

## **FIVE EASY STEPS TO**

### **PREPARING EFFECTIVE REASONS**

### **FOR DAIRY CATTLE JUDGING CONTESTS**

### **II. FOR SENIOR MEMBERS DEVELOPING STRONG ORAL REASONS**

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# **FIVE EASY STEPS TO PREPARING EFFECTIVE REASONS FOR DAIRY CATTLE JUDGING CONTESTS**

## **Introduction**

Dairy cattle judging is one of the finest opportunities we can provide youth. It teaches one to understand anatomy, quickly evaluate physical characteristics of animals, accomplish a comparative analysis, make a decision based upon data generated, develop a presentation of the reasons for the decision, and present the reasons convincingly to a judge.

The student may apply these skills in several ways:

- > as a competitor in contests, where success generates self-esteem;
- > as an animal breeder, where animal selection speeds improvement;
- > as a citizen, where communication skills often make the difference between who makes decisions and who carries them out.

## **What will this booklet teach you?**

The purpose of this booklet is to explain the procedures involved when putting together a set of oral reasons. Top-scoring sets of reasons require correct terminology, good use of limited time, note-taking skills, effective voice manipulation techniques, effective body language and an ability to maintain superior concentration during contests.

## **Why did we author this booklet?**

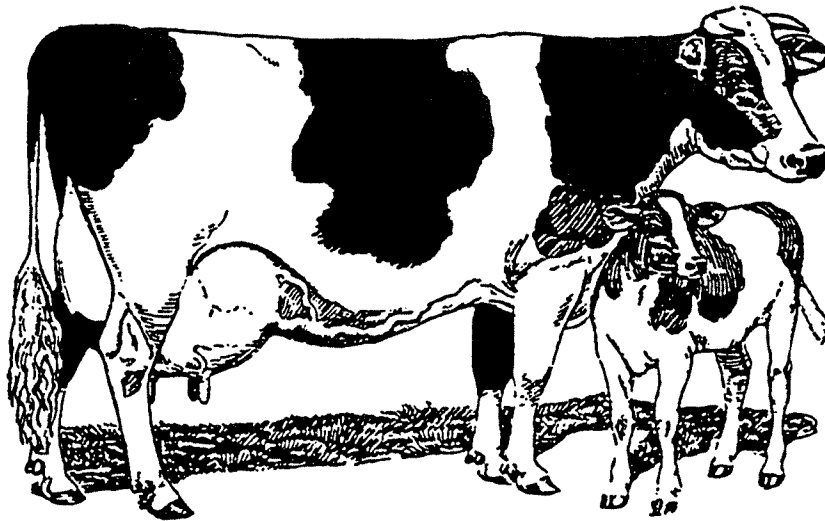
The dairy judging program has flourished in Florida since the implementation of the teaching techniques discussed in this booklet. Florida judging teams are consistently performing at, or very near, the top of most contests in oral reason scores. Within Florida, there is considerable variation in reason scores, depending upon whether contestants have received this training. The goal of this booklet is to reach more students, which will rapidly promote progress.

### **Who contributed to this booklet?**

Several people have helped write and edit sections of this booklet. Jewel and Jay Giesy, Debra Summerall, Debbie Clements, Matt Walter, and the entire 1993 national winning 4H team of Christy Betts, Christa Carlson, Chris Holcomb and Renee Mathe, all deserve credit and our thanks.

### **Recommended references**

The most often used texts on the subject of dairy cattle judging are "Dairy Cattle Judging Made Easy" by Dr. Dennis Hartman; and "Dairy Cattle Judging Techniques" by Dr. George W. Trimberger, which is now in its fourth edition.



## **STEP #1. UNDERSTAND THE BASICS**

### **The scorecards**

Many students are introduced to dairy judging in practice sessions, workshops, clinics or contests without previously studying the scorecards as provided by the Purebred Dairy Cattle Association (PDCA). We have observed that many experienced judges have not been introduced to both scorecards (yes, there is a heifer scorecard). Many have read the scorecards, but not fully understood them. As a result, they have continuing problems determining their priorities or rankings of the relative weaknesses of animals. All students should be challenged to understand the scorecards early in their educational experience. On the next two pages are copies of the PDCA Dairy Cow Unified Score Card and the Dairy Heifer Score Card.

### **Terminology**

First, learn and memorize a general comparative phrase related to each of the five major areas on the PDCA Dairy Cow Unified Score Card. Correct and appropriate terminology is the basic ingredient of reasons.

### **Use these basic sentences**

As a beginning student, you should use these sentences as a basis for developing reasons.

She has more style and balance and is a taller, more upstanding individual, showing more size and scale.

She has an advantage in mammary, being smoother in the fore udder attachment and is higher and wider in the rear udder.

She stands on a more correct set of rear legs when viewed from both the side and rear, having less set to the hock and more width between the hocks.

