

Arguments

Debate 101



Budapesti Corvinus Egyetem
Corvinus University of Budapest

Overview

Part 1: Ethos, Pathos, Logos

Part 2: Arguments: standard, Toulmin, Sexi

Part 3: Practice



Part 0: Why do we debate?

Disclaimer: not to convince people 😞



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Why do we debate?



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In Debateland we have a motto:



Cogito ergo sum



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Personal interacting skills

English

Public speaking

Skill to listen



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Personal interacting skills

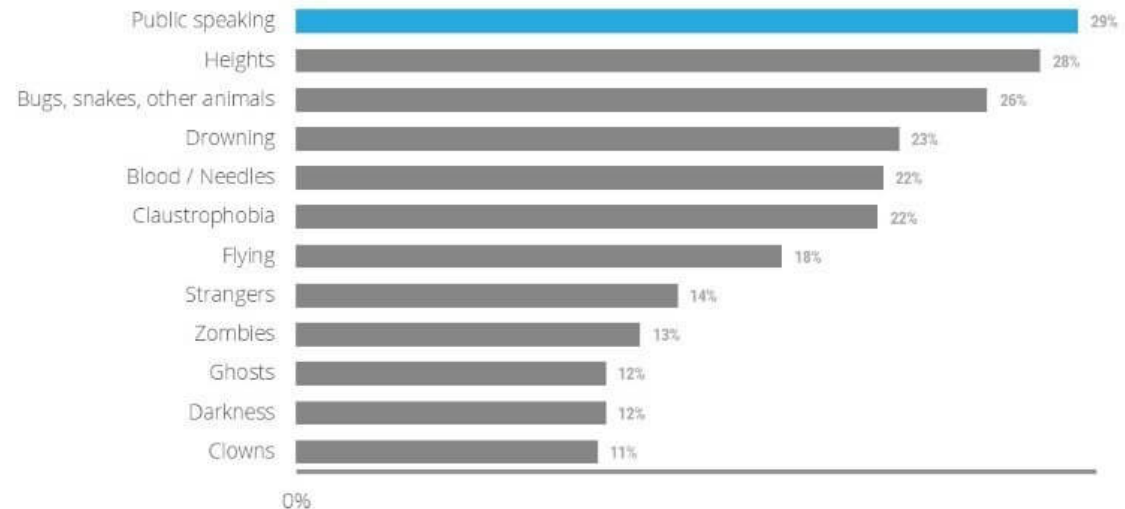
English

Public speaking

Skill to listen

WHAT IS AMERICA AFRAID OF?

% OF AMERICANS WHO SAY THEY FEAR...



Source: Chapman University survey on American Fears, 2014.

1

Michael Smith | www.slideheroes.com



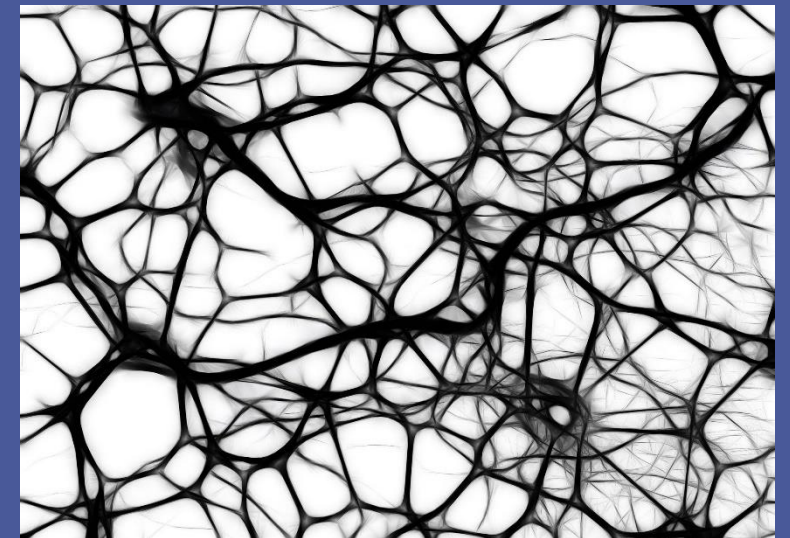
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The „think-tank” skills

