

Convincing someone

COMMUNICATION

LEVEL
Intermediate

NUMBER
EN_BE_3111X

LANGUAGE
English





Goals

- Can recall some key examples of persuasive language and use it to convince someone.
- Can express interest and amazement using appropriate language.

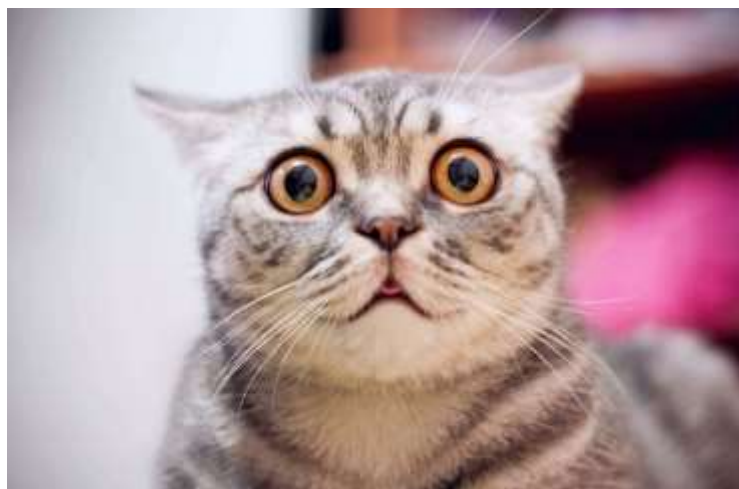






Preview and warm-up

- We often want to try and **convince someone** of the **truth** of **something**, or **persuade them** of our point of view.
- In this class you will learn some new expressions to help develop your **powers of persuasion**!



Honestly, it will be a really interesting lesson, **I swear**!



Convincing someone

- Maybe you want to **persuade** someone to hire you or **persuade** someone to buy your product.
- Perhaps you saw something unusual and no one believes you, you have to try and **persuade** them!
- No matter why you need them, **skills of persuasion are extremely useful!**

- At work, or in politics and activism it's also crucial to be able to **convince people!** You want people to **believe you**, and to **support you!**





Introduction to persuasion

- On the next slides you will see some words and phrases related to persuasion. Read them carefully.
- Soon you will be putting this vocabulary into practice!



I can assure you that the new vocabulary will be useful!



New words

convince

I'm trying to **convince** Martha to apply for the job, she'd be great at it!

persuade

He tried to **persuade** us to buy the car but it was too expensive.

puzzling

I thought she would be here by now. I'm surprised she's not, it's **puzzling**.

amazing

Great job Roz, this work is **amazing**!



New phrases

I swear

I swear I didn't break the vase, I promise!

**I saw it with
my own eyes!**

There was a UFO in the sky, **I saw it with my own eyes!**

**I am telling
you, it's true!**

I really want you to be there, I know we had our differences but **I'm telling you, it's true!**

**I can assure
you that**

I can assure you that the ring is made with pure gold.



Fill the gaps

Fill in the gaps using these words and phrases:

*convince, persuade, I swear, honestly, I saw it with my own eyes,
I can assure you that*

Jenny, how can I _____ you?
_____, I didn't touch the cake, I've no
idea where half has disappeared to.

Dave, stop trying to _____ me,
_____, I saw you through the garden
window sitting eating it in the kitchen!

_____, it wasn't me, it must have been
my twin!





Practise using the phrases

Read through the different situations below. Now role-play each situation with your teacher and make sure to use the phrase underneath the picture in each of your role-plays. You can swap roles after if you like!

a car salesman
trying to
convince a
customer of a
good deal



I swear...



**I ask you to think
about...**

convincing your
friend you saw a
ghost or a UFO

Persuading a
hiring manager
to hire you for
the position



I can assure you that...



**I am telling you, it's
true...**

an employer
telling a
surprised
employee they
got the job



Brainstorm

Brainstorm with your teacher as many situations as you can where you might use the new words and vocabulary you have learnt, so far. Now pick two of these situations and roleplay them together. Use as many of the new words and phrases as you can.



I swear...

**convince /
persuade**

Honestly, I
saw it with
my own
eyes!

I can
assure you
that...

I'm telling
you it's
true.



Using *please* to persuade someone



- In English we often use *please* at the beginning of a sentence to try to convince or persuade someone.



Please help me with this presentation, I'm really stuck!



More ways to convince and persuade someone

- When you have written proof of what you want to convince someone, you can use the expression, **it's here in writing**.
- When something seems **obvious to you** and you want to convince someone else of this you can use the expression, **it's crystal clear**.

