

Basic Course Information

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|-------------------|-----------------------------------|--------------------|--|
| Semester: | Spring 2021 | Instructor Name: | Sabrina Worsham |
| Course Title & #: | Comm 180: Arg & Debate | Email: | sabrinaworsham@gmail.com |
| CRN #: | 21458 | School email: | Sabrina.worsham@imperial.edu |
| Classroom: | Zoom & Canvas | Office #: | Gmail, Facebook messenger, Canvas, Zoom by appointment |
| Class Dates: | 2/17- 6/11 | Office Hours: | Mon 9: 40 PM - 10:10 Wed 4:10 PM - 6:30 PM, 9:40 PM -10:20 PM Thur 9:40 PM - 10:10 PM |
| Class Days: | Mon | Office Phone #: | 760 355-6369 |
| Class Times: | 6:30PM-940PM | Emergency Contact: | 760-355-6337 |
| Units: | 3 | | |

Course Description

“An introduction to debate, with emphasis on the creation and refutation of arguments concerning current social, political, and legal issues. (CSU,UC),” IVC

Student Learning Outcomes

Upon course completion, the successful student will have acquired new skills, knowledge, and or attitudes as demonstrated by being able to:

1. Write out a case for an argumentative debate. (ILO1, ILO2, ILO3, ILO4, ILO5)
2. Write and submit five properly-worded debate propositions (ILO1, ILO2, ILO3, ILO4, ILO5)
3. Use logoi to support their arguments during the debate process. (ILO1, ILO2, ILO3, ILO4, ILO5)

Course Objectives

- “1. Create, critique, and refute arguments.
2. Identify fallacious argumentation.
3. Be familiar with the most commonly debated topics (i.e. gun control, capital punishment, legalization of prostitution, animal rights, euthanasia, etc.) and the arguments that are typically made in these debates.
4. Participate in formal classroom debates.
5. Understand the responsibilities of the proposition vs. opposition as well as the role of each speaker on the proposition and opposition teams,” IVC

Textbooks & Other Resources or Links

Thank You for Arguing, Third Edition: What Aristotle, Lincoln, and Homer Simpson Can Teach Us About the Art of Persuasion Paperback – July 4, 2017

OR (Will be discussed on the first day of class. 3rd AND 4th edition are acceptable for class. I personally think the third edition is better, hence this note and the option to choose)

Heinrichs, Jay. Thank You for Arguing, Fourth Edition (Revised and Updated)
What Aristotle, Lincoln, and Homer Simpson Can Teach Us About the Art of Persuasion. Broadway Books, April 21, 2020. ISBN: 9780593237380

We will also use word documents posted on Canvas under “Files”

Course Requirements and Instructional Methods

In-Class Debates: Yes, we debate via Zoom! Parliamentary style debates. These debates involve topic announcement, prep time, and a full debate. Times will increase as the semester continues. You will debate with a variety of partners. You will also learn to judge debates and will judge throughout the semester.

In-Class Activities: Using Zoom, we play! These activities are done in class and help teach the basics of argument construction and debate. These activities CANNOT be made up. We have options. Pay attention to the announcements on Canvas.

Exams: The exams are broken into three parts. The first exam is an in class exam on Chapters 1-15 of the textbook and covers basic argument construction and application. The second exam consists of essays that cover the full textbook. The third exam focuses on Parliamentary Debate. The exams will be a mix of fill-in-the-blank, short answer, essay, and application questions. The exams cover the required readings and in-class lectures.

Debate Flow: Flow a U.S. Collegiate parliamentary debate (45 min-1 hour). Flows are to be done by hand and are due at the BEGINNING of class on the day assigned. Flows include two paragraphs-who won/lost and why in your opinion. I will teach you how in an In-Class-Activity.

“Assignments: It is your responsibility to complete all assignments in a timely matter and submit them at the beginning of class. In general, NO late work will be accepted, even with documentation,” SW.

“Out of Class Assignments: The Department of Education policy states that one (1) credit hour is the amount of student work that reasonably approximates not less than one hour of class time and two (2) hours of out-of-class time per week over the span of a semester. WASC has adopted a similar requirement,” IVC

What if I need to borrow technology or access to WIFI?

1. To request a loaner laptop, MYFI device, or other electronic device, please submit your request here: <https://imperial.edu/students/student-equity-and-achievement/>
2. If you'd like access the WIFI at the IVC campus, you can park in parking lots "I & J". Students must log into the IVC student WIFI by using their IVC email and password. The parking lots will be open Monday through Friday from 8:00 a.m. to 7:00 p.m.