Critical analysis

Refutation

Questioning



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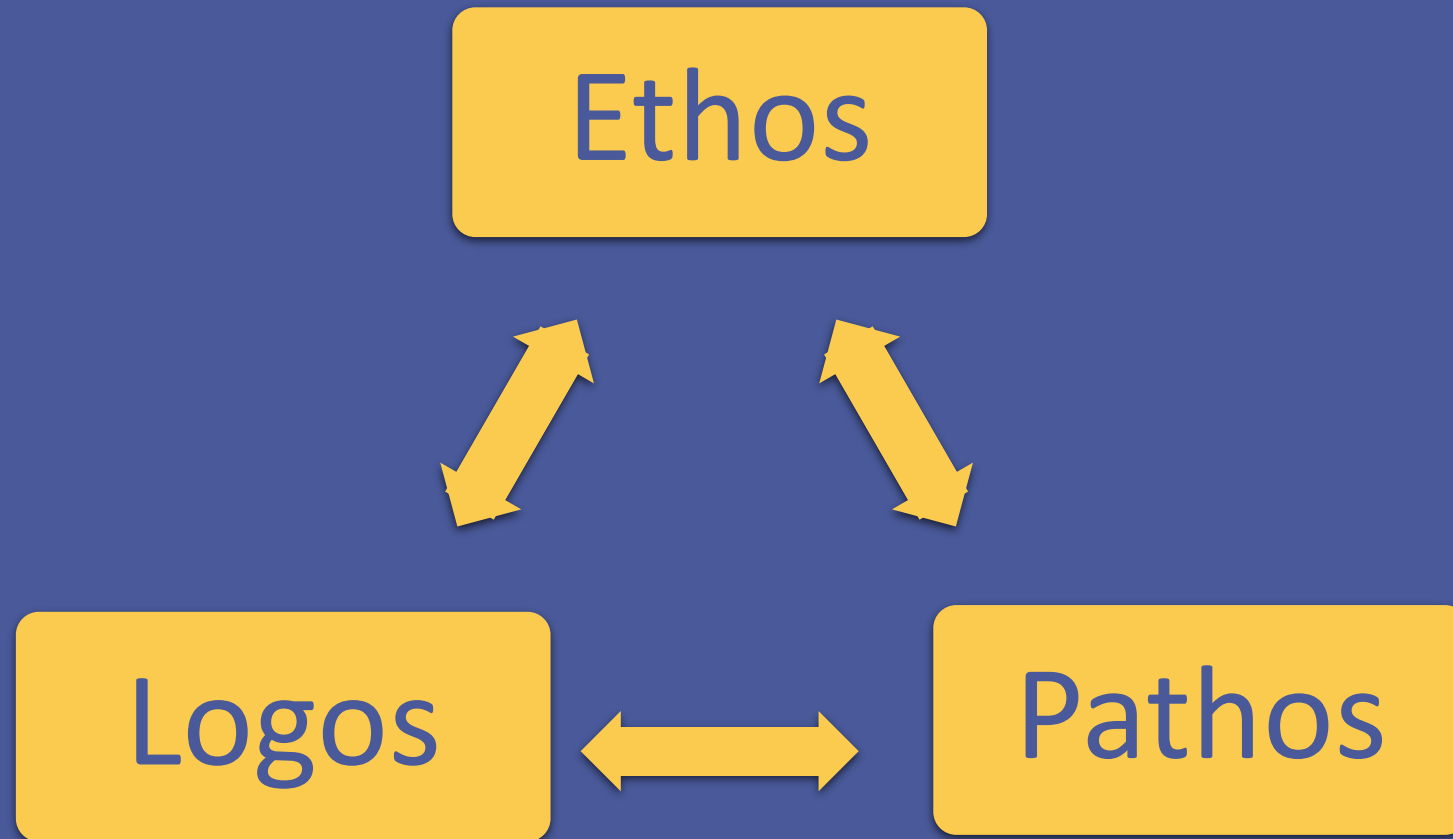


Part 1:

Ethos – pathos - logos



Ethos-pathos-logos



Ethos-pathos-logos

Ethos

Ethos

- Speaker's credibility, personality – WHO?

Pathos

- Connection with the audience – HOW?

Logos

- Logical argumentation – WHAT?

Logos

Pathos





Story about pathos



Story about ethos

Ethos-pathos-logos

Ethos

Ethos

- Speaker's credibility, personality – WHO?

Pathos

- Connection with the audience – HOW?

Logos

- Logical argumentation – WHAT?

Logos

Pathos



Ethos = morals, personality

„I am the state...”

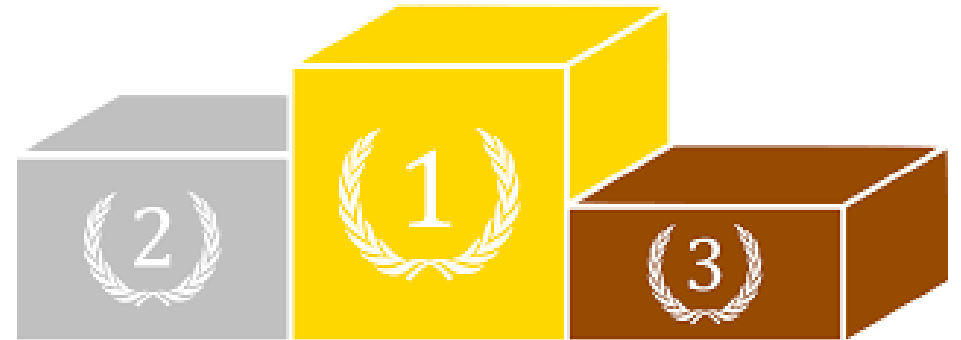
„Trust me! I will protect you...”

