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**Linguistic Strategies for Persuasive Discourse in Three
Novels by E. M. Forster in Terms of Johnstone's Model:
A Stylistic Study**

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Abstract

Persuasion is a linguistic mode which has an effective impact on beliefs, behavior, and ways of thinking. It is often equipped with distinctive devices of rhetoric and strategies. Persuasion, however, is not the prerogative of oral discourses; but a crucial part of literary discourse. Accordingly, this study purports to investigate the persuasive strategies and the rhetorical devices followed by the characters in E.M. Forster's novels, *Where Angels Fear to Tread* (1905), *A Room with a View* (1908) and *A Passage to India* (1924). These strategies and rhetorical devices are likely to be abundant in these three novels and have been exploited differently.

The study aims at finding the utilized persuasive strategies and rhetorical devices used by the characters. It also attempts to identify how these strategies lead to personal styles distinctive of each character. Thus, the study hypothesizes that though natural human languages are cut from the same mold, they have different parameters. The persuasion strategies which lead to the identification of the characters' persuasive styles are specific to the language in question. The study is limited to three of Forster's fictional works. To verify the hypothesis, the linguistic data is analyzed using the model proposed by Johnstone (1989), based on the three strategies of quasilogic, presentation and analogy. That is, how these strategies are utilized in the chosen novels.