

Contents

Preface xiii

PART I

Goals, Skills, and Functions of Argumentation 1

Chapter 1: An Introduction to Argumentation 3

Argumentation in a Free and Pluralistic Society 4

Advocacy, Power, and Free Societies 5

Argumentation in a Pluralistic Culture 6

Goals of Studying Argument 6

What Arguments Do: Justify, Persuade, Discover 7

The Place of Values in Argument 9

Agreement and Cooperation in Argumentation 10

A Commitment to Ethical Advocacy 12

Chapter 2: The Elements of Arguments 15

Arguments: Conclusions and Their Reasons 15

Assertion vs. Argument 16

Identifying Reasons and Conclusions 17

Two Types of Reasons: Evidence and Connectives 18

Propositions of Fact, Value, and Policy 20

Propositions of Fact 20

Propositions of Value 21

Propositions of Policy 23

Chapter 3: Tools for Analyzing Arguments 27

When Arguments Are and Are Not Likely 28

When We Expect Arguments 28

When We Don't Expect Arguments 29

Deductive and Inductive Arguments 30

Three Tools for Analyzing Arguments 32

Tool 1: Scanning 32

Tool 2: Standardizing 33

Tool 3: Diagramming 36

The Toulmin Model and the Hidden Elements of Arguments 44

PART V

Linguistic Consistency: Language in Argument 161

Chapter 12: Definition in Argument 163

Definition Reports: Defining for Clarity and Emphasis 164

Argumentative Definitions 164

Argumentative Definitions and Categorical Reasoning 165

Strategies of Definition 166

Circular Definition 169

Distinction without a Difference 170

Evaluating Definitions 170

Definition and Context 171

Sources of Definitions 171

Chapter 13: Ambiguity, Equivocation, and Other Language Considerations 175

Ambiguity 175

Equivocation 176

Other Language Considerations 178

Redundancy 178

Mixed Metaphor 178

Choosing the Wrong Word 179

Misusing a Common Expression 179

PART VI

Types and Tests of Arguments 183

Chapter 14: Analogies, Examples, and Narratives 185

Analogies 185

Literal Analogies 186

Metaphors or Figurative Analogies 190

Arguing from an Example 194

Metonymy 195

Narrative Arguments 196

Narrative Argument: Pros and Cons 196

Protagonists, Values, and Worldview 198

Tests of Narrative Arguments 199

Chapter 15: Reasoning about Causes 207

Arguments Advancing Hypotheses 208

The Structure of Arguments Advancing Hypotheses 209

Developing a Hypothesis 209

Evaluating a Hypothesis 210

Arguments from Sign 213

Arguing for Cause by Analogy 214

Arguing for Cause by Enumeration 215

Arguments Generalizing about Cause 216

Reasoning from Correlation Alone 217

The Post Hoc Fallacy 219

Observational versus Randomized Studies 220

Chapter 16: Moral and Practical Arguments 227

Pragmatic and Principle Arguments 227

Pragmatic Arguments 228

Arguments from Principle 230

Arguments from Quantity and Quality 232

Arguments from Quantity 232

Arguments from Quality 236

Chapter 17: Essential Nature Arguments 241

Genetic Arguments 241

Testing the Genetic Argument 242

Arguments from Intent 243

Testing the Argument from Intent 244

Arguments from Function 244

Testing the Argument from Function 246

Sources of Function 246

Person/Act Arguments 247

Testing the Person/Act Argument 248

Charging Inconsistency 248

Visual Arguments from Essential Nature 249

Evaluating Visual Essential Nature Arguments 252

Chapter 18: Fallacies and Appeals 255

Fallacies 256

Fallacies of Faulty Assumption 256

Fallacies Directed to the Person 258

Fallacies of Case Presentation 259

Fallacies of Suggestion 261

Appeals 263

Appeals to Authority 264

Emotional Appeals 266

Reductio Ad Absurdum 267

PART VII

Developing and Adapting Your Case 271

Chapter 19: Policy Case Construction 273

Informing and Persuading 274

Sample Essay Analysis 274

Establishing a Problem 276

Advancing a Plan or Solution 278

Answering Counter-Arguments 279

Suggesting Benefits and Concluding 280

Chapter 20: Adapting Arguments to an Audience 283

Demographic Analysis 284

Values Analysis 285

Dispositional Analysis 286

A Case Study in Audience Adaptation 288

Glossary 293

Index 303

About the Author 307