She has greater body capacity, being longer bodied, wider and deeper in both the fore and rear ribs.

She has an advantage in dairy form, having more open ribbing, and is sharper over the withers, hips and pins.

As you get more experience, you will need to be able to use only the specific parts of these sentences that apply to the class you are discussing.

## DAIRY COW UNIFIED SCORE CARD

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*Breed characteristics should be considered in the application of this score card*

### MAJOR TRAIT DESCRIPTIONS

There are five major classification traits on which a classifier bases a cow's score. Each trait is broken down into body parts to be looked at and ranked.

#### 1) **Frame - 15%**

The skeletal parts of the cow, with the exception of feet and legs, are evaluated. Listed in priority order, the descriptions of the traits to be considered are as follows:

**Rump** - long and wide throughout with pin bones slightly lower than hip bones. Thurls need to be wide apart and centrally placed between hip bones and pin bones. The tailhead is set slightly above and neatly between pin bones, and the tail is free from coarseness. The vulva is nearly vertical. **Stature** - height, including length in the leg bones. A long bone pattern throughout the body structure is desirable. Height at the withers and hips should be relatively proportionate. **Front End** - adequate constitution with front legs straight, wide apart and squarely placed. Shoulder blades and elbows need to be firmly set against the chest wall. The crops should have adequate fullness. **Back** - straight and strong; the loin - broad, strong, and nearly level. **Breed Characteristics** - overall style and balance. Head should be feminine, clean-cut, slightly dished and broad muzzle, large open nostrils and a strong jaw is desirable.

Rump Stature, and Front End receive primary consideration when evaluating Frame.

#### 2) **Dairy Character - 20%**

The physical evidence of milking ability is evaluated. Major consideration is given to general openness and angularity while maintaining strength, flatness of bone and freedom from coarseness. Consideration is given to stage of lactation. Listed in priority order, the descriptions of the traits to be considered are as follows:

**Ribs** - wide apart. Rib bones are wide, flat, deep, and slanted toward the rear. **Thighs** - lean, incurving to flat, and wide apart from the rear. **Withers** - sharp with the chine prominent. **Neck** - long, lean, and blending smoothly into shoulders. A clean-cut throat, dewlap, and brisket are desirable. **Skin** - thin, loose, and pliable.

#### 3) **Body Capacity - 10%**

The volumetric measurement of the capacity of the cow (length x depth x width) is evaluated with age taken into consideration. Listed in priority order the descriptions of the traits to be considered are as follows:

**Barrel** - long, deep, and wide. Depth and spring of rib increase toward the rear with a deep flank. **Chest** - deep and wide floor with wellsprung fore ribs blending into the shoulders.

The Barrel receives primary consideration when evaluating Body Capacity.

#### 4) **Feet and Legs - 15%**

Feet and rear legs are evaluated. Evidence of mobility is given major consideration. Listed in priority order, the descriptions of the traits to be considered are as follows:

**Feet** - steep angle and deep heel with sort, well-rounded closed toes. **Rear Legs: Rear View** - straight, wide apart with feet squarely placed. **Side View** - a moderate set (angle) to the hock. **Hocks** - cleanly molded, free from coarseness and puffiness with adequate flexibility. **Pasterns** - short and strong with some flexibility.

Slightly more emphasis placed on Feet than on Rear Legs when evaluating this breakdown.

#### 5) **Udder - 40%**

The udder traits are the most heavily weighted. Major consideration is given to the traits that contribute to high milk yield and a long productive life. Listed in priority order, the descriptions of the traits to be considered are as follows:

**Udder Depth** - moderate depth relative to the hock with adequate capacity and clearance. Consideration is given to lactation number and age.

**Teat Placement** - squarely placed under each quarter, plumb and properly spaced from side and rear views.

**Rear Udder** - wide and high, firmly attached with uniform width from top to bottom and slightly rounded to udder floor.

**Udder Cleft** - evidence of a strong suspensory ligament indicated by adequately defined halving.

**Fore Udder** - firmly attached with moderate length and ample capacity.

**Teats** - cylindrical shape and uniform size with medium length and diameter.

**Udder Balance and Texture** - should exhibit an udder floor that is level as viewed from the side. Quarters should be evenly balanced; soft pliable and well collapsed after milking.

