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Summary The Aims of Argument focuses on the aims--or purposes--of argument: to inquire, to convince, to persuade, and to mediate. In contrast to other books' pedagogy, Aims emphasizes rhetorical contexts, helping students become experts in reading, analyzing, and writing arguments.

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The Aims of Argument, a comprehensive text for teaching argument, recognizes that people argue with a range of purposes in mind: to inquire, to convince, to persuade, and to negotiate. It offers a clear, logical learning sequence rather than merely a collection of assignments: inquiry is the search for truth, what we call an earned opinion, which then becomes the basis of efforts to convince others to accept our earned opinions.

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The Aims of Argument, a comprehensive text for teaching argument, recognizes that people argue with a range of purposes in mind: to inquire, to convince, to persuade, and to negotiate. It offers a clear, logical learning sequence rather than merely a collection of assignments: inquiry is the search for truth, what we call an earned opinion, which then becomes the basis of efforts to convince others to accept our earned opinions. Case-making, the essence of convincing, is then carried over into learning how to persuade, which, requires explicit attention to appeals to character, emotion, and style. Finally, the previous three aims all play roles in negotiation, which amounts to finding and defending positions capable of appealing to all sides in a dispute or controversy.

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Presents a process-oriented introduction to argumentation with coverage of the aims, or purposes, of argument: to inquire, to convince, to persuade, and to mediate. In contrast to other approaches, the focus on aims provides rhetorical context that helps students write, as well as read, arguments.

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