

## REFERENCES

Boyland, Emma J. (2010). *Persuasive techniques used in television advertisements to market foods to UK children*. UK.Department of Experimental Psychology, University of Liverpool.

Budiani, Yunita Sari. (2014). *Sebuah Analisa persuasive tehnik yang digunakan dalam iklan kosmetik..*Surabaya. Fakultas Sastra dan Budaya. UIN Sunan Ampel.

Carlton, William. 1970. *Aristotle Physics Book I & II*. Oxford: Oxford University Press.

Ferreira, Silvia Nerea Sastre. (2014). *Persuasive Language in Tourism Webpages: Official Webpages of Los Angeles, Seattle and Washington*. Universidad de Valladolid.

<http://whatis.techtarget.com/definition/Facebook> (Accessed On Feb 3th, 2017 11:20 p.m)

[http://www.facebook.com/pg/VisitSamosirIsland/posts/?ref=page\\_internal](http://www.facebook.com/pg/VisitSamosirIsland/posts/?ref=page_internal) (Accessed On April 13, 2017 01.15 a.m)

Keraf, Gorys. (2000). *Argumentasi dan Narasi*. Jakarta: Gramedia.

Mulholland, J. (1994). *Handbook of persuasive tactics: A practical language guide*. London: Routledge.

Pradopo, Joko. (2000). *Metodologi Penelelitian Sastra*. Yogyakarta: PT. Handika Graha Widia Yogyakarta.

Rezaei, Sohrab. (2016). Language and Power: “*The Use of Persuasive Techniques in Iran and U.S. President Speeches*”.

Rizka, Evin Maya Aulia. (2016). *Persuasive Technique in Nike Advertisement*. Universitas Islam Negeri Islam Malang.

S.A Kenechukwu. (2013). *Behind Advertising: The Language of Persuasion*. Nigeria: Department of Mass Communication, Madonna University Okija.

Safitri, I. (2013). *Persuasive Strategies of Commercial and non commercial Advertisement on Time Magazine*.

Sagala, Renni dkk. (2016). *Mini Research: Foreign Tourists Perception for The Development of Samosir Tourism*. Medan: State University of Medan.

Saragih, Amrin. (2014). *Discourse Analysis: A study on discourse based on systemic function linguistic theory*. Medan: State University of Medan.

Sitorus, Widy dkk. (2016). *Mini Research: The Persuasive Technique in Samosir Tourism Promotion*. Medan: State University of Medan.

Situmorang, Maria Klara Timorina. 2016. *Rhetorical Style in the headline news of the daily kompas*. State University of Medan.

Strauss, Anselm. (2003). *Basic of Qualitative Research*. Yogyakarta: Pustaka Pelajar.

Tim Perfect Com. (2011). *Tutorial Praktis Menggunakan Facebook*. Surabaya: Indah.

Thompson, Peter. (1998). *Persuading Aristotle*. Australia: The Electric Book Company.