

Persuasive Techniques in the Market

CHAPTER 5, LESSON 3

NAME _____

DATE _____

DIRECTIONS

Read the information about persuasive techniques. Then, complete the chart by identifying the persuasive technique used in the advertisement example or create an advertisement example for the given persuasive technique. You can create your own or provide an example from an advertisement you've seen.

To persuade means to communicate with the intent to cause a certain action to be taken. In order to sell products to consumers, companies use persuasive techniques to market their goods. The ability to recognize these techniques will help you avoid impulse buying and help you take control of your money. When you know how a product is being sold to you, you have power over the purchase.

Here are some of the most common persuasive techniques:

- **Ethos:** uses credibility and authority
- **Logos:** uses logic or reason
- **Pathos (emotion):** uses words that evoke strong feelings, rather than facts and evidence
- **Ethical appeal:** taps into people's values or moral standards
- **Loaded language:** uses words with strong positive or negative connotations to stir people's emotions
- **Bandwagon:** persuades people to do something by telling them that others are doing it too
- **Plain folks:** implies that ordinary people are on "our side"
- **Snob appeal:** implies an ordinary person can be rich and sophisticated
- **Testimonial:** features famous people describing their personal experience with a product or explaining why you should use a product
- **Transfer:** uses the names or pictures of famous people to convince you that a product will help you imitate the famous person in the ad

Chapter 5 Lesson 1

David Kirk



Chapter 5 Lesson 1:

Unveiling the Power of Verbal Artistry: An Mental Sojourn through **Chapter 5 Lesson 1**

In a world inundated with screens and the cacophony of instantaneous connection, the profound energy and psychological resonance of verbal beauty frequently disappear in to obscurity, eclipsed by the regular onslaught of sound and distractions. Yet, set within the lyrical pages of **Chapter 5 Lesson 1**, a captivating function of fictional beauty that pulses with fresh feelings, lies an unique journey waiting to be embarked upon. Penned by a virtuoso wordsmith, this enchanting opus instructions viewers on a psychological odyssey, delicately revealing the latent possible and profound affect stuck within the complicated internet of language. Within the heart-wrenching expanse with this evocative evaluation, we can embark upon an introspective exploration of the book is key styles, dissect their captivating writing fashion, and immerse ourselves in the indelible impact it leaves upon the depths of readers souls.

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