Guidelines for using parking WIFI:

- Park in every other space (empty space BETWEEN vehicles)
- Must have facemask available
- For best reception park near buildings
- Only park at marked student spaces
- Only owners of a valid disabled placard may use disabled parking spaces
- Only members of the same household in each vehicle
- Occupants **MUST** remain in vehicles
- Restrooms and other on-campus services not available
- College campus safety will monitor the parking lot
- Student code of conduct and all other parking guidelines are in effect
- Please do not leave any trash behind
- No parking permit required**

If you have any questions about using parking WIFI, please call Student Affairs at 760- 355-6455.

Course Grading Based on Course Objectives

In Class Activities (8@30 per week/activity) 240 points possible:

Exams (3@100 points each) 300 points possible

Debates 300 points possible

Flows 160 points possible

Total Possible: 1000

A = 900-1000

B = 800-899

C = 700-799

D = 600-699

F = 599<

Anticipated Class Schedule/Calendar *tentative and subject to change*

| Week | Day | Date | What is due/being done in class | Score | Possible |
|--------|-----|---------|--|-------|----------|
| WK 1/2 | MON | 22-Feb | In Class Activity #1: Intro to class | | 30 |
| WK 1/2 | MON | 22-Feb | In Class Activity # 2 | | 30 |
| | MON | | Chapter 1-5 | | |
| WK 3 | MON | 1-Mar | In of Class Activity # 3 | | 30 |
| | MON | | Chapters 6-10 | | |
| WK 4 | MON | 8-Mar | In of Class Activity # 4 | | 30 |
| | MON | | Chapters 11-15 | | |
| WK 5 | MON | 15-Mar | Exam 1: Arg Theory | | 100 |
| WK 6 | MON | 22-Mar | In of Class Activity # 5 | | 30 |
| | MON | | Chapters 16-21 | | |
| WK 7 | MON | 29-Mar | In of Class Activity #6 | | 30 |
| | MON | 29-Mar | Exam 2: Essasys Due | | 100 |
| WK 8 | MON | 5-Apr | SPRING BREAK: CAMPUS CLOSED/NO CLASSES | | |
| WK 9 | MON | 12-Apr | In of Class Activity # 7 INTRO to PARLI | | 30 |
| WK 10 | MON | 19-Apr | In of Class Activity # 8 let's play PARLI! | | 30 |
| | MON | 19-Apr | Practice Flow | | 10 |
| WK 11 | MON | 26-Apr | Exam 3 | | 100 |
| WK 12 | MON | 3-May | Debates 1&2 | | 50 |
| | MON | | Flows 1 & 2 | | 25 |
| WK 13 | MON | 10-May | Debates 3 & 4 | | 50 |
| | MON | | Flows 3 & 4 | | 25 |
| WK 14 | MON | 17-May | Debates 5 & 6 | | 50 |
| | MON | | Flows 5 & 6 | | 25 |
| WK 15 | MON | 24-May | Debates 7 & 8 | | 50 |
| | MON | | Flows 7 & 8 | | 25 |
| WK 16 | MON | 31-May | Debates 9 & 10 (OPTIONAL FOR MON NIGHT ONLY) | | 50 |
| | MON | Holiday | Flows 9 & 10 (OPTIONAL FOR MON NIGHT ONLY) | | 25 |
| WK 17 | MON | 7-Jun | Debates 11 & 12 | | 50 |
| | MON | | Flows 11 & 12 | | 25 |

*****Tentative, subject to change without prior notice*****

Attendance

- A student who fails to attend the first meeting of a class or does not complete the first mandatory activity of an online class will be dropped by the instructor as of the first official meeting of that class. Should readmission be desired, the student's status will be the same as that of any other student who desires to add a class. It is the student's responsibility to drop or officially withdraw from the class. See [General Catalog](#) for details.
- Regular attendance in all classes is expected of all students. A student whose continuous, unexcused absences exceed the number of hours the class is scheduled to meet per week may be dropped. For online courses, students who fail to complete required activities for two consecutive weeks may be considered to have excessive absences and may be dropped.
- Absences attributed to the representation of the college at officially approved events (conferences, contests, and field trips) will be counted as 'excused' absences. "Documentation MUST be provided and arrangements made ahead of time. An excused absence does NOT excuse the work done and activities missed," SW

What does it mean to "attend" an online class?

