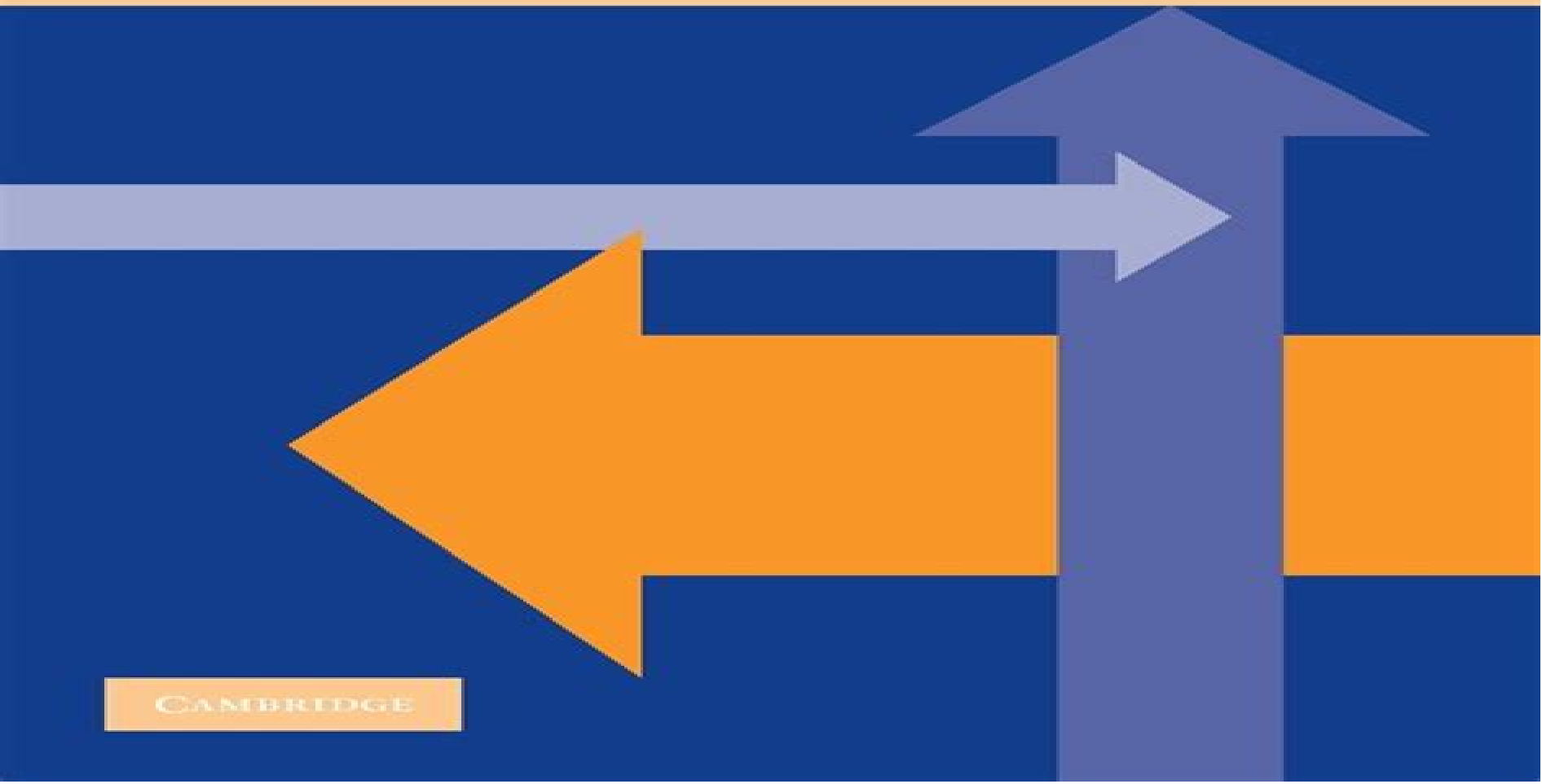


A Systematic Theory of Argumentation

The pragma-dialectical approach

Frans H. van Eemeren
Rob Grootendorst



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Argumentation Theory: A Pragma-Dialectical Perspective Frans H. van Eemeren, 2018-07-27 The book offers a compact but comprehensive introductory overview of the crucial components of argumentation theory In presenting this overview argumentation is consistently approached from a pragma dialectical perspective by viewing it pragmatically as a goal directed communicative activity and dialectically as part of a regulated critical exchange aimed at resolving a difference of opinion As a result the book also systematically explains how the constitutive parts of the pragma dialectical theory of argumentation which are discussed in a number of separate publications hang together The following crucial topics are discussed 1 argumentation theory as a discipline 2 the meta theoretical principles of pragma dialectics 3 the model of a critical discussion aimed at resolving a difference of opinion 4 fallacies as violations of a code of conduct for reasonable argumentative discourse 5 descriptive research of argumentative reality 6 analysis as theoretically motivated reconstruction 7 strategic manoeuvring aimed at combining achieving effectiveness with maintaining reasonableness 8 the conventionalization of argumentative practices 9 prototypical argumentative patterns 10 pragma dialectics amidst other approaches Argumentation Theory A Pragma Dialectical Perspective is clearly written and makes argumentation theory understandable to all scholars and advanced students interested in argumentation research