Ethos is not always part of the speech – many times it's hard to recognise.

Yet it's an integral part of the way we think.

We read from left to right: therefore the second is on the left side of the podium.

„Influencer” marketing is all about ethos



Pathos = passion



Expressing feelings is part of pathos.

The slides of the presentation are the part of pathos.

(How many slides do you need for a presentation, and when do you have too much information on a slide?)

The stylistic elements during your speech are a part of pathos.

Aristotle → rethorics \neq stylistic spech, but also the ethical and logical speech

Humour is part of pathos

How to improve ourselves?

Standard methods

- Debate Club, repetition, etc.

Always make notes! Literally!

- Never write down speech word by word! Aristotle \leftrightarrow 21th century

Get to know our weaknesses

- What are our pronunciation mistakes? How is our rhetorics? When do we sound confident? How does our body-language work?? \rightarrow ask our friends! !
- Everyone will like something else! 😊

What is an argument?

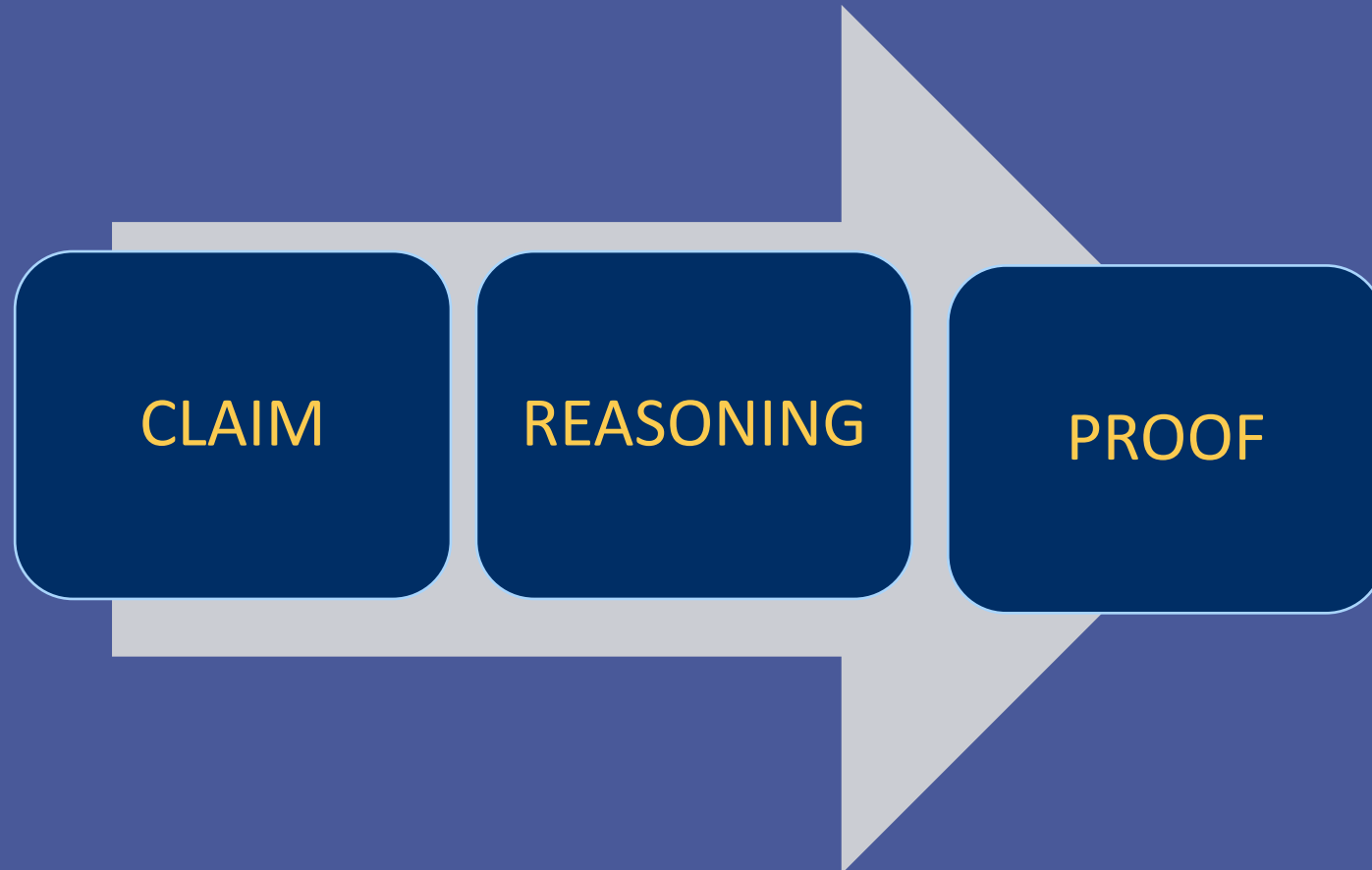
What is the purpose of the argument?