Attendance is critical to student success and for IVC to use federal aid funds. Acceptable indications of attendance are:

- Student submission of an academic assignment
- Student submission of an exam
- Student participation in an instructor-led Zoom conference
- Documented student interaction with class postings, such as an interactive tutorial or computer-assisted instruction via modules
- A posting by the student showing the student's participation in an assignment created by the instructor
- A posting by the student in a discussion forum showing the student's participation in an online discussion about academic matters
- An email from the student or other documentation showing that the student has initiated contact with a faculty member to ask a question about an academic subject studied in the course.

Logging onto Canvas alone is NOT adequate to demonstrate academic attendance by the student.

"This is a skills based class and EVERY class is crucial. In class activities and assignments CANNOT be made up. On-time attendance is necessary for the successful completion of the class. If you must miss class for a verifiable emergency, please secure documentation. AGAIN, please remember that in-class activities and debates cannot be made up. Do not miss my class.

REMINDER: scheduled doctor's appointments, scheduled dentist appointments, school appointments, job interviews, work meetings/etc... are NOT urgent situations. You know your school schedule. Please plan accordingly. Be "in" class and be prepared.

Zoom Options: During the first week of class, I will explain via Zoom the flexibility we have with Zoom and the online environment. More information will be given via Canvas announcements.

Academic Honesty

There are many different forms of academic dishonesty. The following kinds of honesty violations and their definitions are not meant to be exhaustive. Rather, they are intended to serve as examples of unacceptable academic conduct.

- Plagiarism is taking and presenting as one's own the writings or ideas of others, without citing the source. You should understand the concept of plagiarism and keep it in mind when taking exams and preparing written materials. If you do not understand how to "cite a source" correctly, you must ask for help.
- Cheating is defined as fraud, deceit, or dishonesty in an academic assignment, or using or attempting to use materials, or assisting others in using materials that are prohibited or inappropriate in the context of the academic assignment in question.

Anyone caught cheating or plagiarizing will receive a zero (0) on the exam or assignment, and the instructor may report the incident to the Campus Disciplinary Officer, who may place related documentation in a file. Repeated acts of cheating may result in an F in the course and/or disciplinary action. Please refer to the [General Catalog](#) for more information on academic dishonesty or other misconduct. Acts of cheating include, but are not limited to, the following: (a) plagiarism; (b) copying or attempting to copy from others during an examination or on an assignment; (c) communicating test information with another person during an examination; (d) allowing others to do an assignment or portion of an assignment; (e) using a commercial term paper service.

How do I show academic honesty and integrity in an online "classroom"?

- **KEEP YOUR PASSWORDS CONFIDENTIAL.**
 - You have a unique password to access online software like Canvas. Never allow someone else to log-in to your account.
- **COMPLETE YOUR OWN COURSEWORK.**
 - When you register for an online class and log-in to Canvas, you do so with the understanding that you will produce your own work, take your own exams, and will do so without the assistance of others (unless directed by the instructor).

Examples of Academic Dishonesty that can occur in an online environment:

- Copying from others on a quiz, test, examination, or assignment;
- Allowing someone else to copy your answers on a quiz, test, exam, or assignment;
- Having someone else take an exam or quiz for you;
- Conferring with others during a test or quiz (if the instructor didn't explicitly say it was a group project, then he/she expects you to do the work without conferring with others);
- Buying or using a term paper or research paper from an internet source or other company or taking any work of another, even with permission, and presenting the work as your own;
- Excessive revising or editing by others that substantially alters your final work;
- Sharing information that allows other students an advantage on an exam (such as telling a peer what to expect on a make-up exam or prepping a student for a test in another section of the same class);
- Taking and using the words, work, or ideas of others and presenting any of these as your own work is plagiarism. This applies to all work generated by another, whether it be oral, written, or artistic work. Plagiarism may either be deliberate or unintentional.

Classroom Etiquette

“Timeliness: Log in with enough time to be settled, signed in, and ready to go when class begins. Being late is rude, disruptive, and anxiety-inducing for many. Additionally, missing class hurts you and your peers. Be here, be ready, let's learn and create a positive community.

Language: In an effort to create and maintain a critical, comfortable and equitable environment for everyone, any language that is racist, sexist, homophobic, or that discriminates against any person or group will be discussed in the classroom. Any such language in any speech, assignment, or classroom discussion may result in a failing grade for that speech or assignment and the occurrence will be documented in case any further disciplinary actions are warranted,” SW

Recording lectures/Social Media:

DO NOT record my lectures and/or take my picture for use on the internet. DO NOT use social media during my classes. Class Zooms WILL NOT be recorded.

