

The Power of Persuasion

Language Preparation: Modal verbs, indirect questions, and expressions for *making polite requests and offers*, expressions with *make* and *do*

Discussion:

- ☞ Do you ever write a “to do list” for home or work tasks? Why? / Why not?
- ☞ How do you persuade someone else to do a chore or task at home or at work?
- ☞ How many household chores can you list that use “make” or “do”?

Activity

Part one: The “to do list”

Write down a “to do list” of 5 tasks you typically might need to do at work (e.g. *check inbox*). At least three of the tasks on the list must be with “make” or “do”.

Number the tasks from 1 - 5 according to how much you like/dislike doing them (1 = really hate doing, 5 = don't mind doing)

Write each task on a small separate piece of paper or card but do not include the score. Fold the pieces of paper so the tasks cannot be seen.

Part two: Delegation

Pick out one of your own tasks and keep it separately.

You want to delegate this task to your colleague. You'll need to persuade them to do the task using all three following techniques and the appropriate language you've practiced for making offers and requests:

- ☞ flattery (“*I've noticed how brilliant you are at...*” etc.)
- ☞ bribery (“*Would you like one of my chocolate biscuits with your tea? ...By the way, could you possibly...?*”)
- ☞ making an offer (“*If I help you with would you give me a hand with...?*”)

You're going to work in small groups of 3 – 5

One by one each student makes a request to another member of the group, before they do, they select one folded piece of paper from the other student. This will be the task they offer to exchange or help with when they *make an offer*.

The other person gives a positive or negative response to the request/offer.

After the response is given, they check the score on their list for the task and note it on the piece of paper. If it is a positive response, they exchange pieces of paper, keeping this task separate from the other folded pieces of paper. If the response is negative they keep their own pieces of paper.

Repeat this process. When everyone has used up their folded pieces of paper, add up the scores given for each task on the pieces of paper. The highest score is the winner.