

Persuasive Advertising Essay

To prove that a commercial, a piece of persuasion, is, in fact, effective to its target audience.

To begin with, persuasion has a simple definition. It is an act that makes people believe in something or do something. Certainly, it does not mean that persuasion forces people to do what they do not want. Firstly, persuasion makes people think over if they are interested in this or that thing or topic. Then, persuasion allows people to make their choice and, finally, effective persuasion achieves its goal when people feel certain that they like the object of persuasion and they are ready to consent to it and use it for their own benefit.

It goes without saying that a commercial should be persuasive because the main aim of it is not only to inform the audience about a new product but also to convince that this product should be purchased. So, it is impossible to imagine a commercial without persuasion. To be effective, a commercial should, first of all, attract consumers' attention. In addition to this, the strengths of the advertisement consist in persuasive arguments that are used to influence the public. Persuasive advertising should contain certain rhetorical devices that will help to have a necessary influence on the audience. Therefore, advertising is full of rhetorical devices such as appeals: logos, pathos, ethos including identification, and gaze. There are different ways to persuade the audience using rhetorical figures. The main point of this research paper is to review the main principals of persuasive advertising, to analyze them, to define what methods of persuasion are used in a chosen commercial and to prove that the methods applied in the commercial make it effective to its target audience.

A commercial is a piece of persuasion. That is why it is relevant to consider it as a part of persuasive speech.

The art of persuasion has its own rules. The general ones are the following:

Persuasive speech should be interesting and captivating

People always need time to be persuaded

A speaker should keep in mind its target audience

The context of persuasion should be acceptable.

As Aristotle claimed, three main components of a persuasive speech are subject, speaker and audience. The speaker is the main figure who is able to establish relationships between these components. The speaker may engage the audience applying various techniques. The first one is an image. Sometimes what people see is more significant than what people hear. Therefore, a persuasive speech should be supported with images that have a potential to persuade. The second technique is the speakers voice. It is important to pay attention to the tone. A persuasive speech should not be monotonous. When the customer hears an advertisement, the speakers tone may captivate his attention. Moreover, when this voice is recognizable, it will certainly focus the publics attention. The third technique is an attractive context of the presented information. It must be

Persuasive Essay On Advertising

Lei Huang



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