- **Electronic Devices:** Cell phones and electronic devices that are not being used for class purposes should be turned off and put away during class, unless otherwise directed by the instructor.
- **Disruptive Students:** Students who disrupt or interfere with a class maybe addressed/dismissed and told to meet with the Campus Disciplinary Officer before returning to continue with coursework. Disciplinary procedures will be followed as outlined in the [General Catalog](#).
- **Children in the classroom:** If your children are in the room when we Zoom, you risk me talking in front of them. I will be addressing conversations that you will likely have to address later...and I may swear. You have been warned.

Online Netiquette

- **What is netiquette?** Netiquette is internet manners, online etiquette, and digital etiquette all rolled into one word. Basically, netiquette is a set of rules for behaving properly online.
- **Students are to comply with the following rules of netiquette:** (1) identify yourself, (2) include a subject line, (3) avoid sarcasm, (4) respect others' opinions and privacy, (5) acknowledge and return messages promptly, (6) copy with caution, (7) do not spam or junk mail, (8) be concise, (9) use appropriate language, (10) use appropriate emoticons (emotional icons) to help convey meaning, and (11) use appropriate intensifiers to help convey meaning [do not use ALL CAPS or multiple exclamation marks (!!!!)]. (provided by IVC. We will break this down in a lecture)

How am I expected to act in an online “classroom” (especially Zoom)?

Attending a virtual meeting can be a challenge when there are many students on one conference call. Participating in such meetings may count as class attendance, but disruptive behavior may also result in you not being admitted to future meetings. Follow the tips to the best of your abilities for best results:

1) Be RESPECTFUL

- a. Your written, verbal, and non-verbal communications should be respectful and focused on the learning topics of the class.

2) Find a QUIET LOCATION & SILENCE YOUR PHONE (if zooming)

- a. People walking around and pets barking can be a distraction.

3) EAT AT A DIFFERENT TIME. (MEH-we will address this)

- a. Crunching food or chugging drinks is distracting for others.
- b. Synchronous zoom times are set in advance so reserve meals for outside class meetings.

4) ADJUST YOUR LIGHTING SO THAT OTHERS CAN SEE YOU

- a. It is hard to see you in dim lighting so find a location with light.
- b. If your back is to a bright window, you will be what is called “backlit” and not only is it hard on the eyes (glare) but you look like a silhouette.

5) POSITION THE CAMERA SO THAT YOUR FACE AND EYES ARE SHOWING

- a. If you are using the camera, show your face; it helps others see your non-verbal cues.
- b. You may be at home, but meeting in pajamas or shirtless is not appropriate so dress suitably. Comb your hair, clean your teeth, fix your clothes, etc. before your meeting time to show self-respect and respect for others.

6) Be READY TO LEARN AND PAY ATTENTION

- a. Catch up on other emails or other work later.
- b. If you are Zooming, silence your phone and put it away.
- c. If you are in a room with a TV – turn it off.

7) USE YOUR MUTE BUTTON WHEN IN LOUD PLACES OR FOR DISTRACTIONS

- a. Pets barking, children crying, sneezing, coughing, etc. can happen unexpectedly. It’s best if you conference in a private space, but if you can’t find a quiet place, when noises arise **MUTE** your laptop.

8) REMEMBER TO UNMUTE WHEN SPEAKING

- a. Follow your instructor’s directions about using the “**raise hand**” icon or chat function to be recognized and to speak, but make sure you have unmuted your device.
- b. Do not speak when someone else is speaking.

9) REMAIN FOCUSED AND PARTICIPATE IN THE MEETING

- a. Especially when the camera is on YOU, we can all see your actions. Engage in the meeting. Look at the camera. Listen to instruction. Answer questions when asked.
- b. Do not use the Zoom meeting to meet with your peers or put on a “show” for them.

10) PAUSE YOUR VIDEO IF MOVING OR DOING SOMETHING DISTRACTING

- a. Emergencies happen. If you need to leave the room or get up and move about, stop your video.

Additional Services for Students

How do I access services now that we are mostly online?