Introduction to a Negative Approach to Argumentation Julio Cabrera, 2019-10-25 This work deals with argumentation in philosophy In the affirmative view of argumentation each party thinks it is right while all other positions are wrong argumentation is seen as guided by a

set of rules that should lead to the resolution of the dispute in favor of one party This book advances a critique of such an approach proposing instead a negative one the central idea of which is that each party organizes the elements of the problem concerning the definition of terms the assumptions to be accepted and the types of logical resources being used The negative approach attempts to modify the ethics of philosophical discussions moving towards pluralism a diversity of perspectives and the capacity to adopt a panoramic view where one's own posture appears only as one among others Argumentation is a ubiquitous matter professionals of all areas will have to argue to support their positions in diplomacy medicine or religion and in everyday life In any of these contexts the distinction between an affirmative and a negative approach to argumentation matters The book will particularly appeal to graduate and postgraduate students in philosophy psychology pedagogy and communication as well as the general reader interested in philosophy Groundwork in the Theory of Argumentation J.

Anthony Blair, 2011-10-20 J Anthony Blair is a prominent international figure in argumentation studies He is among the originators of informal logic an author of textbooks on the informal logic approach to argument analysis and evaluation and on critical thinking and a founder and editor of the journal Informal Logic Blair is widely recognized among the leaders in the field for contributing formative ideas to the argumentation literature of the last few decades This selection of key works provides insights into the history of the field of argumentation theory and various related disciplines It illuminates the central debates and presents core ideas in four main areas Critical Thinking Informal Logic Argument Theory and Logic Dialectic and Rhetoric **Rhetoric and Politics** Maria Zaleśka, 2011-10-18 Paradoxically the term rhetoric functions nowadays both as a name of an antique even obsolete framework of research and as a fashionable buzzword that entails virtually any form of persuasive communication Reflecting a growing scholarly interest in political discourses this volume offers systematic theoretically grounded insights into the flow of persuasion that constitutes politics today Authors combine the interest in rhetoric within politics with different disciplinary orientations

Argument Types and Fallacies in Legal

Argumentation Thomas Bustamante, Christian Dahlman, 2015-04-07 This book provides theoretical tools for evaluating the soundness of arguments in the context of legal argumentation It deals with a number of general argument types and their particular use in legal argumentation It provides detailed analyses of argument from authority argument ad hominem argument from ignorance slippery slope argument and other general argument types Each of these argument types can be used to construct arguments that are sound as well as arguments that are unsound To evaluate an argument correctly one must be able to distinguish the sound instances of a certain argument type from its unsound instances This book promotes the development of theoretical tools for this task *The Routledge Handbook of Language and Persuasion* Jeanne

Fahnestock, Randy Allen Harris, 2022-09-30 This handbook provides a wide ranging authoritative and cutting edge overview of language and persuasion Featuring a range of international contributors the handbook outlines the basic materials of linguistic persuasion sound words syntax and discourse and the rhetorical basics that they enable such as appeals argument

schemes arrangement strategies and accommodation devices After a comprehensive introduction that brings together the elements of linguistics and the vectors of rhetoric the handbook is divided into six parts Part I covers the basic rhetorical appeals to character the emotions argument schemes and types of issues that constitute persuasion Part II covers the enduring effects of persuasive language from humor to polarization while a special group of chapters in Part III examines figures of speech and their rhetorical uses In Part IV contributors focus on different fields and genres of argument as entry points for research into conventions of arguing Part V examines the evolutionary and developmental roots of persuasive language and Part VI highlights new computational methods of language analysis This handbook is essential reading for those researching and studying persuasive language in the fields of linguistics rhetoric argumentation communication discourse studies political science psychology digital studies mass media and journalism

