

Name: _____ Date: _____ Block: _____

A General Summary of Aristotle's Appeals . . .

(Thanks to <http://courses.durhamtech.edu/perkins/aris.html> & Durham Technical Community College for the detailed examples of Aristotle's Appeals.)

The goal of argumentative writing is to persuade your audience that your ideas are valid, or more valid than someone else's. The **Greek philosopher Aristotle** divided the means of persuasion, appeals, into three categories--**Ethos, Pathos, Logos**.

Ethos (Credibility), or **ethical appeal**, means convincing by the character of the author. We tend to believe people whom we respect. One of the central problems of argumentation is to project an impression to the reader that you are someone worth listening to, in other words making yourself as author into an authority on the subject of the paper, as well as someone who is likable and worthy of respect.

Pathos (Emotional) means persuading by appealing to the reader's emotions. We can look at texts ranging from classic essays to contemporary advertisements to see how pathos, emotional appeals, are used to persuade. Language choice affects the audience's emotional response, and emotional appeal can effectively be used to enhance an argument.

Logos (Logical) means persuading by the use of reasoning. This will be the most important technique we will study, and Aristotle's favorite. We'll look at deductive and inductive reasoning, and discuss what makes an effective, persuasive reason to back up your claims. Giving reasons is the heart of argumentation, and cannot be emphasized enough. We'll study the types of support you can use to substantiate your thesis, and look at some of the common logical fallacies, in order to avoid them in your writing.

Rank the appeals in order of importance to you:

1. _____ 2. _____ 3. _____

You will be shown several pictures that are magazine ads. Identify which "Appeal" is the most important for each ad. Look at who the ad is speaking to and why. Write on the lines whether you think the ad appeal is ethos, pathos, or logos.

1. _____ 6. _____
2. _____ 7. _____
3. _____ 8. _____
4. _____ 9. _____
5. _____ 10. _____