

Argumentation

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What is Argumentation?

- Argumentation is the study of effective reasoning.
- Argumentation implies there is an audience.
- Argumentation is both a product *and* a process.

Argumentation is..

Rhetoric

- Shows a concern for the audiences

Logic

- Shows a concern for structure of reasoning

Dialectic

- Shows a concern for testing knowledge through Q & A

What Does It Take

FOR PEOPLE TO ARGUE ?

1. A disagreement...
2. *..that matters to the people involved.*
3. The assent of the other person is desired...
4. *...but only if freely given.*
5. There is no easier way to resolve the disagreement.

Be aware of

- Assumptions?
- How do we know things?
- How does the brain work?
- How do we deal with conflict?
- How do we make decisions?

Major Components

Claim

Statement we want the listener to believe

Evidence

Grounds for making the claim

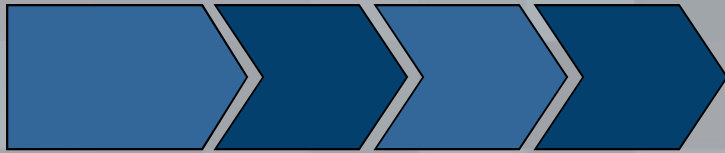
Inference

Main proof line from evidence to claim

Warrant

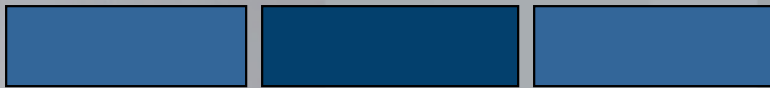
A license to make the inference

Arguments: Patterns



Series

Dependent on each other



Convergent

**Independent &
cumulative**



Parallel

**Independent &
each sufficient**

- **Types of claims evidence , inferences, warrants**
- **How to attack**
- **How to defend**
- **Language and style**
- **Fallacious arguments**
- **How does the argument belong?**
- **How do they end?**

The New IQ

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The New IQ

- “The leader of the past could tell, the leader of the future will need to know how to ask” Peter Drucker

Innovative Questions:

- Their purpose is to create a safe space in order to stimulate positive dialogue that necessitates a thought out response.

Innovative questions:

- **Easy to learn and how to use with minimal preparation**
- **Helps people get past a preprogrammed response**
- **Strives to get the best possible results for all involved**

Clarity is Power

- **Talk is automatic, effective communication needs skills**
- **These skills can be taught, learned, mastered and used effectively.**

Six questions of clarity:

- **what is the ideal final result**
- **2 how is success define**
- **3 milestones along the way**
- **4 who was accountable for what**
- **5 rewards and consequences**
-

Four goals of outcome

- **Topic:**
- **Identity**
- **Relationship**
- **Process**

Skills Needed

- **Empathy:**
- **Perspective taking**
- **Feelings create “Triggers”**
- **Power**
- **Four messages of communication**

