

Echoes Sound True Answer Key / Sample Reasoning

1. Which response feels more confident and persuasive on first read? Why?

Sample Answer: Response **B** feels more confident and persuasive at first because it uses bold, emotional language and speaks with certainty. It makes big, clear claims ("young people are smarter," "humanity will finally move past fear") without hesitation or balance. The confident tone tricks the reader into trusting it - it sounds passionate and sure of itself, even though it's not backed by facts.

Why this works: It highlights how *certainty and emotion* can sound convincing even when logic is weak. Students notice that persuasion and accuracy aren't the same.

2. What clues make one of the responses sound smarter - word choice, tone, or phrasing?

Sample Answer: Response **B** sounds "smarter" because it uses formal, powerful words like "renowned," "innovation studies," and "intelligent species." The sentences are longer and more dramatic, which mimics the style of an expert report. Phrases like "experts say" and "every major social improvement" give a fake sense of authority. These linguistic signals make it sound intellectual, even though the claims are exaggerated or false.

Why this works: Students learn that tone and structure - not just facts - shape how credible writing feels. Recognizing these *surface signals* helps them question why something "sounds right."

3. Underline or quote one statement from Response B that might sound believable but isn't factual.

Sample Answer: "According to several 'innovation studies,' every major social improvement - from health to happiness - has come directly from new technology."

This sentence sounds believable because it mentions studies and lists broad examples, but it's a **hallucination** - there are no such studies proving that every improvement in society came from technology. It uses the word "every" to exaggerate and appeal to people who already believe technology is always good.

Why this works: It connects the false statement directly to its emotional appeal and explains why it feels persuasive - it confirms something people want to believe.

4. What kind of bias or emotion do you think that sentence is appealing to?

Sample Answer: This line appeals to **progress bias** - the belief that anything new or high-tech is automatically better. It also plays on **pride and superiority**, suggesting that people who embrace technology are more intelligent or evolved. These emotions make readers feel good about agreeing with the statement, which hides the fact that it lacks real evidence.

Why this works: It shows students that misinformation often succeeds not because it's logical, but because it flatters the reader's worldview or identity.