What is important in the argument?

What makes an argument „strong?“



The Toulmin-model



Statement

conclusion what you want to prove

Warrant / Proof facts, independently proven data, generally accepted things

Reasoning

the link, that connects statement & proof

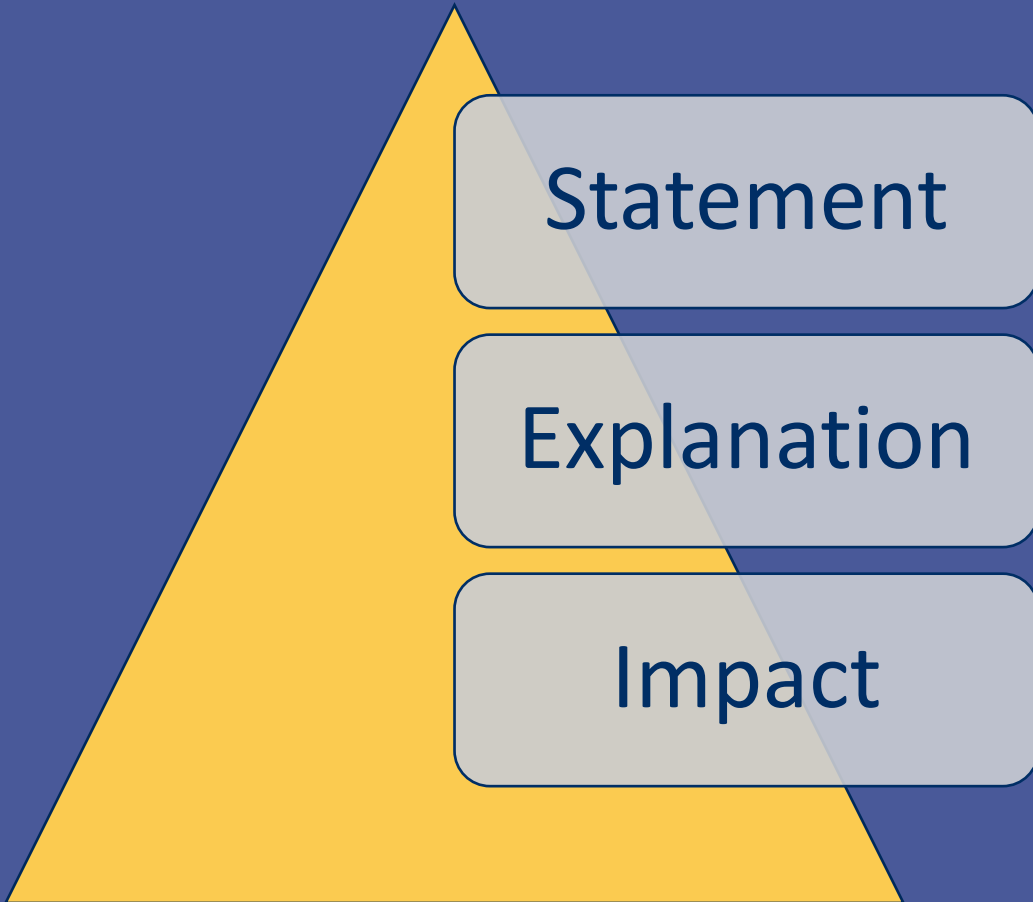
provides relevance for the proof



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The Sexi modell



The Sexi modell



Statement

Explanation

Impact

What will happen?

How will it happen?

„So what?“ Why is it relevant?

This House Believes That:
„a benevolent dictator is
better than a weak democracy!”



