# 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.**

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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.

STRUCTURE

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

## Paraphrase:

Is NOT enclosed with quotation marks

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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).

About the SAME LENGTH as the source

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

Uses different WORDING and SENTENCE STRUCTURE