

# Rational persuasion

Education



**ASSIGN  
BUSTER**

It must be kept in mind that I am in a more inferior position to negotiate and I cannot use pressure nor coercion. Besides, rational persuasion manifests civility as well as thinking skills. The right way to do it is to approach the professor and present all my arguments why I should be given an extension for the paper.

Personal source would be the most effective base because the influence over others, the source of which resides in the person instead of being vested by the position he or she holds. As mentioned, I have no authority or position so much power is required in effective persuasion. Perhaps, I can refer to my commitment as a student to finish the projects in this class. Showing my sincere interest to the professor may be able to influence his decision for an extension. At the same time, I can use exchange as tactic by promising that I would deliver a better quality of work if given enough time to accomplish this paper. In short, negotiating using softer tactics as well as a positive influence would result in a better chance of being granted an extension.