

Effective Persuasion Checklist

Name _____ Date _____

| Persuasion Strategies | Very Effectively | Somewhat Effectively | Ineffectively |
|---|-------------------------|-----------------------------|----------------------|
| Supported position with facts | | | |
| Acknowledged counter-arguments | | | |
| Referred to authorities and respected sources | | | |
| Used comparisons to support position | | | |
| Appealed to important values | | | |
| Suggested alternatives to strengthen position | | | |
| Posed questions and provided answers | | | |
| Used figures of speech | | | |

Continued on next page

REPRODUCIBLE 3.11.2 CONTINUED

| Persuasion Strategies | Very Effectively | Somewhat Effectively | Ineffectively |
|--------------------------------------|-------------------------|-----------------------------|----------------------|
| Spoke and listened respectfully | | | |
| Displayed sensitivity to audience | | | |
| Used appropriate humour | | | |
| Avoided monopolizing the floor | | | |
| Focused on arguments, not the person | | | |
| Avoided excessive repetition | | | |
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