



Worksheet

Name :

Subject:

Lesson 2 A (vocabulary) U3

Class:

12th grade

Date:

Describing People – Personality Adjectives

These words describe how people think, act, and respond to others.

Some describe people who are **smart and clever**, others describe people who are **easily tricked**.

Word	Meaning	Example Sentence
Crafty	Good at getting what you want by clever or secret plans.	The crafty man sold fake watches as real ones.
Cunning	Clever at achieving things, often in a dishonest way.	She made a cunning plan to win the competition.
Devious	Using tricks to achieve goals; dishonest but clever.	The politician used devious methods to get votes.
Ingenious	Very clever and original in solving problems.	The students made an ingenious device for saving water.
Shrewd	Good at judging situations and making smart decisions.	He's a shrewd businessman who never loses money.
Naive	Innocent and too ready to believe people.	She's too naive to realize he's lying.
Credulous	Too willing to believe things without proof.	Credulous people often fall for internet scams.
Gullible	Easily tricked or deceived.	Don't be so gullible—you can't believe every advertisement!
Trusting	Always ready to believe others; not suspicious.	She's very trusting and tells everyone her secrets.
Unsuspecting	Not aware that something bad might happen.	The unsuspecting tourist bought a fake ticket.

Tip:

Words like *crafty*, *cunning*, *devious* have a **negative** meaning.

Words like *ingenious*, *shrewd* are **positive** and describe cleverness in a good way.

Verbs of Persuasion – Ways to Influence Others

All these verbs mean “*to persuade*,” but they show different ways or strengths of persuasion.

Verb	Meaning	Example Sentence
Convince	Make someone believe something is true or right.	I convinced my parents to let me go on the trip.
Cajole	Persuade someone by being nice or flattering.	She cajoled her brother into helping with homework.
Coax	Gently persuade someone to do something.	The teacher coaxed the shy student to speak.
Coerce	Force someone to do something they don’t want to do.	He was coerced into signing the document.
Entice	Tempt someone with something attractive.	The smell of coffee enticed everyone into the café.
Pressure	Try hard to make someone do something.	His friends pressured him into buying the expensive phone.
Urge	Strongly encourage someone to do something.	I urged her to apply for the scholarship.
Sway	Influence someone’s opinion or feelings.	The speech swayed many voters.
Incite	Persuade someone to do something bad or violent.	The crowd was incited to protest.

Remember:

- **Coerce** and **pressure** = strong persuasion.
- **Cajole** and **coax** = gentle persuasion.
- **Convince**, **urge**, **sway** = neutral persuasion.
- **Entice** = tempting someone.
- **Incite** = encouraging bad actions.

Technique	What It Does	Simple Example
Yes Questions	Builds agreement step by step	“Do you want to be healthy?” “Do you want to save money?”
Scarcity Principle	Creates urgency through limited supply	“Only 3 items left!”
Framing	Changes how information sounds	“90% success rate” instead of “10% failure”
Reciprocation	Makes people return a favor	“Free samples”
Social Proof	Uses group behavior to influence choices	“Everyone is buying it!”