## DAIRY HEIFER SCORE CARD

### FRAME

40

**Backline** - *straight and strong; loin broad, strong and level with chine an rump; rump long, wide with pin bones slightly lower than hip bones; tail head refined, blending smoothly with the rump; thurls.. set high and wide.*

**Stature** - *tall and upstanding in consideration of age. Height at withers and hips should be similar.*

**Front End** - *indicating strong constitution with dairy refinement. Shoulder blades set smoothly and tightly with the neck and body. Chest deep, wide and strong.*

**Breed Characteristics** - *see Unified Dairy Cow Scorecard.*

### DAIRY CHARACTER

20

*Emphasizing angularity, sharpness, openness, and cleanness with strength and freedom of coarseness.*

**Withers** - *sharp, with vertebrae and chine defined.*

**Ribs** - *wide apart, flat and long.*

**Thighs** - *flat and free of excess flesh, well apart providing ample space for udder development.*

**Neck** - *long and lean with throat and dewlap free of excess flesh.*

### FEET AND LEGS

30

*Emphasizing ease of mobility through correctness in leg structure with strength of pasterns and soundness of feet.*

**Feet** - *steep angle and deep heel with short, well-rounded, closed toes.*

**Rear Legs; Rear View** - *straight, wide apart with feet squarely placed. Side View* - *a moderate set (angle) to the hock.*

**Hocks** - *cleanly molded, free from coarseness and puffiness with adequate flexibility.*

**Pasterns** - *short and strong with some flexibility. Slightly more emphasis placed on Feet than when evaluating this breakdown.*

### BODY CAPACITY

10

*Corresponding size to scale of animal, providing adequate capacity for large intakes of forage. Consideration given to period of gestation.*

**Body** - *long, deep and wide with depth and spring of rib increasing toward the rear. Flanks, deep.*

**Chest** - *strong with wide floor and well sprung fore ribs. Crops full.*

### MAMMARY DEVELOPMENT

0

*The heifer should have four teats that hang plumb (extra teats removed). It should also have adequate folds of skin to show promise of udder development with due consideration given to stage of gestation if bred.*

**A slight to serious discrimination should be made when a teat or teats is too long, strut widely, or are poorly spaced. An enlarged quarter or udder that is fat and over developed is also objectionable and should be discriminated against.**

## BREED CHARACTERISTICS

Except for differences in color, size, and head character, all breeds are judged on the same standards as outlined in the Unified Score Card. If any animal is registered by one of the dairy breed associations, no discrimination against color or color pattern is to be made.

### AYRSHIRE

Strong and robust, showing constitution and vigor, symmetry, style and balance throughout, and characterized by strongly attached, evenly balanced, well-shaped udder.

**HEAD**-clean cut, proportionate to body; broad muzzle with large, open nostrils, strong jaw; large bright eyes; forehead, broad and moderately dishd; bridge of nose straight; ears medium size and alertly carried.

**COLOR**-light to deep cherry red, mahogany, brown, or a combination of any of these colors with white, or white alone, distinctive red and white markings preferred.

**SIZE**-a mature cow in milk should weigh at least 1200 lbs.

### HOLSTEIN

Rugged, feminine qualities in an alert cow possessing Holstein size and vigor.

**HEAD**-clean cut, proportionate to body; broad muzzle with large, open nostrils, strong jaw; large bright eyes; forehead, broad and moderately dishd; bridge of nose straight; ears medium size and alertly carried.

**COLOR**-black and white or red and white markings clearly defined.

**SIZE**-a mature cow in milk should weigh a minimum of 1500 lbs.

### MILKING SHORTHORN

Strong and vigorous, but not coarse.

**HEAD**-clean cut, proportionate to body; broad muzzle with large, open nostrils, strong jaw; large bright eyes; forehead, broad and moderately dishd; bridge of nose straight; ears medium size and alertly carried.

**COLOR**-red or white or any combination (No black markings allowed)

**SIZE**-a mature cow should weigh 1400 lbs.

### BROWN SWISS

Strong and vigorous, but not coarse. Size and ruggedness with quality desired. Extreme refinement undesirable.

**HEAD**-clean cut, proportionate to body; broad muzzle with large, open nostrils, strong jaw; large bright eyes; forehead, broad and slightly dishd; bridge of nose straight; ears medium size and alertly carried.

**COLOR**-solid brown varying from very light to dark. Muzzle is black encircled by a mealy colored ring, and the tongue, switch and hooves are black.

**SIZE**-a mature cow in milk should weigh 1500 lbs.

### GUERNSEY

Size and strength, with quality and character desired.

**HEAD**-clean cut, proportionate to body; broad muzzle with large, open nostrils, strong jaw; large bright eyes; forehead, broad and slightly dishd; bridge of nose straight; ears medium size and alertly carried.

**COLOR**-a shade of fawn with white markings throughout clearly defined. When other points are equal, clear (buff) muzzle will be favored over a smoky or black muzzle.

**SIZE**-a mature cow in milk should weigh at least 1150 lbs.

### JERSEY

Sharpness with strength indicating productive efficiency.

**HEAD**-proportionate to stature showing refinement and well chiseled bone structure. Face slightly dishd with dark eyes that are well set.

**COLOR**-some shade of fawn with or without white markings.

Muzzle is black encircled by a light colored ring, and the tongue and switch may be either white or black.

