



## ANSWERS

- |    |   |                                |
|----|---|--------------------------------|
| 1. | Direct appeal to strong emotions such as pity, fear, anger, or patriotism             | <u>Raw Emotional Appeal</u>    |
| 2. | Appealing to people's fear or distrust of strangers or foreigners                     | <u>Xenophobia</u>              |
| 3. | Presenting oneself as "a regular person"  | <u>Plain Folks</u>             |
| 4. | Reasoning that seems logical on the surface but actually isn't                        | <u>Logical Fallacies</u>       |
| 5. | Attacking someone's character instead of presenting a logical argument                | <u>Name Calling/Ad Hominem</u> |
| 6. | Arguments based on group mentality; arguments that claim to represent the whole group | <u>Appeals to Identity</u>     |

The purpose of propaganda is to motivate political supporters and to influence people to buy into a certain ideology. Propaganda functions by showing only one side of a story and by appealing to strong emotions such as fear, anger, and patriotism. Propaganda does not necessarily use logical arguments.