

The Art of Persuasion

Read the rest of the Unit 4 Big Idea (Common Sense), then answer the question below:

List two or three different arguments that Thomas Paine made for independence in the pamphlet, *Common Sense*.

How did Thomas Paine make his arguments more agreeable to those that read *Common Sense*?

Read the following quote, underlining, highlighting, or circling evidence that help identify what John Dickinson is trying to say. Afterward, answer the questions below:

“It is indeed probable that the sight of red coats and the hearing of drums would have been most alarming, because people are generally more influenced by their eyes and ears than by their reason. But whoever seriously considers the matter must perceive that a dreadful stroke is aimed at the liberty of these colonies. I say, of these colonies, for the cause of one is the cause of all. If the Parliament may lawfully deprive New York of any of her rights, it may deprive any or all the other colonies of their rights; and nothing can possibly so much encourage such attempts as a mutual inattention to the interests of each other. To divide, and thus to destroy, is the first political maxim in attacking those who are powerful by their union. He certainly is not a wise man who folds his arms and reposes himself at home, viewing with unconcern the flames that have invaded his neighbor’s house, without using any endeavors to extinguish them. When Mr. Hampden’s ship-money case for Three Shillings and Four-pence was tried, all the people of England, with anxious expectation, interested themselves in the important decision; and when the slightest point touching the freedom of one colony is agitated, I earnestly wish that all the rest may with equal ardor support their sister.”

-John Dickinson

Letters From a Farmer in Pennsylvania, December 3rd, 1767

What is John Dickinson trying to say in the above quotation? How is it relevant to the idea of American Independence?

How is John Dickinson making his argument? Is he making an ethical argument? A logical one? An emotional one?

What type of argument is most effective in your opinion? Why?