**SIZE**-a mature cow in milk should weigh about 900 lbs.

## FACTORS TO BE EVALUATED

The degree of discrimination assigned to each defect is related to its function and heredity. The evaluation of the defect shall be determined by the breeder, the classifier or the judge, based on the guide for discrimination and disqualifications given below.

### HORNS

No discrimination for horns.

### EYES

1. Blindness in one eye: *Slight discrimination*
2. Cross or bulging eyes: *Slight discrimination*
3. Evidence of blindness: *Slight to serious discrimination*.
4. Total blindness: *Disqualification*.

### WRY FACE

*Slight to serious discrimination*.

### CROPPED EARS

*Slight discrimination*.

### PARROT JAW

*Slight to serious discrimination*.

### SHOULDERS

Winged: *Slight to serious discrimination*.

### TAIL SETTING

Wry tail or other abnormal tail settings: *Slight to serious discrimination*.

### CAPPED HIP

No discrimination unless effects mobility.

### LEGS AND FEET

1. Lameness-apparently permanent and interfering with normal function: *Disqualification*.  
Lameness-apparently temporary and not affecting normal function: *Slight discrimination*
2. Evidence of crampy hind legs: *Serious discrimination*.
3. Evidence of fluid in hocks: *Slight discrimination*.
4. Weak pasterns: *Slight to serious discrimination*.
5. Toe out: *Slight discrimination*.

### UDDER

1. Lack of defined having: *Slight to serious discrimination*.
2. Udder definitely broken away in attachment: *Serious discrimination*.
3. A weak udder attachment: *Slight to serious discrimination*.
4. Blind quarter: *Disqualification*.
5. One or more light quarters, hard spots in udder, obstruction in teat (spider): *Slight to serious discrimination*.
6. Side leak: *Slight discrimination*.

7. Abnormal milk (bloody, clotted, watery): *Possible discrimination*.

### LACK OF SIZE

*Slight to serious discrimination*.

### EVIDENCE OF SHARP PRACTICE

(Refer to PDCA Code of Ethics)

1. Animals showing signs of having been tampered with to conceal faults in conformation and to misrepresent the animal's soundness: *Disqualification*.
2. Uncalved heifers showing evidence of having been milked: *Slight to serious discrimination*.

### TEMPORARY OF MINOR INJURIES

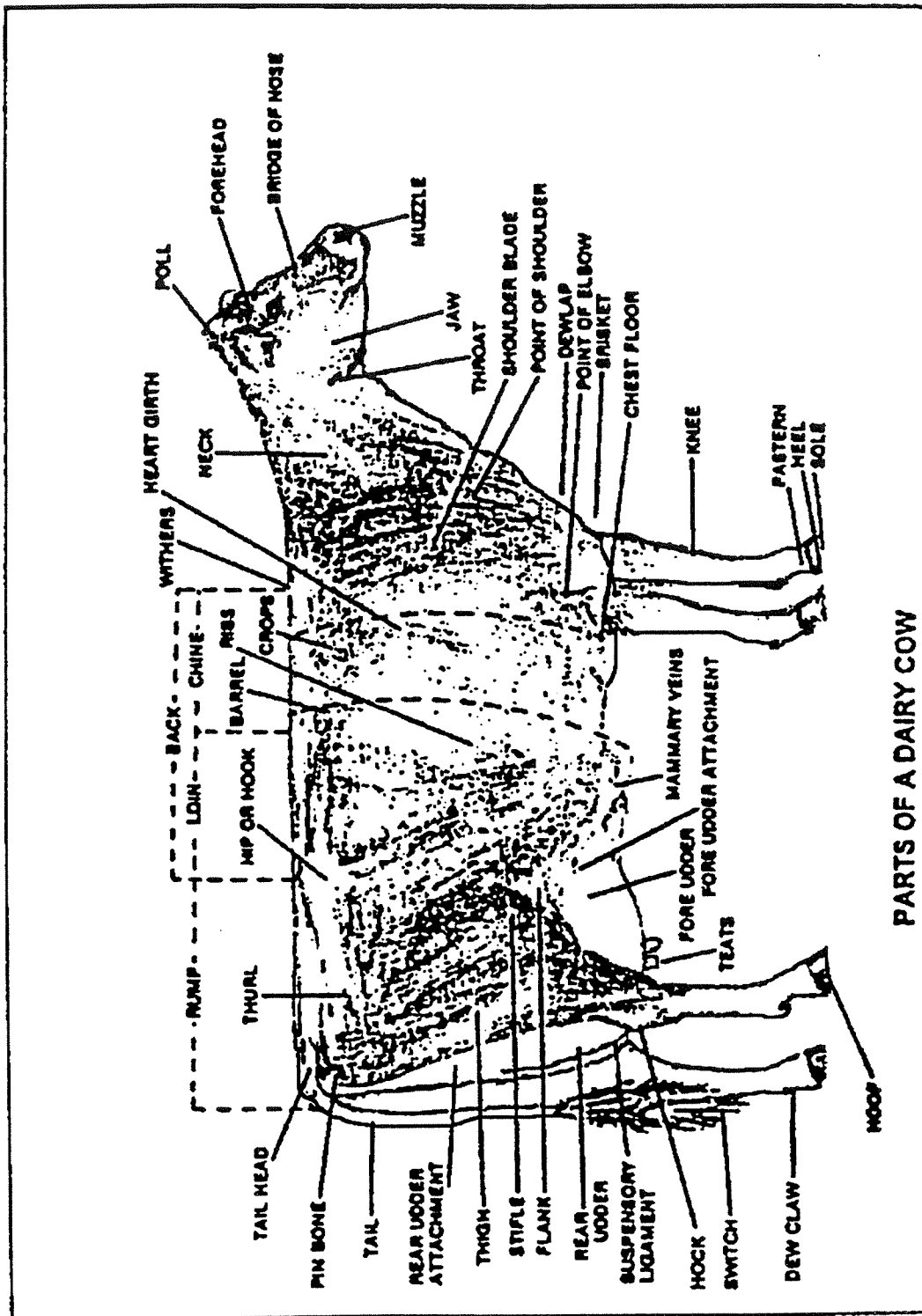
Blemishes or injuries of a temporary character not affecting animal's usefulness: *Slight to serious discrimination*.

