

# PIGEON PERSUASION

What the pigeon says/does...	What strategy the pigeon is using...
<p><b>"I'll just steer"</b></p>	<p><b>Get the audience to say yes!</b> Once they have said <b>yes</b> to one thing, they are more likely to say <b>yes</b> to something else. Find a smaller thing to get them to say <b>yes</b> to and then ask the bigger question again later.</p>
<p><b>"My cousin Harry drives a bus almost every day! True story!"</b></p>	<p><b>Make it seem normal</b> If something is agreed on by lots of other people, the person you are trying to convince is more likely to say <b>yes</b>.</p>
<p><b>"I never get to do <i>anything!</i>"</b></p>	<p><b>Appeal to emotions</b> The pigeon is trying to make the audience feel bad for him so they will want to help him out.</p>
<p><b>"Hey, I've got an idea. Let's play 'Drive the bus!'"</b></p>	<p><b>Appeal to emotions</b> The pigeon is trying to make the audience feel like they could have fun and trick them into joining in.</p>
<p><b>"I'll be your best friend!"</b></p>	<p><b>Give something back</b> The pigeon is offering something in return that they think the audience will care enough about to say <b>yes</b>.</p>
<p><b>"How 'bout I give you five bucks?"</b></p>	
<p><b>"I bet your mum would let me."</b></p>	<p><b>Opinion of Authority</b> Stating the opinion of someone powerful or in charge can make it seem more reasonable.</p>
<p><b>"I have dreams, you know!"</b></p>	<p><b>Appeal to emotions</b> The pigeon is trying to make the audience feel bad for him so they will want to help him out.</p>