

Name: _____

THE ART OF PERSUASION: ABIGAIL'S TRADE



Directions: Abigail tries to convince Queen Octonia to trade the witchlings for a mirror. Analyze her persuasion strategies using the chart below.

What Abigail Says or Does	Strategy (flattery, threat, lie, bargain, appeal to vanity)	Does It Work?	Why or Why Not?
Threatens to burn the eggs			
Says she has a "special gift" better than witchlings			
Says the Great Mother called Octonia the most beautiful spide			
Makes Octonia promise to let them go before showing the mirror			
Hands over the mirror			





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1. Baba Nana told Abigail that Queen Octonia is “very full of herself” and “just vain enough that this might work.” How does Abigail use this information in her plan?

2. Why does the plan ultimately fail? What does Octonia figure out?

3. If you were Abigail, what would you have done differently to try to convince Queen Octonia? Describe an alternative strategy.

