

The Pillars of Persuasion

Aristotle cut through the various rhetorical devices to name three means of persuasion: **use the related words and devices to give a definition to each mean.**

Related words:
sympathy, empathy

Devices: **emotive**
language, anecdotes

Pathos

Related word:
ethical

**3 means of
persuasion**

Related word:
logic

Devices: **direct address,**
modal verbs

Ethos

Logos

Devices: **facts, statistical**
data, expert opinion

Rhetoric The Art Of Persuasion

Wenbin Ji



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