THO the narrative that love
(romantic, familial, etc.) is
about sacrifice

CLAIM

REASONING

PROOF



TH prefers to live an average anonymous life over being a superstar

CLAIM

REASONING

PROOF



Practice / Break (2x3 minutes)

- 1) This House Supports common European border control !
- 2) This House Would ban gun ownership in the US !
- 3) This House Believes That Artists should not participate in the ongoing interpretation of their art.
- 4) This House Supports a high minimum wage



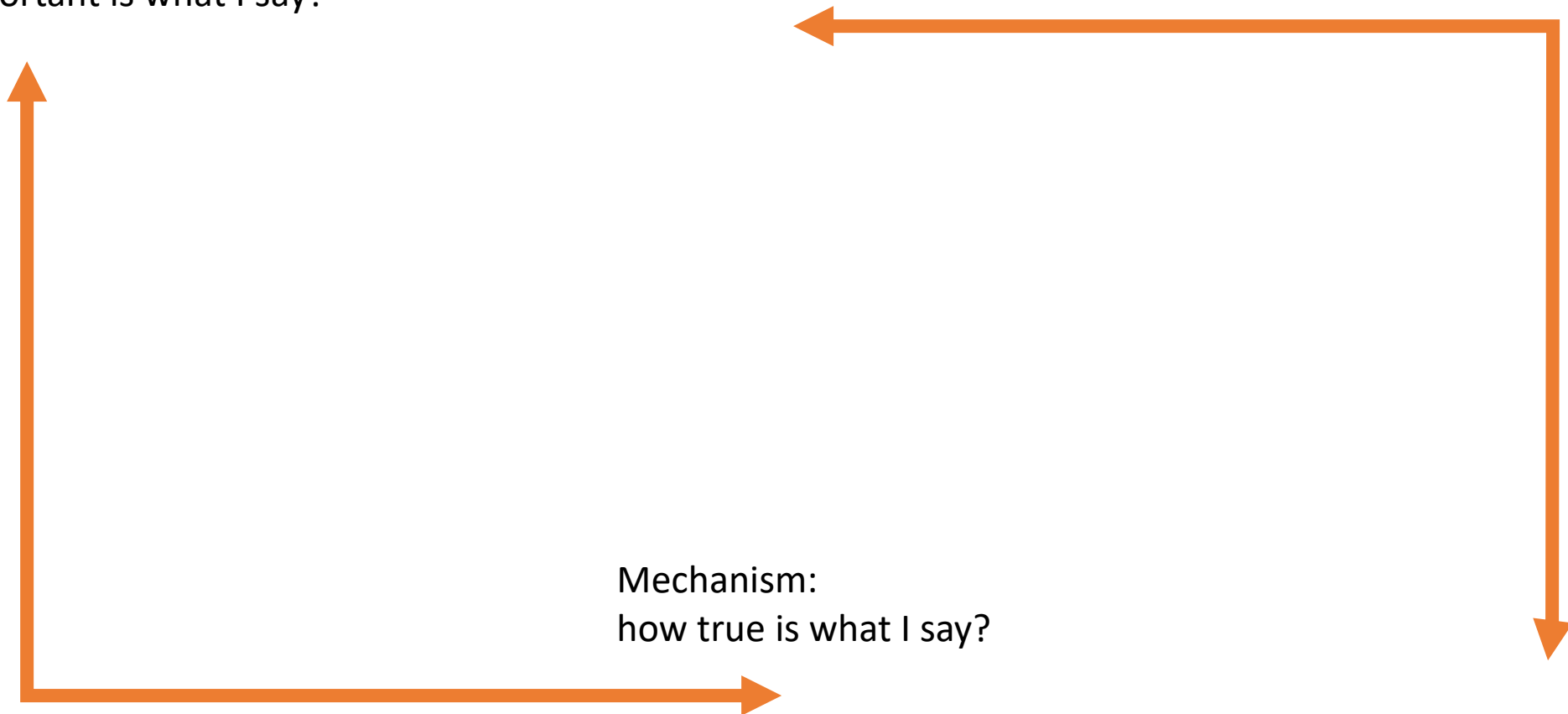
II: Why is it important?

Impact:
how important is what I say?

Opposition

Mechanism:
how true is what I say?

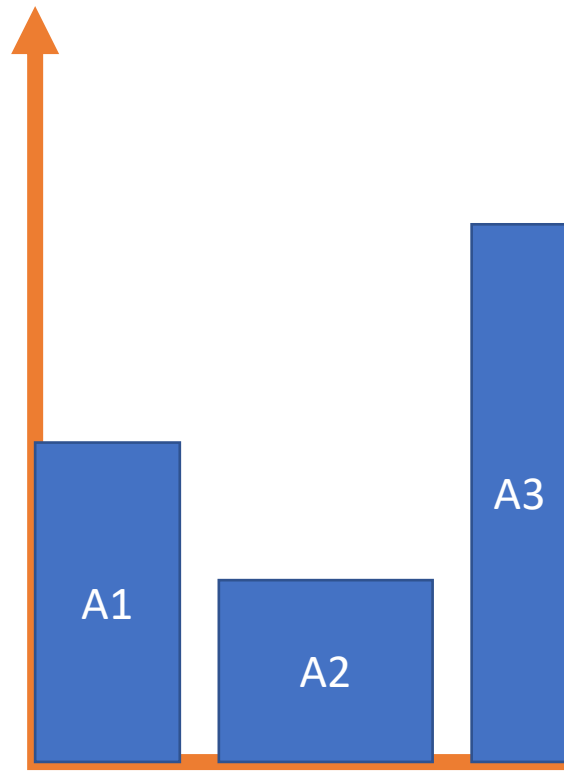
Government



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Mechanism:
how true is what I say?

