An ad for sports equipment featuring a professional athlete.

An argument constructed based on the credibility of the person making the argument.

## **ETHOS**

An argument constructed based on ethics.

This toothbrush is recommended by 4 out of 5 dentists.

An argument based on reasoning or logic.

One in four Oklahomans has a bachelor's degree.
Therefore, most Oklahoma college students are first-generation college graduates.

## **LOGOS**

If x + 5 = 12, then x = 7.

Studies show that this soup is 15% more healthy than competing brands.

An ad for an animal charity that shows videos of mistreated puppies.

An argument that elicits an emotional response.

## **PATHOS**

Act now, before it's too late!

Please donate to our cause today, so we can feed the children.