. Be sure that you have all the equipment you need, but do not have extra equipment that you will not use. Whenever it is possible choose equipment that will make it easy for the audience to see what you are doing. For example, if you use a glass bowl for mixing a cake the audience will be able to see the batter easily.

Prepare Illustrative Material. — Clear, simple charts will strengthen your demonstration. You can use them to tell the scope of your demonstration and to emphasize your main points. When you prepare your charts use printing and pictures that are large enough for the audience to see easily. Avoid charts with too much detail or unnecessary information. Use charts that tell the story at a glance.



Choose Suitable Clothing.—Your clothing must be neat and clean and appropriate for your demonstration. For example, if you are giving a foods demonstration wear washable clothing and a hairnet or headband. If you are giving a dairy demonstration wear a white shirt and clean overalls, preferably white. Avoid elaborate clothing and accessories that will distract the audience. If you are giving a team demonstration wear clothes in harmony with your partner's.

Practice the Demonstration.—It takes practice to make a good demonstration. First, you may want to practice "doing" without talking. When you can do the work easily and well you can start talking about what you are doing. Practice your demonstration before you give it at your club meeting. Then if you are asked to give it at some other meeting or at a fair get suggestions for improving it from your club, your leader, and one of your county extension workers. After you have their suggestions work over your

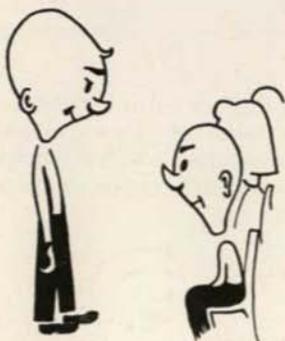
demonstration to improve it, and practice until you can give it well.

Presenting the Demonstration

Give your demonstration in a clear, orderly, and pleasant manner so that the audience will be interested and will understand what you are doing. The following suggestions will help you.

The Introduction

1. After your demonstration has been announced look your audience "in the face" and smile. Begin promptly.
2. Get the attention of your audience. Give your name, the name of your leader, and the name of your club.
3. Make the introduction snappy, interesting, and brief.
4. State clearly the purpose, or object, of your demonstration.
5. Tie up your demonstration with your club work and its importance in your community.
6. Show a lively interest in what you are demonstrating so that your audience will catch your spirit.
7. If you are assisting the speaker in a team demonstration begin preliminary work as soon as you have been introduced. Do this work in the background so that you won't take the attention of the audience from the person who is talking.
8. In demonstrations where the preliminary work is light, make the introduction short. In such cases include some of the material usually included in the introduction in the remainder of the demonstration.



The Body

1. Hold the attention of the audience by speaking slowly and distinctly and by showing what you are doing with the products and equipment. In calling attention to any article hold it up so that the audience can easily see it.
2. Present the subject clearly and completely. Show the processes in a clear, logical, and simple way. Make definite, accurate statements that everyone can understand.
3. When you make a statement that is not generally known or accepted give the source of your information.
4. Do not attempt scientific explanations. Tell how you do the work and what you actually know about it. Include your own experiences and observations as well as those of your club members.
6. Make direct statements. When you are explaining how to do

something say, "Now add the salt," or "Now I'll add the salt," rather than, "Now the salt is added," or "Now the salt has been added."

6. Do not speak of supplies or equipment by their commercial names, and do not recommend or show preference for any brand.
7. Work neatly, skillfully, and quickly. Make every move count.
8. Keep your space neat and orderly at all times.
9. When you use a table have on it only the materials that you need at a particular time. When you have finished using a piece of equipment or part of the supplies place them on a supply table in the rear. Keep the table clear so that the audience can see what you are doing.
10. Exhibit your chart at the appropriate time and in an interesting manner. Show only one chart at a time, for too many charts distract attention.
11. Arrange your equipment so that you can pick it up easily when you need it.
12. Maintain a good posture. Stand squarely on both feet.
13. In a team demonstration watch your partner's work as well as your own so that you can help him or he can help you at the proper time.
14. When your partner is talking keep in the background and pay no attention to the audience.
15. When you speak of each other during a team demonstration call each other by your given names.
16. Be a cheerful demonstrator. Keep the audience interested.

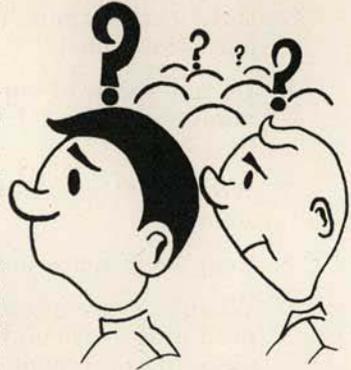


The Conclusion

1. Keep your demonstration snappy and interesting through the conclusion. You can easily spoil a demonstration by a weak ending.
2. Go over carefully the steps in the demonstration and *summarize the main points*. Use charts or posters if they will help you give a good summary.
3. Ask the audience if anyone has questions to ask about the demonstration.
4. Repeat the question before you answer it, or answer it in

such a way that the audience will know what the question was and understand your answer.