Government

II: Why is it important?

Impact:
how important is what I say?

Opposition

Refutation bulldozer



Mechanism:
how true is what I say?

A1

A2

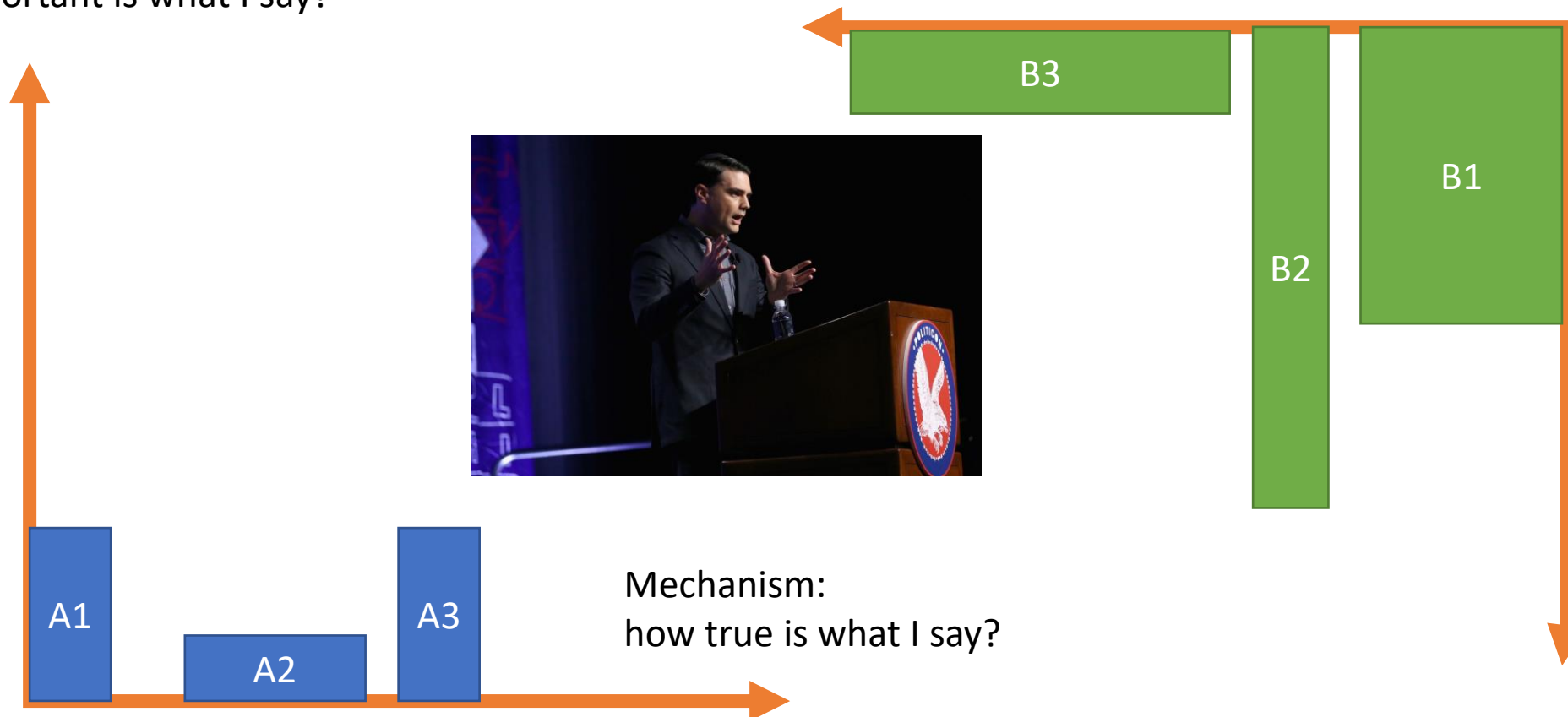
A3

Government

II: Why is it important?

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Mechanism:
how true is what I say?

Government

II: Why is it important?

