

## **CHAPTER V**

### **CONCLUSIONS AND SUGGESTIONS**

#### **A. Conclusions**

After investigated the data, the conclusions of this study were :

1. The three Aristotle Modes of Persuasion used by Dr. Zakir Naik in his speeches. They were logos, ethos and pathos.
2. The most dominant Modes of Persuasion applied by Dr. Zakir Naik were logos.
3. In convincing the audience, Dr. Zakir Naik gave the facts, reason and references (logos). In stimulating the listener, he delivered the his knowledge and competency and in actuating the audience he asked some questions such as : Do you agree ?, Are you sure ?, Do you want ?, so that the audience take any action later.
4. The findings of this study were similar with the previous study were Dr. Zakir Naik used the three modes of persuasion that was logos, ethos and pathos in the same time. But, this study found logos dominantly used by Dr. Zakir Naik.

#### **B. Suggestions**

1. For the readers, it suggested to use Logos as the language of persuasion in persuading and convincing the audience.
2. In persuading the audience with used logos, the speaker must show the references, sources, evidence and other detail explanation.