

Paraphrasing

Original source material from an article called *Get the Car You Want for the Price You Want* by G. Wilfred, published in 2004:

One highly successful technique is called the *broken record*. No matter what the salesperson says, you just keep repeating “I want to pay no more than \$X for this car.” By repeating yourself like a broken record, you wear the salesperson down.

MAIN IDEAS and DETAILS:

- “The broken record” technique uses repetition to wear the salesperson down.
- As an example, keep repeating the price you want to pay over and over.

Paraphrase:

Is NOT enclosed within quotation marks

The *broken record* technique entails repeating the same phrase over and over until the salesperson is tired of hearing it. For example, you might tell them over and over that your budget is \$7,000, and you won't pay a penny more (G. Jones, 2004).

Uses the same MAIN IDEA as the source and ALL the DETAILS

About the SAME LENGTH as the source

Uses different WORDING and SENTENCE STRUCTURE

Includes a CITATION at the end of the last sentence, but before the period