

1. What is the best definition of persuasion?
  - A. The act of convincing someone to do something
  - B. The act of convincing someone to believe something
  - C. The act of convincing someone to change their behavior
  - D. The act of convincing someone to buy something
2. Which of the following is NOT a common method of persuasion?
  - A. Threats
  - B. Rewards
  - C. Punishments
  - D. Logic
3. Which of the following is NOT a common reason people are persuaded?
  - A. To avoid something unpleasant
  - B. To gain something pleasant
  - C. To conform to social norms
  - D. To stand out from the crowd
4. Which of the following is NOT a common factor that influences persuasion?
  - A. The persuader's physical appearance
  - B. The persuader's tone of voice
  - C. The persuader's body language
  - D. The persuader's credentials
5. Which of the following is NOT a common tactic used in persuasion?
  - A. Flattery
  - B. Assertiveness
  - C. Reasoning
  - D. Intimidation
6. Which of the following is NOT a common way to resist persuasion?
  - A. Refuting the arguments
  - B. Asking for more information
  - C. Pointing out inconsistencies

D. Yielding to peer pressure

Answer Key: 1. C, 2. D, 3. D, 4. D, 5. D, 6. D