

ADB/ATU 3M: PERSUASION EXERCISE

Objective: To persuade someone to sign his or her name.

Ideas for Given Circumstances:

- To sell the family cottage or home (one sibling/partner loves cottage life, the other wants the money)
- To get a loan from a family member for a risky business venture
- To give up a child for adoption (pregnant teen, infertile woman)
- A prenuptial agreement (engaged couple, disparity in wealth)
- A reference letter (from teacher, or employer, did not part on good terms)
- An invitation to an estranged family member (to wedding, parent who left)
- To sign consent for organ donation to estranged family member
- To get a parent to add you to their auto insurance policy
- To place a grandparent in a seniors' home (parents deceased, up to grandkids)
- A confession to an act of bullying or vandalism (both involved)
- A medical form for questionable stress leave from a friend who's now a doctor
- An overnight field trip consent form (kid got sent home early last time)
- Other ideas...

Ideas for Tactics: To explain, to tempt, to guilt-trip, to plead, to blackmail, etc.

Coaching:

- A pre-existing relationship and interesting “back-story” make a richer scene.
- Play each assigned Tactic to its conclusion (don’t repeat earlier Tactics).
- Don’t force a resolution. The Persuader may, or may not, get a signature.