### OVERCONDITIONED

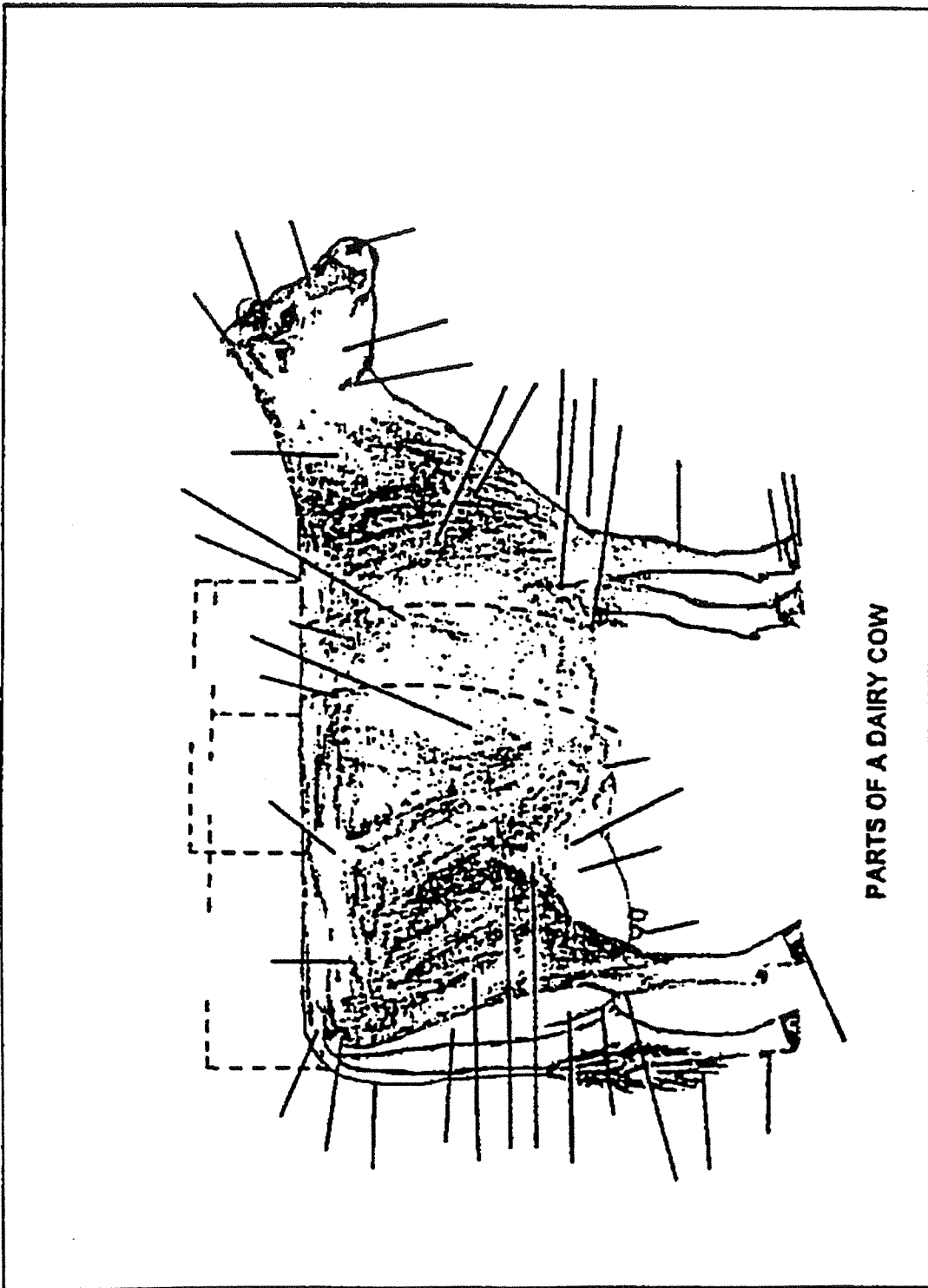
*Slight to serious discrimination*.