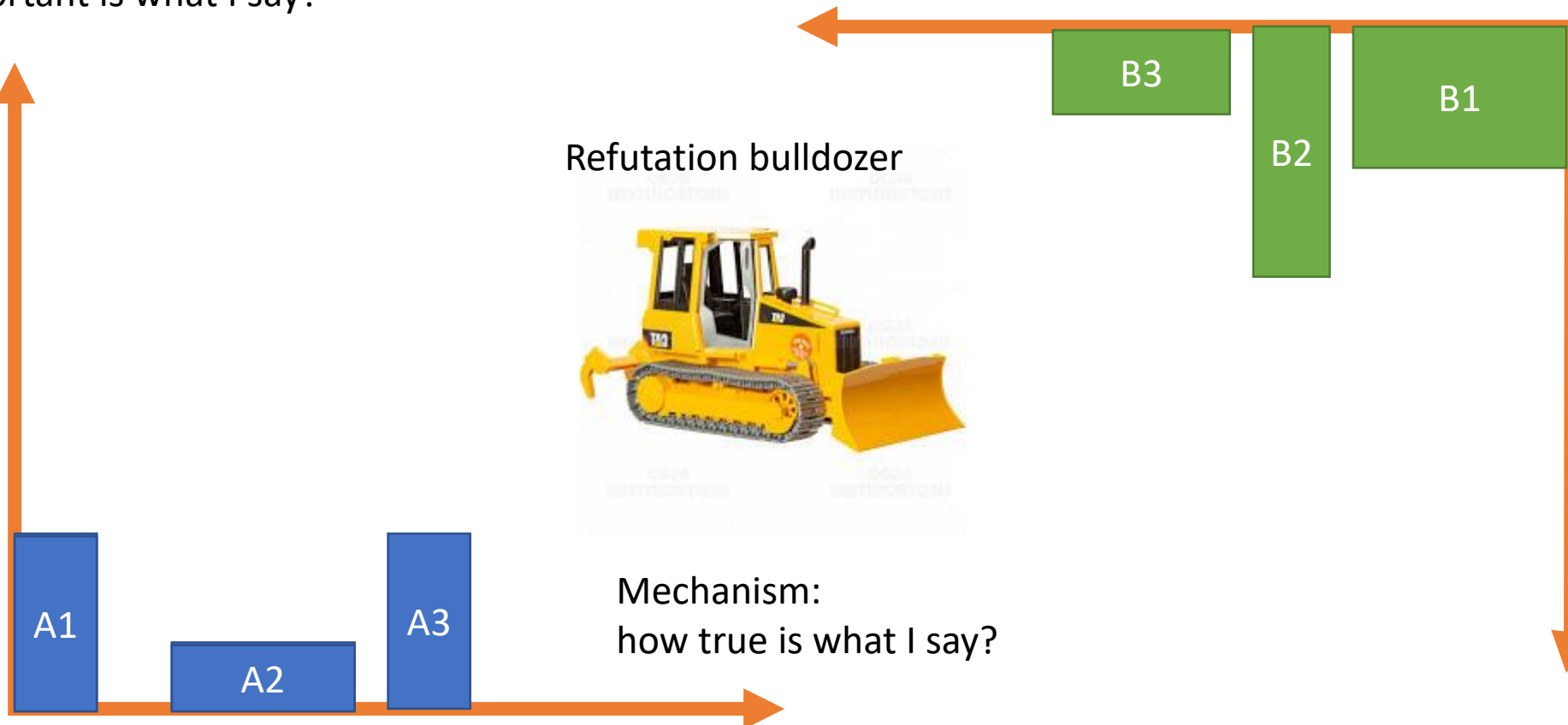
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Mechanism:
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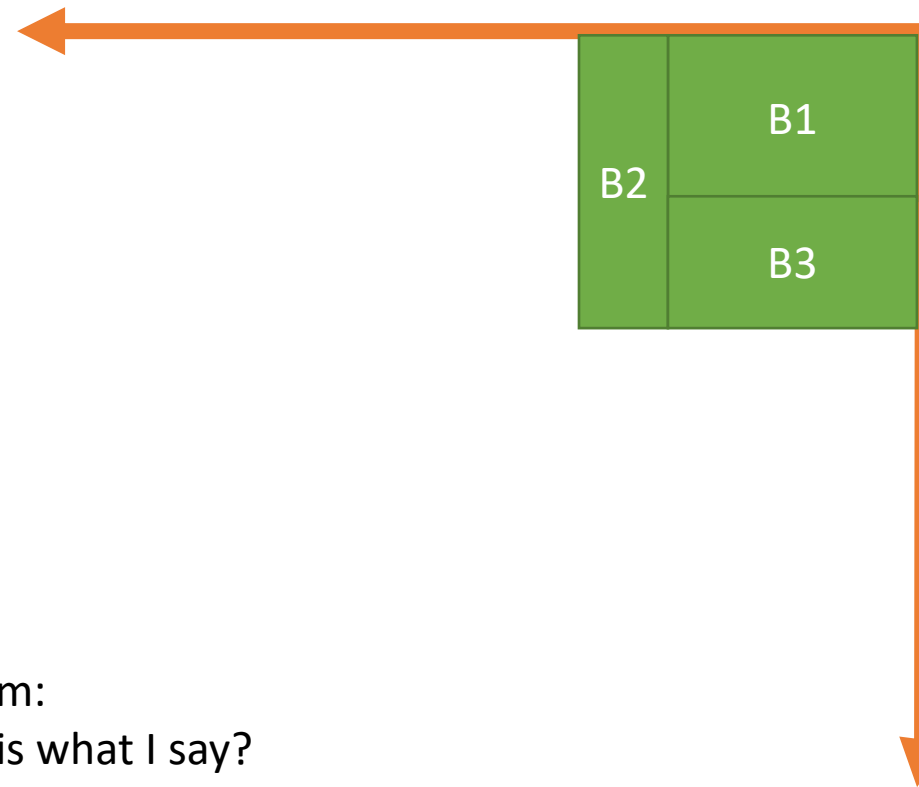


