1. Click printer icon (top right or center bottom).
2. Change "destination"/printer to **"Save as PDF."**
3. Click "Save."

SL43: The Art of Persuasion

Student Name: _____ Student ID Number: _____

Instructor: _____ Level: _____ Date: _____

For media links in this activity, visit the LLC ESL Tutoring website for Upper Level SDLAs. Find your SDLA number to see all the resources to finish your SDLA.

All listening and activities have been adapted from "Step Up 1: Listening, Speaking, and Critical Thinking" with permissions of the authors, Margaret Teske and Peggy Marcy.

Section 1: Introduction

Do you have trouble asking for help? Does it seem like no one cares about your problem? Often, we have to show interest in the other person before they will show interest in us. Also, with friends or acquaintances from a different culture, it is important to make your need and request clear. While the formula you will learn in this activity is a good beginning, you will want to make sure that you use your new skill wisely.

Steps for Persuading Another Person
1. Find a topic to agree about so that you both feel comfortable.
2. Give the person a compliment to show your appreciation.
3. Explain the kind of help that you need.
4. Ask for help.

Instructions: Sort the sentences and partial sentences into the three columns below.

I really need to…   I have to…
Can you help me?   They say that you are good at…
You are really…   Do you have a few minutes to help me?
It's important that I…   I heard that you know all about…
You are so good with…   You are good at…
Could you give me some suggestions?   I could really use some help with…
Could you take some time to help me?

Compliment	Need	Request

Section 2: Complete the Persuasive Request

In the situations below, fill in the missing compliment, need or request. You may use expressions from Section 1. NOTE: The formula works best when it is part of a conversation and not the start of a conversation.

Situation 1:

Tony wants to move the furniture in his dorm room. He says to his friend, Joe:

Compliment: Joe, you're really strong.

Need: I need some help moving a big desk.

Request: _____

Situation 2:

Joan bought her first computer and connected it to the Internet. She says to her classmate. Tina:

Compliment: Tina, _____

Need: I need to email my brother.

Request: Do you have a few minutes to help me?

Situation 3:

Ben doesn't know how to change the oil in his car. He says to his neighbor, Ken:

Compliment: Ken, I heard you know all about cars.

Need: _____

Request: Could you take some time to show me how to do it?

Situation 4:

Compliment: Gina, you are so good at shopping.

Need: I need to buy a gift for my mother's birthday.

Request: _____

Situation 5:

Compliment: _____

Need: I need to borrow a couple of bucks until Friday.

Request: Could you help me with a loan?

Situation 6:

Compliment: Lynn, I heard you're good at math.

Need: _____

Request: Do you have a few minutes to help me with this homework problem?

Situation 7:

Compliment: Wow! You have a really cool car, Tom.

Need: _____

Request: _____

Situation 8:

Compliment: _____

Need: _____

Request: Could you help me buy a new computer?

Section 3: Practice Persuasive Conversations

Why do you think this SDLA is called "The Art of Persuasion"? If there is a formula that you can use, where is the "art"? _____

For each conversation below, decide if the person will be persuaded to provide help or not. Explain why you chose your answer. Be prepared to discuss your answers with the tutor later.

Conversation 1:

Classmates talking.

Ting: I wish my teacher had explained today's grammar more.

Alexis: *Yeah, I plan to go home and watch some YouTube videos about it.*

Ting: What are you talking about? You are so good at grammar. I'm the one who needs more review. Would you be able to study together tonight?

Successful persuasion? ___ Yes ___ No Why or why not? _____

Would you make any changes? _____

Conversation 2:

Classmates talking.

Zhong: My wife wants me to mow the lawn this weekend.

Alejandro: *Well, didn't you say that you enjoy yard work? Not me, I'm going to my friend's birthday party this weekend.*

Zhong: Party? That sounds fun. Where is it going to be?

Alejandro: *Las Vegas.*

Zhong: Really?

Alejandro: *Yep. And since you are so good at driving and directions, and since I need a ride to Las Vegas, I thought maybe you could drive me there?*

Successful persuasion? ___ Yes ___ No Why or why not? _____

Would you make any changes? _____

Conversation 3:
Classmates talking.

Yuki: I just bought this huge, new mirror.

Hector: *So, where will you hang it? In the bathroom?*

Yuki: No, it is too big for that. I want to put it in the hallway. But, I want to make sure it is centered on the wall.

Hector: *And, if it is heavy, you need to be sure you use the right screws to hang it up.*

Yuki: Hmmm…sounds like you have done this before. Maybe you could come over and help so that I get it done correctly?

Successful persuasion? ___ Yes ___ No Why or why not? _____

Would you make any changes? _____

Conversation 4:
Classmates talking.

Tran Thu: This weekend I'm going surfing.

Feng Mian: *That sounds fun. You probably are an expert at surfing after all these months.*

Tran Thu: Well…I'm pretty good.

Feng Mian: *I wish I knew how to surf. Then I would have something fun to do on the weekends. Do you think I could borrow your equipment and you could teach me how to surf?*

Successful persuasion? ___ Yes ___ No Why or why not? _____

Would you make any changes? _____

Section 4: What Did I Learn?

Complete this table BEFORE meeting with a tutor.

Communication Skill	I can't do this YET.	I can do this WITH help.	I can do this WITHOUT help.	I can TEACH this to a classmate.
I can tell the difference between compliments, needs, and requests.				
I can use the formula of persuasion to get assistance.				
I can use the art of persuasion in appropriate situations.				

Here are some words/phrases I need to practice.

Good job!

Now go to the LLC Tutoring Website and make an appointment with a tutor.
Visit the Virtual LLC at the time of your appointment.

Section 5: Practice with a Tutor!

Meet with a tutor. Give this paper to the tutor. The tutor will review your work and talk with you.

Grading Rubric

Possible Points	Need Practice (0-1 Point)	Good Job (2-3 Points)	Excellent Work (4-5 Points)
Content	Not enough information provided in responses and often does not use correct vocabulary.	Provides most important information in responses and some of the time uses correct vocabulary.	Provides all necessary information in responses and most of the time uses correct vocabulary.
Skill: Speaking	More than 6 mistakes saying words; needs guessing more than 3 times.	Not more than 5 mistakes saying words; needs guessing on 1-2 words or sentences.	Not more than 2 mistakes saying words; needs no guess about meaning.
Oral Fluency	Speaks mostly in phrases, individual words; many pauses.	Sometimes speaks in complete sentences; several pauses.	Speaks in complete sentences; a couple pauses okay.

*Students must receive at least 10 points to move on　　　　　　**Possible Points: _____ / 15**

Tutor Comments:

☐ **Congratulations! Keep going.**
You have successfully completed this SDLA and are ready to continue to the next.

☐ **Work on this more.**
You have not yet mastered this SDLA. It is recommended that you complete it again.

Tutor Signature: _____　　Date: _____