### FREEMARTIN HEIFERS

*Disqualification*.





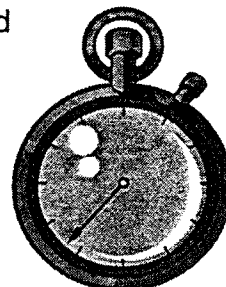


PARTS OF A DAIRY COW

## STEP 2. DEVELOP CONSISTENT PROCEDURES

### Use time effectively

Develop a timetable. During most reasons classes, you are allowed 20 minutes to place the class, take notes and prepare the reasons. Effective use of this time is important. To accomplish this, it is most effective if you concentrate on one task at a time. An effective breakdown of the 20 minutes would be to allow 5 minutes to place the animals, working toward a goal of under 3 minutes. It is rare that a class will be so difficult that more time is needed.



Next, prepare your notes for the class during the next 5 minutes, again working toward a goal of under 3 minutes. To save time, you should develop a set of symbols or a shorthand method for recording your notes. Only half of your allotted time should be used to place the cows and prepare notes.

Use the remaining 10-12 minutes to prepare your reasons for placing your class. Using the following guidelines will insure that you know the cows, visually and mentally, for presenting your oral reasons to the judge.

- ◆ As you go through your notes for the first time, look at the cows to make sure that what you are saying is true. If there is a questionable point, quickly re-evaluate and revise your notes.
- ◆ Next, turn your back to the class and visualize them as you go through your reasons at least once, if not twice. If you find you are getting stuck on one point, turn and look at the pair as you mentally go over that point. This will help that particular point stick in your head.
- ◆ Finally, at this point you should be well prepared to give your reasons to the official judge. Turn your back to the class again and visualize yourself standing in front of the judge. Give your reasons again, not looking at the class unless you find a point that is questionable.
- ◆ If the cows leave the ring before you have completed these three steps, you have not used your time effectively. Effective time use takes practice, but it pays off in the end.

## **ABBREVIATIONS AND SYMBOLS**

### **Frame:**

TL: TOPLINE

S+S: SIZE & SCALE

S+B: STYLE & BALANCE

H-P: MORE LEVEL FROM HIPS TO PINS

### **Feet and Legs:**

F+L: FEET & LEGS

FA: FOOT ANGLE

DH: DEPTH OF HEEL

SET: SET OF HOCK

### **Dairy Character:**

DF: DAIRY FORM

DC: DAIRY CHARACTER

RIBS: OPEN RIBS

### **Body Capacity:**

BC: BODY CAPACITY

FR: FORE RIB

RR: REAR RIB

### **Mammary System:**

FU: FORE UDDER

MS: MAMMARY SYSTEM

RU: REAR UDDER

MSL: MEDIAL SUSPENSORY LIGAMENT

**STEP #3. DEVELOP PURPOSEFUL NOTES**

Many contestants waste limited and valuable time developing extravagant notes describing each cow. Reasons must be comparative, not descriptive, so the most helpful notes should be comparative in nature. Below is a sample set of notes developed for a class of aged Holstein cows.

Set of notes for placing a class of Aged Holsteins 1-2-3-4

\*\*\*\*\*

A-H 1-2-3-4

- 1- Large white cow, best udder
- 2- Black cow, DC
- 3- Black/White cow
- 4- Small, white cow

1/2 S+B, S+S, LEGS\*\*  
easy MS, FU, RU, MSL\*  
BC

Grant DF

2/3 DF\*\*  
close MS,FU

Grant RUMP, LEGS

3/4 MS\*\*  
easy S+B, S+S, TL,  
BC, ALL

Grant DF, F+L

4 bot LACKS S+S, MS, BC

\*\*\*\*\*

Notice how we used symbols instead of words. Look back to the previous page and transform the symbols into sentences. On the following page is an example of how one might transform these notes into a set of reasons.

**STEP #4. PREPARING REASONS (what you say)**

**Reasons Generated from these Notes**

With an excellent set of notes, a powerful set of reasons can be developed quickly and easily. As you read the sample reasons below, refer back to the notes to understand how we have replaced our symbols and abbreviations with phrases and sentences.