Bayesian Argumentation Frank Zenker, 2012-12-09 Relevant to and drawing from a range of disciplines the chapters in this collection show the diversity and applicability of research in Bayesian argumentation Together they form a challenge to philosophers versed in both the use and criticism of Bayesian models who have largely overlooked their potential in argumentation Selected from contributions to a multidisciplinary workshop on the topic held in Sweden in 2010 the authors count linguists and social psychologists among their number in addition to philosophers They analyze material that includes real life court cases experimental research results and the insights gained from computer models The volume provides for the first time a formal measure of subjective argument strength and argument force robust enough to allow advocates of opposing sides of an argument to agree on the relative strengths of their supporting reasoning With papers from leading figures such as Michael Oaksford and Ulrike Hahn the book comprises recent research conducted at the frontiers of Bayesian argumentation and provides a multitude of examples in which these formal tools can be applied to informal argument It signals new and impending developments in philosophy which has seen Bayesian models deployed in formal epistemology and philosophy of science but has yet to explore the full potential of Bayesian models as a framework in argumentation In doing so this revealing anthology looks destined to become a standard teaching text in years to come

Indirect Reports and Pragmatics Alessandro Capone, Ferenc Kiefer, Franco Lo Piparo, 2015-12-01 This volume offers the reader a singular overview of current thinking on indirect reports The contributors are eminent researchers from the fields of philosophy of language theoretical linguistics and communication theory who answer questions on this important issue This exciting area of controversy has until now mostly been treated from the viewpoint of philosophy This volume adds the views from semantics conversation analysis and sociolinguistics Authors address matters such as the issue of semantic minimalism vs radical contextualism the attribution of responsibility for the modes of presentation associated with Noun Phrases and how to distinguish the indirect reporter's responsibility from the original speaker's responsibility They also explore the connection between indirect reporting and direct quoting Clearly indirect reporting has some bearing on the semantics pragmatics debate however there is much controversy on what is said

whether this is a minimal semantic logical form enriched by saturating pronominals or a much richer and fully contextualized logical form This issue will be discussed from several angles Many of the authors are contextualists and the discussion brings out the need to take context into account when one deals with indirect reports both the context of the original utterance and the context of the report It is interesting to see how rich cues and clues can radically transform the reported message assigning illocutionary force and how they can be mobilized to distinguish several voices in the utterance Decoupling the voice of the reporting speaker from that of the reported speaker on the basis of rich contextual clues is an important issue that pragmatic theory has to tackle Articles on the issue of slurs will bring new light to the issue of decoupling responsibility in indirect reporting while others are theoretically oriented and deal with deep problems in philosophy and epistemology

Discourse, of Course Jan Renkema, 2009 *Discourse of Course* comes after Jan Renkema's *Introduction to Discourse Studies* 2004 for undergraduates The new book is a collection of twenty short papers It is a *capita selecta* course and meant for graduate programs The aim of this book is threefold to present material for advanced courses in discourse studies to unfold a stimulating display of research projects to future PhD students to give an overview of new developments after the 2004 *Introduction to Discourse Studies* This publication fulfills both the teacher's need for a state of the art overview of the main topics in discourse and the student's need to acquire standards for developing research plans in theses and dissertations It gives a combination of approaches from very different schools in discourse studies ranging from argumentation theory to genre theory from the study of multimodal metaphors to cognitive approaches to coherence analysis This book is not only meant to serve as a textbook but also as a reference book for researchers who want an update for various main topics in the field

Computational Models of Argument Bart Verheij, Stefan Szeider, Stefan Woltran, 2012 The subject of argumentation has been studied since ancient times but it has seen major innovations since the advent of the computer age Software already exists which can create and evaluate arguments in high stake situations such as medical diagnosis and criminal investigation formal systems can help us appreciate the role of the value judgments which underlie opposing positions and it is even possible to enter into argumentative dialogues as if playing a computer game This book presents the 28 full papers 17 short papers and a number of system demonstrations described in an extended abstract from the 2012 biennial Computational Models of Argument COMMA conference held in Vienna Austria Papers by the invited speakers Professor Trevor Bench Capon Professor Erik Krabbe and Professor Keith Stenning are also included This year for the first time COMMA invited the submission of papers for an innovative applications track and those which were accepted for presentation are included in this volume Argumentation can be studied from many angles including the artificial natural and theoretical systems perspective Presentations at the 2012 conference addressed the subject from these perspectives and many more

