

Solutions

Each answer shows the steps, then the **result**.

2.1

- it enrolls the reader in the writer’s position before any argument has been made

2.2

- that the answer is obvious and needs no argument, which makes it a claim rather than a question

2.3

(a)

- it marks the sentence as sincere or urgent

(b)

- say what is emphasised there and why the writer wants that point weighted

3.1 B

- the third person places the group outside the shared position

3.2 B

- it asserts that no answer is needed

3.3

(a)

- it separates the audience from the writer and addresses them directly

(b)

- the shared “we” has built agreement, and the final “you” places the responsibility to act on the listener