\*\*\*\*\*

I place this class of aged Holstein cows 1-2-3-4, finding an easy top in the stylish and beautifully uddered 1, a very close middle pair in 2 and 3, and an easy bottom in the smaller and weaker uddered 4.

I place the white 1 on top and easily over 2, because she has much more style and balance and is a much taller, more upstanding individual, showing more size and scale. She also has easily the best udder in the class, and is particularly stronger and smoother in the fore, higher and wider in the rear udder attachments than 2. Her udder is held closer to the body and has a stronger median suspensory ligament. One is also stronger over her topline, especially in the loin, and stands on a more correct set of legs when viewed from the side, showing less set to the hock and a steeper foot angle. One is deeper in both the fore and rear rib than 2, although I grant 2 shows more desirable dairy form.

In the closest placing of the class, I place 2 over 3 due to her tremendous advantage in dairy form. She is much more open in her ribbing, is sharper over the withers, hips and pins, and has much more quality throughout. Two is longer and leaner in the neck, cleaner about the throat, dewlap and brisket, and flatter, cleaner in her thighs. Two has a slight edge in mammary, being stronger and smoother blending in the fore udder. In making this a very close placing, I do grant to 3 an advantage in frame being more nearly level in the rump and standing on a much more correct set of legs, especially when viewed from the rear, showing more width between the hocks.

I easily place 3 over 4 because she greatly excelled in mammary system, being smoother in the fore udder and much higher and wider in the rear. She carried her udder higher above the hock and showed more evidence of strength in her medial suspensory ligament. She also shows more balance to her udder and has more quality of udder. Three is a taller, more upstanding cow with more style and balance throughout. I gave 3 the advantage in body capacity, as she was a larger cow with more spring and depth of fore and rear rib. I will grant that 4 has more dairy character and stands on a more correct set of legs, faulting 3 for being cow hocked.

I easily placed 4 last because she lacks the size, strength of mammary system and depth of body to place higher. However, I do admire her dairy form.

For these reasons, I have placed this class of Aged Holstein cows 1-2-3-4.

\*\*\*\*\*

## SCORING OF ORAL REASONS

### PREPARATION

In scoring reasons, we look for evidence of preparation in five areas; format, comparative tense, terminology, accuracy and logic. Preparation is given 25 points on a reasons scorecard, with 5 points allocated to each of these five areas.

**Format.** The set of reasons should have an introductory paragraph, three paragraphs of pair placings and a summary paragraph.

The introduction should include the class and your placing. It may also include some additional information, such as how you perceived that the class was configured. Configuration examples might include; two pairs or easy top, close middle pair, easy bottom. Please recognize that a risk is taken by indicating how you feel the class was configured, it may not agree with the judge's view.

In general, each pair discussion should include 3 points raised to support your placing and one point as a grant (ratio 3:1). It is acceptable in the case of a very close pair to have a ratio of 2:2. It is rare not to have some point to grant. The summary paragraph indicates, once again, the class and your placing.

Oral reasons should be presented in 2 minutes. Following this format should help you accomplish this goal. We allocate 5 points to format if the reasons length is 2:00 to 2:10. For every 5 seconds of deviation, either long or short, we subtract 1 point.

**Comparative tense.** Reasons are comparative, not descriptive. You must phrase your discussion using comparative terms such as taller, stronger and sharper. In scoring, we subtract a point (up to 5) for each occasion that a descriptive term or phrase is used. An exception is allowed in both the introductory or summary paragraphs.

**Terminology.** The use of appropriate terms is important. In scoring reasons, we deduct a point (up to 5) for any use of the term "better" or use of inappropriate anatomical words like "bag", "tits", etc.

**Accuracy.** This reflects whether the reasons you raise are correct. For each inaccuracy, we deduct a point from a potential score of 5. However, obvious reasons incorrectly identified may cost you more, while reasons raised that are debatable are less costly.

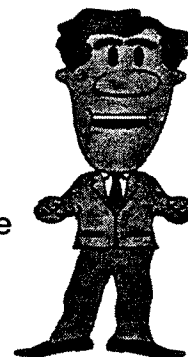
**Logic.** The reasons raised in a discussion of a pair should be raised in an order which develops the strongest and most logical argument. The most important point of difference should be articulated first, etc. As the scorer, we deduct a point for each occurrence that reasons are raised differently than our perception of the most logical discussion.

## STEP #5. PRESENTING REASONS (how you say it)

When scoring oral reasons we also look for evidence of strong presentation skills. This are can definitely make it or break it for you in your oral reasons scores. Strong presenters can persuade a judge easier than those who need to polish their presentation skills. Presentation is given 25 points on our reason scorecard with 5 points being allotted to each of the five major areas: poise, body language, smoothness, voice manipulation, and persuasiveness.