- **CANVAS LMS.** Canvas is Imperial Valley College's Learning Management System. To log onto Canvas, use this link: [Canvas Student Login](#). The [Canvas Student Guides Site](#) provides a variety of support available to students 24 hours per day. Additionally, a 24/7 Canvas Support Hotline is available for students to use: 877-893-9853.
- **[Learning Services](#).** In order to accommodate students and maximize student success during the COVID-19 Pandemic, all tutoring support is being provided through one Zoom link ([IVC online Tutoring](#)). When campus is open again, there are several learning labs to assist students. Whether you need support using computers, or you need a tutor, please consult your [Campus Map](#) for the [Math Lab](#); [Reading, Writing & Language Labs](#); and the [Study Skills Center](#).
- **[Library Services](#).** Visit the Spencer Library's page on the IVC website for a wealth of valuable resources and online access to databases, e-books and more. Contact us so we can help you with instructional and research development skills (for those conducting research and writing academic papers). When campus re-opens, students also have access to tutoring services in the Study Skills Center as well as private study rooms for small study groups. There is more to our library than just books!
- **[Career Services Center](#).** The Career Services Center is dedicated to serve all IVC students and Alumni. Services include Career Assessments, Resume and Cover Letter Assistance, Interview Preparation, Internship Opportunities and Job Placement.
- **[Child Development Center](#).** The Preschool and Infant/Toddler Centers are on-campus demonstration lab programs that meet the educational, research, and service needs of the institution and community at large. The Preschool program (children three to five years of age) and the Infant/Toddler program (newborn to three years of age) is in buildings 2200 and 2300. Service is available to families who meet the California Department of Education qualifications for enrollment. The centers are open during COVID from Monday-Friday 7:15-5:30. Breakfast, lunch and snack are provided through the California Adult and Child Food Program. Location: Buildings 2200 and 2300. Phone: (760) 355-6528 or (760) 355-6232. Application: <https://forms.imperial.edu/view.php?id=150958>

Disabled Student Programs and Services (DSPS)

Any student with a documented disability who may need educational accommodations should notify the instructor or the [Disabled Student Programs and Services](#) (DSP&S) office as soon as possible. When campus is open, the DSP&S office is in Building 2100, telephone 760-355-6313. Please contact them if you feel you need to be evaluated for educational accommodations.

Student Counseling and Health Services

Students have counseling and health services available, provided by the pre-paid Student Health Fee.

- **[Student Health Center](#).** A Student Health Nurse is available on campus, but you must make an appointment. In addition, Pioneers Memorial Healthcare District provides basic health services for students, such as first aid and care for minor illnesses. Contact the IVC [Student Health Center](#) at 760-355-6128, or when campus reopens, visit Room 1536 for more information.

- **Mental Health Counseling Services.** Short-term individual, couples, family and group counseling services are available for currently enrolled students. Services are provided in a confidential, supportive, and culturally sensitive environment. Please contact the IVC Mental Health Counseling Services at 760-355-6310 for appointments, or when campus reopens visit Room 1536, for more information.

Veteran's Center

The mission of the [IVC Military and Veteran Success Center](#) is to provide a holistic approach to serving military/veteran students in three key areas: 1) Academics, 2) Health and Wellness, and 3) Camaraderie. The Center also serves as a central hub that connects military/veteran students, as well as their families, to campus and community resources. The goal is to ensure a seamless transition from military to civilian life. When campus reopens, the Center is in Building 600 (Office 624), telephone 760-355-6141.

Extended Opportunity Program and Services (EOPS)

The Extended Opportunity Program and Services (EOPS) offers services such as priority registration, book grants, transportation assistance, individualized counseling, tutoring, and community referrals to eligible students. Our staff is available to assist and support students in navigating personal, psychological, academic, and/or career-related issues through empathy, cultural-competence, and a commitment to equity and social justice. Also under the umbrella of EOPS is the CARE (Cooperative Agency Resources for Education) Program, designed to serve single parents and assist with addressing issues that are particular to this population. Students that are single parents receiving TANF/Cash Aid assistance may qualify for our CARE program. For additional information about the EOPS or CARE Programs please contact our Program Office 760.335-6407 and/or visit our Program website www.imperial.edu/students/eops for eligibility criteria and application procedures. We look forward to serving you! - EOPS/CARE Staff