- **It's here in writing**, the rent is £500 a month.
- Of course we're not going to have everything ready by our deadline, **it's crystal clear**!





Some extra phrases of persuasion

- We also use the phrase, *it's obvious*, to try to **persuade someone** that **something is true**. **Especially when we believe this should be easy to see as true.**
- Not sure how to persuade someone, you can also ask them!
- We sometimes ask people, *what do I have to do to convince / persuade you?*



It's a competitive job, of course there will be a lot of applicants, **it's obvious!**

I really want to help, **what do I have to do to convince you?**





Use your powers of persuasion

Can you use your powers of persuasion to try to convince your teacher to do the things below for you? Use *please* at the beginning of your sentences!





Thinking back...



When was the last time you had to use your **powers of persuasion** at work? Tell your teacher about it.

Are you good at convincing people? Why or why not?



Using new phrases

Look at the new phrases on the cards below.

Can you think of two situations where you might need to use each phrase? Now role-play with your teacher one situation for each new phrase.

It's obvious!

It's crystal clear!

It's here in writing...

What do I have to do to convince you?



Expressing surprise and amazement

- Sometimes we want to **react with surprise** or **amazement** to something someone tells us.
- There are some useful new phrases below that you can use in these circumstances.

Expressing surprise and amazement

Really?

That's incredible!

No way, I don't believe it!

Wonders never cease

Words fail me





New phrases to express delight and happiness

**That's amazing
/ wonderful!**

I heard you were given a promotion. **That's wonderful** news!

**I'm so happy /
glad**

I heard you have a new job. **I'm so happy** for you. **I'm really glad** that you will now have the chance to do what you love every day!

**I'm so pleased
for you**

Your uncle told me you are moving to Australia. **I'm so pleased for you**. Your dreams have come true!

**I'm amazed /
I'm surprised**

I can't believe you made me a birthday cake! **I am so surprised**, I didn't expect this at all. Thank you.



When you are not impressed with what you hear

- Sometimes we receive news that we are not so happy about.
- If you want to express that you don't find something funny you can use the expression, ***that is not amusing in the slightest***.

You might also hear the expression:

- ***Oh! I see.***

Listen carefully for context when you hear this expression. Sometimes it can be used **sarcastically** and sometimes it is a **genuine expression of understanding**.

- Sorry, I didn't have time to do the dishes...
Oh! I see. So you thought I would have more time after I finished a long day at work?





Which phrase should you use?

Read the situations on the cards below.

Which new phrases could you use to respond to each situation?
Sometimes you will be able to use more than one new phrase, list as many as you can for each!



Your sister just got
her dream job

Your best friend
was given a
promotion at
work.

Your brother got
engaged.

You won an
award at work



I am not amused...

Tell your teacher about a time in your life when you or someone you know might have wanted to use the phrase, ***that is not amusing in the slightest.***

If you can't think of any examples from your own life, invent a story! Then roleplay this situation with your teacher.





Comment on the sentence

Read the sentences below.

Elaborate on what you think might have happened here.
Who do you think the characters are? What happened? How is the phrase *Oh! I see* significant?

“

Oh! I see, she said, and shot me a dark look. So you thought that taking a week off with our deadline looming wouldn't be a problem at all?

”





Practise the most useful new phrases

What have been the ten most useful new phrases from this class for you?

List them!

- Now role-play with your teacher different situations where you might use each of these phrases.
- Be as inventive as you like!





Reflect on the goals

Go back to the second slide of the lesson and check if you have achieved all the goals of the lesson.

yes

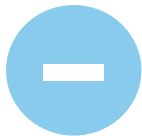
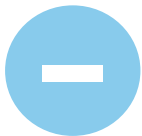
no





Reflect on this lesson

Think about everything you have seen in this lesson.
What were the most difficult activities or words? The easiest?



If you have time, go over
the most difficult slides again



Answer key

Exercise p. 9

several different answers are possible for each, accept any correct answers





Homework writing activity

When might you have to convince someone? What phrases that you learnt in this class do you think will be most useful in your daily life? Note the most important phrases here and brainstorm all the different situations you could use them in.

○	
○	
○	
○	
○	
○	
○	
○	
○	
○	
○	
○	
○	
○	
○	
○	



About this material

Find out more at
www.lingoda.com

This material is provided by

lingoda



lingoda Who are we?



Why learn English online?



What kinds of English classes do we offer?



Who are our English teachers?



How do our English certificates work?



We also have a language blog!