**Poise:** This is how you present yourself to the judge and the environment you set for the 2 minutes you are in front of the judge. It mainly deals with how you carry yourself in front of a judge. You should have a confident, yet friendly manner in your presentation. When you enter the room show confidence, initiative, and make eye contact with the judge immediately. Points are deducted for lack of confidence.

**Body Language:** When presenting a ser of oral reasons, enter the room wearing neat attire and hair style, avoid chewing gum and use an assertive style and position. Many contestants lose points by appearing passive, letting the judge intimidate them, or by appearing aggressive, completely dominating the judge. These extremes can be avoided by practicing the correct assertive stance. Stand a moderate distance from the judge, look comfortable and stand still. People who stand far from the judge, speak softly, move their feet or hands and direct their eyesight to other objects can be perceived as passive, uncomfortable and not very confident. You will lose points for excessive swaying or fidgeting.



**Smoothness:** This is exactly what it sounds like, how smoothly you present your set of reasons. A point will be deducted for each break, long pause or use of the word “um”.

**Voice:** A pleasant voice is one that is easy to listen to, not too high or too low. For a judge, the use of proper voice manipulation adds excitement to a set of reasons. Voice manipulation is adding emphasis to important words. It is key in making a set of reasons interesting and easy to listen to and is achieved by using variations of the pitch, tone, and loudness you speak with to stress important words or issues. Voice manipulation adds power to your reasons and reflects your confidence in your decisions. Points will be deducted for use of a monotone delivery.

In the sample reasons, certain words were underlined. In a set of oral reasons, these words would be pronounced with a voice inflection. This is a good technique. It helps in avoiding a monotone delivery and adds conviction to your reasons.

**Persuasiveness:** Overall, this category deals with how convincing you were with your presentation. To receive full credit in this area, you must be strong in the other four areas of presentation. Points will be deducted in this category for mixing numbers.

## Concentration

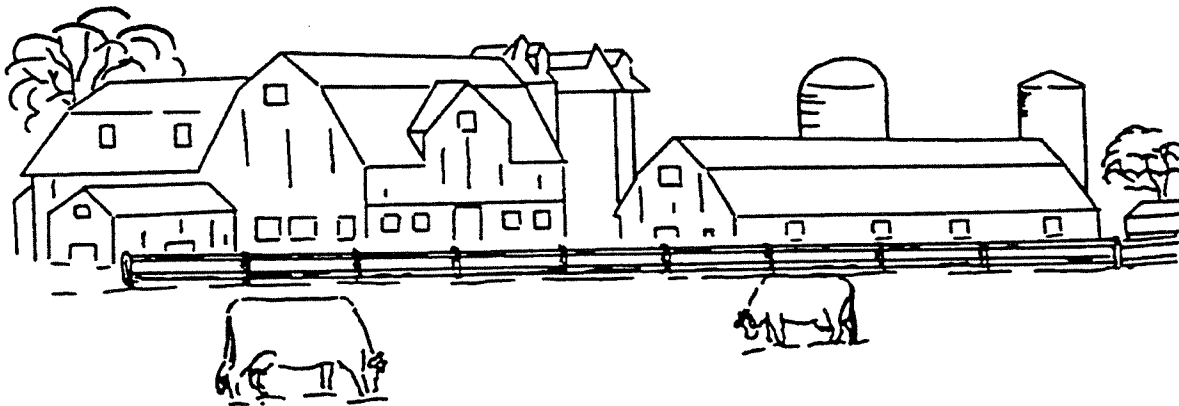
There is one more element to becoming a successful judge of dairy cattle: concentration. Keep your mind on what is going on in the ring. Many judging contests occur at the same time as other events at dairy shows. Keeping your mind active only on the task at hand can be difficult, yet, may well make the difference between yourself and another contestant. Concentration can mean the difference between first and second place in the contest.

## Summary

Many excellent judges have lost in major dairy judging contests because they were outscored in reasons. Preparing a set of reasons for delivery in a dairy judging contest is a learned skill. You must first develop an understanding of basic information and desirable technique.

Top-scoring sets of reasons require correct terminology, good use of limited time, skilled note-taking, effective writing skills or voice manipulation techniques, effective body language, and an ability to maintain superior concentration during contests.

After this booklet, you need only to practice, practice, practice to develop your ability and confidence. What is your reward for this hard work? Top scores in dairy judging contests and skills that you will use for a lifetime.





1. This document is 4HDAJ02 of the Florida 4-H Youth Development Program, Florida Cooperative Extension Service, Institute of Food and Agricultural Sciences, University of Florida. Published in May, 1997; reviewed June 2002.
2. Giesy, Russ and Umphrey, James. Edited by Debra Summerall. Animal Science Department , IFAS, University of Florida.



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