5. When you are a member of a team answer the questions about your part of the demonstration. If you cannot answer a question but your partner can, he may do so.
6. When you do not know the answer to a question, say so. Be honest. Do not bluff. If possible, tell the audience where they can find the answer, or find the answer after the demonstration and give it to the person who asked the question.
7. Invite the audience to inspect the finished product. You may distribute samples, but this is usually not necessary.
8. Bring your demonstration to a close in such a way that the audience will know that it is finished.



CONTEST DEMONSTRATIONS

The purpose of demonstration contests is to stimulate interest in demonstrations and to give club members more experience in demonstrating before a large group.

There are a few points about demonstrations that have not been mentioned, because they apply to contest demonstrations only. As a leader you will want to study these points before your club members prepare demonstrations for contests.

Preparing a Contest Demonstration

Select members who have given demonstrations well at club meetings to enter the demonstration contest at the fair. Encourage the member selected to start working on his demonstration at least 3 or 4 weeks before the fair. He needs time to prepare and practice it carefully. When he is ready to prepare his demonstration ask one of your county extension workers to help him. Ask for this help before the club member has done so much work on his demonstration that it will be difficult to change it.

After he has carefully prepared his demonstration, have him practice it until he can give it reasonably well. Teach him to watch the time and make sure that it does not take more than twenty minutes.

Entering the Contest

Each club may enter one or more *method demonstrations** at the

*A method demonstration includes working with materials, showing a process, and displaying a finished product. An illustrated talk with samples and illustrations is not necessary for demonstration contests, but may be used effectively at club meetings.

county 4-H Club fair. (Each county determines how many demonstrations may enter the county contest.) If your club has an entry notify your County Extension Agent and find out when and where the demonstration contest will be held.

Judging Demonstrations

Club members in the first and second years of club work enter the junior division. Those in third year and over enter the senior division. Each division is judged separately.

Demonstrations are judged by the following score card:

SCORE CARD FOR 4-H CLUB DEMONSTRATIONS

Subject Matter (30 points)

- | | | |
|--|----|----------|
| 1. Importance of subject matter presented as related to fundamental problems of home or farm | 12 | _____ |
| 2. Accuracy and clearness of statements made | 8 | _____ |
| 3. Completeness of information given..... | 5 | _____ |
| 4. Replies to practical questions asked by judge | 5 | 30 _____ |

Presentation (40 points)

- | | | |
|---|----|----------|
| 1. Preparation, arrangement, and use of materials in demonstration | 10 | _____ |
| 2. Ease and smoothness of procedure..... | 10 | _____ |
| 3. All steps and processes made clear..... | 5 | _____ |
| 4. Personality and manner—pleasant and business-like | 7 | _____ |
| 5. Appearance—suitably dressed. Demonstrator should wear nothing that detracts from demonstration | 3 | _____ |
| 6. Voices clear, distinct and reasonably strong | 5 | 40 _____ |

Results (30 points)

- | | | |
|--|----|----------|
| 1. Effect on the audience—did the demonstrator sell his point? | 15 | _____ |
| 2. Were finished product or principles taught good? | 10 | _____ |
| 3. Actual club practices demonstrated and enforced | 5 | 30 _____ |

Possible Score 100

Contestant's Score _____

Each demonstration is placed in the blue, red, or white ribbon group. Only a few of the best demonstrations will receive blue ribbon ratings. It takes experience and practice to achieve this rating.

Club members should not expect to achieve it the first time they give a demonstration.

As a leader, you can encourage club members who show talent to continue giving demonstrations until they become excellent demonstrators.

