**Chapter 20: Methods of Persuasion**

**Discussion Questions**

1. How have you attempted to establish credibility with your actual audience in previous speeches?
2. What are the strategies that you will utilize to establish credibility with your actual audience for your persuasive speech?
3. Using Toulmin’s Reasonable Argument Model, create an argument in support of increasing the number of general education requirements at your school.
4. How might a persuasive argument given to tweens about the pros of joining a gang differ from the same argument given to adults? Use Maslow’s Hierarchy of Needs to support your response.
5. Review a letter to the editor argument or an opinion piece in a local newspaper or magazine. Identify any common logical fallacies that are present.
6. Create an inductive and a deductive argument using the topic that you have selected for an upcoming persuasive speech.