# Argumentation

## Key Terms and Concepts

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<th>Theory</th>
<th>Key Terms</th>
<th>Points to Note</th>
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<td>Classical Rhetorical Appeal</td>
<td>Logos, ethos, pathos</td>
<td>Places emphasis on audience</td>
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<td>Formal Logic (also includes Fallacy Theory)</td>
<td>Syllogism (the simplest sequence of logical premises and conclusions), enthymeme (syllogism which leaves out a premise, i.e., “My puppy chases squirrels because he is a dog” leaves out “all dogs chase squirrels”), induction, deduction, fallacies (i.e., red herring, slippery slope, hasty generalization)</td>
<td>Formal logic focuses only on valid structure of an argument, not on whether or not an argument’s premise is true</td>
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<tr>
<td>Stasis Theory (Cicero)</td>
<td>Fact, definition, quality, procedure</td>
<td>Focuses on point in argument that will bring dialog to a halt, or the point where questions must be answered before the argument can move forward—applies four main questions:</td>
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<td>Stock Issues Theory</td>
<td>Topicality, significance, inherency, workability, plan-meet-need, disadvantages</td>
<td>Similar to stasis theory in focus on anticipating audience reaction and framing argument around those questions</td>
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<tr>
<td>Informal Logic - Toulmin Theory</td>
<td>Claim, grounds/data, warrant, backing, rebuttal/reservation, qualifier (see Fulkerson, 21)</td>
<td>Field-dependent; disagreement over whether or not provides tool for creating an argument, or merely for analyzing</td>
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## Key Figures

- Sophists (focus on winning an argument)
- Aristotle (focus on creating a compelling argument)
- Stephen Toulmin (focus on an evidence-based arguable claim)

## For Discussion

“One key problem with using Toulmin to help students produce effective argumentative discourse is the same as one with using traditional logic, the difficulty of getting from a model of a finished product to a process by which students can create one.” (Fulkerson, 23)
Additional Resources
The Writer’s Place – Toulmin Model (http://www.writers-place.com/toulmin/index.htm)

Companion Website for Ramage, Bean, and Johnson, Writing Arguments, 5e (http://cwabacon.pearsoned.com/bookbind/pubbooks/ramage2_ab/)

Selected Bibliography


