

CHAPTER V

CONCLUSION AND SUGGESTION

5.1 Conclusion

Based on the analysis, the conclusions as stated as follows:

1. The subjects' ways of persuading readers are different from what the experts' statement in the theory. It was especially related to the text structure and reasoning as the ways of persuading readers. In the text structure, the subjects use three-layered text structure instead of the text structure of argumentative writing which is proposed by Ramage *et.al* (2016). The three-layered text structure consists of: (a) introductory paragraph; (b) writer's position paragraph; and (c) conclusion. In the introductory paragraph, the subjects initiate the argument with (1) definition; (2) personal opinion; and (3) issue. In writer's position paragraph, the subjects use writer-based reasons; while to end up the argumentative writing, the subjects present the conclusion which is repetition of the previous sentences instead of the summary of arguments and irrelevant suggestions to the topic.
2. There are two cognitive considerations that the subjects possess in order to persuade readers on their argumentative writing, they are: (1) readers' background knowledge and text organization; (2) reasoning. Each of these considerations is applied on all of the argumentative writing across all of the intended readers which mean that the subjects do not have specific cognitive considerations on specific readers.

5.2 Suggestion

In relation to the conclusions, suggestions are offered as the following:

1. For educational field
 - a. Students are suggested to have specific cognitive consideration in writing argumentative text for their specific intended readers so that their writing achieves the goal of the argumentative writing.
 - b. Lecturers, especially those who teach writing skill, are suggested to include the material of cognitive considerations in writing, and train the students to have cognitive considerations about their specific intended readers or to be aware of their readers so that the students are able to enhance persuasiveness in their writing.
2. For further researcher. Further researchers are suggested to use more variant topics given to the subjects, consider the subjects' cultural factors in their ways of persuading readers in order to enrich the findings of cognitive considerations in persuading readers.