Student Equity Program

The Student Equity & Achievement Program strives to improve Imperial Valley College's success outcomes, particularly for students who have been historically underrepresented and underserved. The college identifies strategies to monitor and address equity issues, making efforts to mitigate any disproportionate impact on student success and achievement. Our institutional data provides insight surrounding student populations who historically, are not fully represented. SEA addresses disparities and/or disproportionate impact in student success across disaggregated student equity groups including gender, ethnicity, disability status, financial need, LGBTQIA+, Veterans, foster youth, homelessness, and formerly incarcerated students. The SEA Program also houses IVC's Homeless Liaison, Foster Youth Liaison, Formerly Incarcerated Liaison, and Military Affiliated Liaison, who provide direct services and referrals to students in need. SEA strives to empower students experiencing insecurities related to food, housing, transportation, textbooks, and shower access. We recognize that students who struggle meeting their basic needs are also at an academic and economic disadvantage, creating barriers to academic success and wellness. We strive to remove barriers that affect IVC students' access to enrollment, education, degree and certificate completion, and the ability to transfer to a university. SEA also provides outreach at local Imperial County high schools to ensure graduating seniors are successfully matriculated into the college and have a strong support system. Please visit us online for assistance at

<https://imperial.edu/students/student-equity-and-achievement/> or call us at 760-355-6465 or when campus reopens, visit Building 401.

What if I cannot afford food, books, or need other help?

We have many resources that are available to you. Please tell us what you need by submitting your request(s) here: <https://imperial.edu/students/student-equity-and-achievement/>

Student Rights and Responsibilities

Students have the right to experience a positive learning environment and to due process of law. For more information regarding student rights and responsibilities, please refer to the IVC [General Catalog](#).

Information Literacy

Imperial Valley College is dedicated to helping students skillfully discover, evaluate, and use information from all sources. The IVC [Library Department](#) provides numerous [Information Literacy Tutorials](#) to assist students in this endeavor.

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|---|---|--|
| Study Guide Exam One: | Ethos, Pathos, Logos, Decorum | Cicero-wants audience to be attentive, trusting, and willing to be persuaded. |
| TENTATIVE AND SUBJECT TO CHANGE | Flipside | |
| BASED OFF THIRD EDITION, fourth edition will be forthcoming | Sympathize with the audience | Make it seem you have no tricks |
| Exam One Study Guide | Chapter 5* Get Them To Like You | Allow lower expectations: Dubitatio |
| Chapter 1: Open Your Eyes | Decorum: Dress, language | Chapter 9* Control the Mood |
| Chapter 2* Set Your Goals | Audience's rules | Emotion: experience and expectation |
| Fighting vs. Arguing | Chapter 6* | Tell a story to change a mood |
| Mood, mind, willingness to do (22-24) | Audience: receptive, attentive, like and trust you | Pathos depends on self-control |
| Seduction and Audience | Virtue, practical wisdom, selflessness, disinterest | When you argue emotionally, speak simply |
| Concession or agreement as an argument | Virtue vs. values | Anger, patriotism, emulation |
| Appeal to authority | Persuasive virtue | Unannounced emotion |
| Cicero-emotions, opinions, act | A well-disposed audience | Chapter 10* Turn the Volume Down |
| Ask for the "right" amount of change | Ethics are situational | Passive Voice |
| Chapter 3* Control the Tense | Bragging, character reference, tactical flaw | Set a backfire |
| Core Issues: Blame, Value, Choice | Chapter 7* | Humor: Urbane, Wit, Facetious, Banter |
| Past, present, future | Ethos: virtue, practical wisdom, goodwill | Chapter 11* Gain the High Ground |
| Extreme choice as rhetorical trick | Show off your expertise | "People often pitch an argument that sounds persuasive to themselves, but not to their listeners," ~98 |
| Anticipating objections | Bend the rules, Middle course | Commonplace |
| Choices and what ifs | Chapter 8* Show You Care | Babbling |
| Probabilities | Seem reluctant when you are eager to prove | The Rejection |
| Rule # 1: Never debate the undebatable | Act as is the choice you advocate hurts you personally (personal sacrifice) | Chapter 12* Persuade on Your Terms |
| Control the clock, control the tense | | |
| Chapter 4* Soften Them Up | | |

Definition/Redefine, Ground

Make your opponent's most positive words look like negatives

Commonplace words

Labeling tools

Stance

Chapter 13* Control the Argument

Toulmin Model

Chapter 14* Spot Fallacies

Fallacies: know the seven “deadly sins”

Bad proofs, Wrong number of choices, Disconnect between proof and conclusion

Chapter 15* Call a Foul

Argument vs. fight

Sophistry

Rhetoric vs. (pure) logic and rules

Role of truth

Know the 7 rhetorical out of bounds

Decorum-politeness