

ABSTRACT

Prameswari, Dia Ayu. 2020. *Persuasive Techniques Employed by EFL teachers in the Classroom Interactions: Language and Power*. Undergraduate Thesis. English Education Department. Faculty of Teacher Training and Education. University of PGRI Adi Buana Surabaya. Advisor Dr. Dyah Rochmawati, M.Pd.

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This study investigates persuasive Techniques employed by Teacher in EFL teacher in the classroom interaction. In this research, In this study, the researcher takes this topic because it needs more exploration. Furthermore, small number of people are conscious about the important of persuasive techniques. This study is categorized as descriptive qualitative research because it describes and interprets all things happen in the process of research without any reduction. The data that are analyzed in this study are in the form phrases and sentences on persuasive techniques based on The teacher speeches. The data are analyzed by selecting the data that refers to the research problems of this study by classifying the data, categorizing the types of persuasive strategies, describing, discussing and interpreting the data. Aristotle's theory about persuasive strategies are used in the analysis. The findings of this study covering the formulated research question. It is found that The teacher uses all types of persuasive strategies based on Aristotle's theory. Those are; *ethos, pathos and logos* strategies. They also uses *pathos* strategy in both of his political speeches by rising up the emotion of the audience and using figurative language, emotionally loaded language and *logos* strategy by giving factual data and statistic, giving an example, and using historical analogical to ensure the audience.