

LINGUISTICS

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Actualization of persuasion tactics in a detective and investigative discourse

The persuasiveness phenomenon as a way of impact on system of believes of the addressee by means of the argument draws attention of many researchers in connection with that fact that this type of influence is widely used in operational investigative and criminal procedure practice and most fully is realized during such important investigative actions as interrogation, conversation, poll in which the investigator is convincing other participants of the investigation process to give accurate information on the investigated criminal event or to make actions, necessary for a consequence. The article is devoted to the analysis of five speech tactics both negative, and positive convincing, representing persuading strategy within a detective and investigative discourse.

Key words: detective and investigative discourse, persuading strategy, influence, argument.

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