

THE ART OF PERSUASION

Warming-up. Speaking

Choose the statements you agree with:

- I am good at persuading people
- You talk to me enough, you can convince me to do anything
- I will never lie or exaggerate to persuade someone
- My parents or my friends just keep on talking and eventually I agree with them

Working with Functional Language

The list you'll find below is not intended to be a comprehensive list of all the language you can use in this context, it's just a selection of some of the functional language I want my students to use in this speaking activity.

Before you start the role play, make sure students are confident with the language they'll have to use

Expressions used to make suggestions:

- Might I suggest...?
- Shall I/we...?
- Why don't you/we....?
- I suggest that you... / I suggest+...ing
- We should....

Expressions used to offer alternatives

- Instead of ... ing
- Wouldn't you prefer to....?

Expressions used for reassuring

- You don't have to worry about...
- I can assure you that...
- I guarantee you won't (regret it)

Expressions used for dissuading

- I wouldn't bother about that.
- I (would strongly) advise (you) against ...ing

Speaking task:

Holiday in Scotland. Explain that they are planning a week's holiday in Scotland with a friend, but they don't seem to agree on the kind of holiday to book. They will need to discuss the options and try to come to an agreement.

Students work in pairs to develop the role-play based on the information given to them on their corresponding handout. If there are three students in the group, the third one could be the travel agent.

Tell students they will need to talk for about 5 minutes and to try to reach an agreement at the end of the conversation.

Student A

Bed and Breakfast and drive: you are planning a week's holiday in Scotland with a friend. You think the best idea is to hire a car and drive, staying at bed and breakfasts/guests houses.

- more independence, visit different places
- Speak English: hosts/other guests
- In a real Scottish home
- easy to find on the Internet
- recommendation of a friend
- Other reasons



Student B

Package holiday in Scotland: you are planning a week's holiday in Scotland with a friend. You think the best idea is to go on a package holiday, staying at hotels and going on organized excursions to the most famous places

- all organized and pre-paid, no worries
- travel companies/travel guides
- dangers of driving, price of petrol
- free time after organized excursions
- Recommendation of a friend