SUGGESTED TOPICS FOR DEMONSTRATIONS

The following list of topics are suggestions for demonstrations and are grouped according to projects:

Food Preservation

Canning equipment	Selecting containers
Testing jar rubbers	Packing fruit in jars
Canning tomatoes	Labeling jars
Making marmalade	Preparing food for freezing
Hot pack canning	Using a pressure cooker
Canning chicken	Making a homemade dryer
Using homemade pectin in jelly	Canning meat or fish
Pickle making	Use of commercial pectin
Jelly making	Meals with home canned foods

Food Preparation

Cooking dried fruit	Table setting and service
Making muffins	Dishwashing
Sharpening knives	Variations of a standard recipe
Setting a table	Selection of kitchen equipment
Making an omelet	Cheese cookery
Placing a class of bread	Salad dressings
Milk dishes	An oven dinner
Cooking vegetables	Use of stale bread
Measuring correctly	White yeast bread
Cooking cereals	Standard butter cake
Packing a lunch box	Kitchen arrangement
Cooking eggs	Salads
Preparing cocoa	A one-dish meal
Dressing a chicken	
Shaping yeast rolls	

Clothing

Threading a sewing machine	Dry cleaning
Care of shoes	Pressing woolen garments
Sewing on hooks or snaps	Making and using a hem gauge
Pleating a skirt	Cutting and joining bias tape
Hemming	Washing sweaters
Making over garments	Caring for stockings
Making buttonholes	Attaching a collar
Selecting a dress	Packing a suitcase
Home dyeing	

Home laundering
 Care and use of sewing
 machines
 Selecting shoes
 Darning
 Putting in sleeves
 Making accessories
 Use of commercial patterns
 Neck finishes for underwear
 Choosing a becoming color

Taking measurements
 Patching
 Basting
 Trimmings
 Care of woollen garments
 Using machine attachments
 Removal of stains
 Pressing a dress
 Making garments from men's
 shirts

Home Furnishings

Making a comforter protector
 Making roller shades of cre-
 tonne, chintz, or muslin
 Cleaning and polishing fur-
 niture
 Making a laundry bag
 Making a bed
 Arranging furniture
 Home-made storage chests
 Applying wall finishes
 Making floor rugs

Covering box furniture
 Renovating old furniture
 Cleaning metals
 Making or remodeling cur-
 tains
 Selection and framing of pic-
 tures
 Making a chair pad or slip
 cover
 Painting and varnishing

Dairy

How to keep milk records
 Dehorning calves
 How to make a stanchion
 How to trim a cow's hoof
 Throwing an animal
 How to show a dairy cow in
 the show ring
 Feeding and rearing a dairy
 calf
 Production of clean milk
 How to select profitable
 dairy cows

Treating cattle for lice
 How to drench a cow
 How to handle a kicking cow
 How to make a blanket
 Ringing a bull
 Making a rope halter
 Throwing, ringing, and de-
 horning calves
 Fitting and handling animals
 for show
 Testing for butterfat
 Oxwarble control

Poultry

Mixing growing mash
 Mixing laying mash
 Selection of hatching eggs
 How to test eggs
 Home-made drinking foun-
 tains
 Preservation of eggs
 Grading eggs
 Caponizing

Culling
 Washing birds for the show
 How to set a hen
 Treatment for lice
 Home-made mash hopper
 How to dry pick a bird
 Packing eggs for shipping
 Grading and candling eggs
 Killing and packing turkeys

Sheep

- | | |
|-----------------------------------|-----------------------------------|
| Mixing a ration for a ewe or lamb | How to hold sheep for shearing |
| How to hold sheep for castration | Trimming a sheep |
| Shearing a sheep | Blocking out a sheep |
| Grading, typing, and sacking wool | Selecting ewes for the farm flock |
| Supplies for lambing time | Docking and castrating |
| How to hold sheep for docking | Making feed racks |

Corn

- | | |
|--------------------------------|--------------------------------|
| Grading seed corn | How to judge a ten-ear exhibit |
| Rag doll seed tester | Sand box seed tester |
| Field selection of seed corn | Curing and storing seed corn |
| How to dry and store seed corn | |

Potato

- | | |
|------------------------------|--|
| How to know potato varieties | Preparing an exhibit |
| Selecting an exhibit | Grading potatoes |
| How to judge potatoes | Identifying potato diseases |
| Cutting potato seed | Tuber unit method of potato seed improvement |
| Green sprouting | |

Swine

- | | |
|--|--|
| Treating for lice | Selecting breeding stock |
| How to mark a litter | Making a hurdle |
| How to handle a swine in the show ring | Trimming a pig's feet |
| Fitting and handling swine for show | Balancing a ration for growing pigs |
| Constructing guard rails | How to build and use a self-feeder for swine |

Garden

- | | |
|-----------------------------------|---------------------------------|
| Preparing a flat for garden seeds | Making a garden plan |
| Selection of vegetables for show | Storing vegetables for winter |
| Garden insects | Preparing vegetables for market |

Beef

Treatment for lice
Throwing an animal
Making a rope halter
Feeding and rearing the beef
calf
Fitting beef cattle for show
Oxwarble control
Dehorning calves

Fitting for the show ring
Throwing, trimming, and de-
horning calves
How to select profitable beef
animals
A self-feeder for calves
Building a cattle chute

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