

Group members: _____

OBSERVATIONS AND NOTES

Check the strategies that group members are using to build their argument. Jot down their reasons in the Notes section to use as examples later.

- _____ **Claim** - Students state what they are trying to convince the audience of
- _____ **Authorities or "Big Names"** - Students cite well-known authorities or experts to get the audience to believe their argument
- _____ **Logos** - Students use facts, data, statistics, or numbers to support their argument
- _____ **Pathos** - Students appeal to the audience's emotions
- _____ **Ethos** - Students try to gain the audience's trust and show their credibility and honesty
- _____ **Kairos** - Students try to build a sense of urgency and convince the audience that they must act now
- _____ **Research** - Students cite research (websites, articles, experts) to build their arguments; they show graphs, tables, or charts to help persuade

Notes