**Persuasive Devices**

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| Addressing somebody  directly by their name  or title.  e.g. Sir, please give us extra  playtime. | Using negative  commands.  e.g. Do not tell anybody. |
| Using personal or family  stories.  e.g. My family have owned the  shop for years and if you steal  from them they will lose  money. | Using questions.  e.g. If you don’t help me then  how will I buy something to eat  today? |
| Talking about  consequences in the  future.  e.g. You might be bullied for  years and years if you do not  do as the others tell you. | Using sensory language  (see, hear, smell etc..)  e.g. The sound of the piano will  be so beautiful and watching  Gemma play will make  everyone feel so joyful. |
| Stating true facts.  e.g. Broken stairgates cause 30  accidents every year. | Asking somebody to see  things differently.  e.g. Please look again at your  sister and see how much she  needs your support. |