Responding to Questions at Press Conferences Peng Wu, 2023-03-15 *Responding to Questions at Press Conferences* makes clear how the spokespersons at China's diplomatic press conferences maneuver strategically in defining

the issues in the empirical counterpart of the confrontation stage when responding to the journalists questions and how this confrontational maneuvering is meant to be instrumental in convincing the intended audience The detailed and systematic analysis of the various modes of confrontational maneuvering adopted by the spokespersons elucidate how China s recently established progressive diplomatic style is shaped by its spokespersons argumentative discourse Pondering on Problems of Argumentation Frans H. van Eemeren, Bart Garssen, 2009-02-11 Pondering on Problems of Argumentation is a collection of twenty essays brought together for anyone who is interested in theoretical issues in the study of argumentation This collection of papers gives the reader an insightful and balanced view of the kind of theoretical issues argumentation theorists are currently concerned with Because most of the perspectives on argumentation that are en vogue are represented this volume provides a multidisciplinary and even interdisciplinary outlook on the current state of affairs in argumentation theory Some of the contributions in Pondering on Problems of Argumentation deal with problems of argumentation that have been recognized as theoretical issues for a considerable time like the problems of fallaciousness and identifying argumentation structures Other contributions discuss issues that have become a focus of attention only recently or regained their prominence such as the relationship between dialectic and rhetoric and the strategic use of the argumentative technique of dissociation In five separate sections papers are included dealing with argumentative strategies problems of norms of reasonableness and fallaciousness types of argument and argument schemes the structure of argumentation and rules for advocacy and discussion *Adversarial Political Interviewing* Ofer Feldman, 2022-05-26 This book presents a collection of studies on political interviews in a variety of broadcast media worldwide Following the growing scholarly interest in media talk as a dominant form of political communication in contemporary society a number of eminent international scholars analyze empirical material from the discourse of public figures and interviewer journalists to address questions related to the characteristics conduct and potential effects of political interviews Chapters span a varied array of cultural contexts the U S A U K Israel Japan Italy Turkey Greece Australia Philippines Finland Brazil Malaysia Spain Venezuela Montenegro and the European Community enabling a comparison of the different structures and contents of political interviews in societies from West to East Authors bring an interest in discourse and conversation analysis as well as in rhetorical techniques and strategies used by both interviewers and interviewees from different disciplinary viewpoints including linguistic political cultural sociological and social psychological In doing so the book develops a framework to assess the extent to which media political interviews and talk shows and regular news programs play a central role in transmitting accurate and genuine political information to the general public and how audiences can make sense of these programs output Building Trust in Startup Communication Marius Born, 2024-10-26 This open access book explores the intriguing narrative of Nikola Corporation s startup journey in this insightful case study examining its rapid ascent and subsequent decline from both a narrative and argumentative perspective Founded by Trevor Milton Nikola initially garnered investor interest with promises

of a cleaner sustainable alternative to diesel trucks However the company s surge in valuation was short lived as accusations from a short seller triggered a trust crisis exposing alleged deception and raising doubts about the company s technology claims This case study particularly focuses on the nuances of startup communication emphasizing the critical importance of effective and trustworthy strategic communication for emerging tech ventures It provides an in depth look at the methods and tools necessary for startups to navigate initial skepticism and data limitations without exposing themselves to potential crises Key insights include crafting compelling startup stories while maintaining trustworthiness meeting investor information needs in an argumentatively convincing structure recognizing the risks of blind faith in charismatic founders and implementing internal checks and balances to safeguard against deception Nikola s story serves as a cautionary tale offering valuable lessons for entrepreneurs investors and scholars alike This comprehensive examination sheds light on the challenges faced by startups dependent on emerging technologies and ambitious promises making it an indispensable addition to the reading list of entrepreneurs Discourse, Conversation and Argumentation: Theoretical Perspectives and Innovative Empirical Studies - Volume I Antonio Bova, Carlo Galimberti, Lise Haddouk, Francesco Arcidiacono, 2021-12-06

Disturbing Argument Catherine Palczewski, 2015-01-30 This edited volume represents the best of the scholarship presented at the 18th National Communication Association American Forensic Association Conference on Argumentation This biennial conference brings together a lively group of argumentation scholars from a range of disciplinary approaches and a variety of countries Disturbing Argument contains selected works that speak both to the disturbing prevalence of violence in the contemporary world and to the potential of argument itself to disturb the very relations of power that enable that violence Scholars essays analyze a range of argument forms including body and visual argument interpersonal and group argument argument in electoral politics public argument argument in social protest scientific and technical argument and argument and debate pedagogy Contributors study argument using a range of methodological approaches from social scientifically informed studies of interpersonal group and political argument to humanistic examinations of argument theory political discourse and social protest to creatively informed considerations of argument practices that truly disturb the boundaries of what we consider argument

Unveiling the Magic of Words: A Review of "**A Systematic Theory Of Argumentation The Pragma Dialectical Approach**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their ability to kindle emotions, provoke contemplation, and ignite transformative change is really awe-inspiring. Enter the realm of "**A Systematic Theory Of Argumentation The Pragma Dialectical Approach**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve in to the book is central themes, examine its distinctive writing style, and assess its profound impact on the souls of its readers.

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2 write and distribute a memo outlining the organization change addressed to managers and all employees who are directly affected by the change from an internal and external perspective this

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