

1) C

Question Type: **Vocabulary**

credible (adjective): reliable, believable, trustworthy. In paragraph 2, the author says: “Ethos is a speaker’s way of convincing the audience that she is a credible source.” We can use context clues—hints from known words or phrases around the unknown word or phrase—to help us figure out what the word credible most nearly means. The author explains that “an audience will consider a speaker credible if she seems trustworthy, reliable, and sincere,” and then adds: “if an audience cannot trust you, you will not be able to persuade them.” The words “trustworthy, reliable, and sincere” are especially good clues about what credible means. Based on these quotations, we can see that a credible person is someone you can trust. Because the question is asking for an antonym, we are looking for a word that means the opposite of trustworthy. You would not trust someone who was dishonest, disloyal, or a cheater. We can tell that we are looking for a word that means dishonest. Therefore (C) is correct.

2) A

Question Type: **Inference**

In paragraph 3, the author explains that pathos: “is a speaker’s way of connecting with an audience’s emotions.” The author then gives two examples: a candidate who uses fear to gain votes and a charity that makes you feel pity to get money. The second example is similar to the situation in the question. Amy wants new shoes. She tries to convince her mother by saying that if she does not get them, everyone will laugh at her. She claims that she will be “so embarrassed” that she will “want to die.” Here, Amy is attempting to make her mother feel pity for her. If her mother feels bad enough for her, she will buy her the new shoes. Amy is thus using pathos to try to convince her mother to buy the shoes. Therefore (A) is correct.

3) B

Question Type: **Detail**

In paragraph 4, the author writes: “use of logos can also increase a speaker’s ethos; the more facts a speaker includes in his argument, the more likely you are to think that he is educated and trustworthy.” In other words, an audience will be more likely to trust a speaker that uses facts, information, or other evidence in his argument. Therefore (B) is correct.

4) D

Question Type: **Global**

In paragraph 3, the author explains that pathos: “is a speaker’s way of connecting with an audience’s emotions.” One of the examples the author gives in this paragraph is of a candidate who says that “he alone can save the country from a terrible war. These words are intended to fill the audience with fear, thus making them want to vote for him.” In this example, the speaker uses fear to gain an audience’s votes. In the question’s example, Gareth is also using fear to gain votes. He warns that if the current mayor stays in office,

“who knows how many more people will lose their jobs? The number could go up even higher.” Gareth is trying to make the audience afraid that the unemployment rate will go up if they do not vote the mayor out of office. Because Gareth is using fear to persuade the audience, this example contains pathos. This supports option (I). As the author explains in paragraph 4, logos is “the use of facts, information, statistics, or other evidence to make your argument more convincing.” In his speech, Gareth tells the audience that “under our current mayor, there have been 15,000 new cases of unemployment.” This statistic is a fact that will help Gareth’s argument. By using this information, Gareth is trying to convince the audience that the mayor should be voted out of office. Because Gareth is using facts to persuade the audience, this example contains logos. This supports option (II). As the author states in paragraph 2, ethos is “a speaker’s way of convincing the audience that she is a credible source.” The author further explains: “a speaker can develop ethos by explaining how much experience or education she has in the field.” In his speech, Gareth says to the audience: “when I was the CEO of Magnatech, I helped to create over 1,000 new jobs. I can do the same thing for this city.” Here, Gareth tells the audience that he has a lot of experience creating jobs. By highlighting his experience, Gareth uses ethos to make his speech more persuasive. This supports option (III). Therefore (D) is correct.

5) C

Question Type: **Detail**

In the final paragraph, the author writes: “Although ethos, pathos, and logos all have their strengths, they are often most effective when they are used together. Indeed, most speakers use a combination of ethos, pathos, and logos to persuade their audiences.” Here, the author tells us that ethos, pathos, and logos each have their own advantages. None of them is more useful than the other. The author then claims that they are “most effective when they are used together.” In other words, a combination of ethos, pathos, and logos is the most effective tool of persuasion. Therefore (C) is correct.