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II: End of the debate

Impact:
how important is what I say?

Opposition

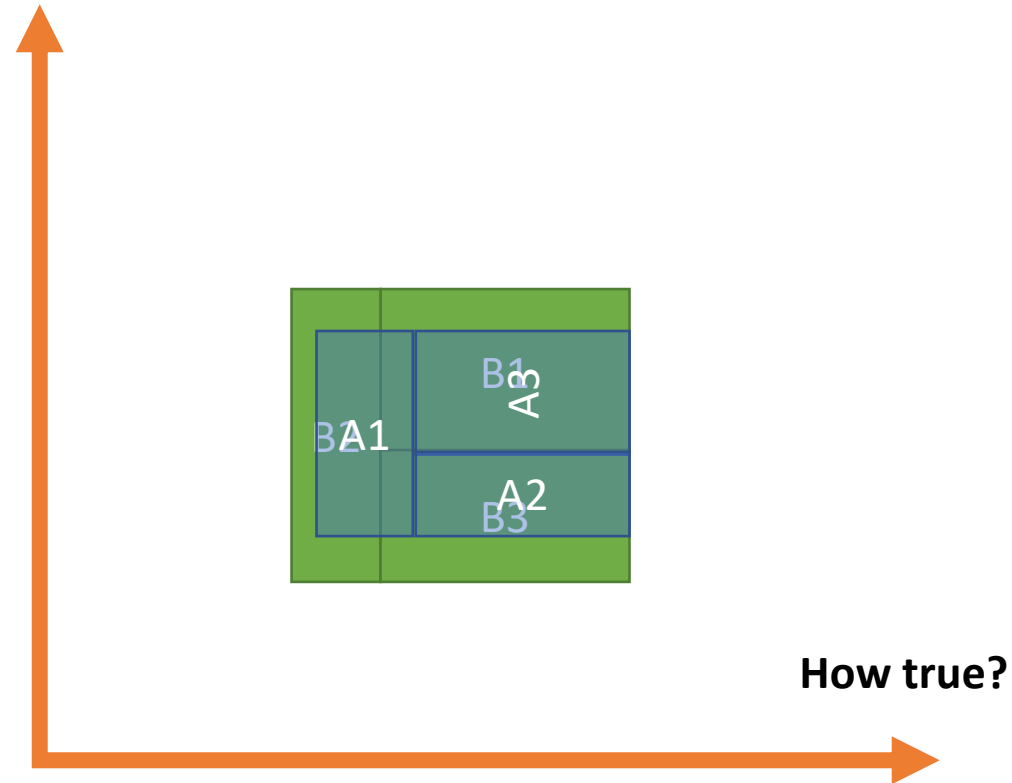


Mechanism:
how true is what I say?

Government

II: End of the debate

How important?



Let's try again!

- 1) This House Supports common European border control!
- 2) This House Would ban gun ownership in the US !
- 3) This House Believes That Artists should not participate in the ongoing interpretation of their art.
- 4) This House Supports a high minimum wage





Team 1



Team 2



Team 3



Team 4





Team 1



Team 2



Team 3



Team 4





7 minute speeches





7 minute speeches

Prop1 - Opp1

Prop2 - Opp2





7 minute speeches

Prop1 - Opp1

Prop2 - Opp2





7 minute speeches

Prop1 - Opp1

Prop2 - Opp2





7 minute speeches

Prop1 - Opp1
Prop2 - Opp2



After the 2 opening
teams comes the 2
closing teams





7 minute speeches

**Prop1 - Opp1
Prop2 - Opp2**

**After the 2 opening
teams comes the 2
closing teams**

**The closing teams
have more time to
prepare and think**





**BUT they have to
approach the debate
from a different
angle**



7 minute speeches

**Prop1 - Opp1
Prop2 - Opp2**



**After the 2 opening
teams comes the 2
closing teams**



**The closing teams
have more time to
prepare and think**





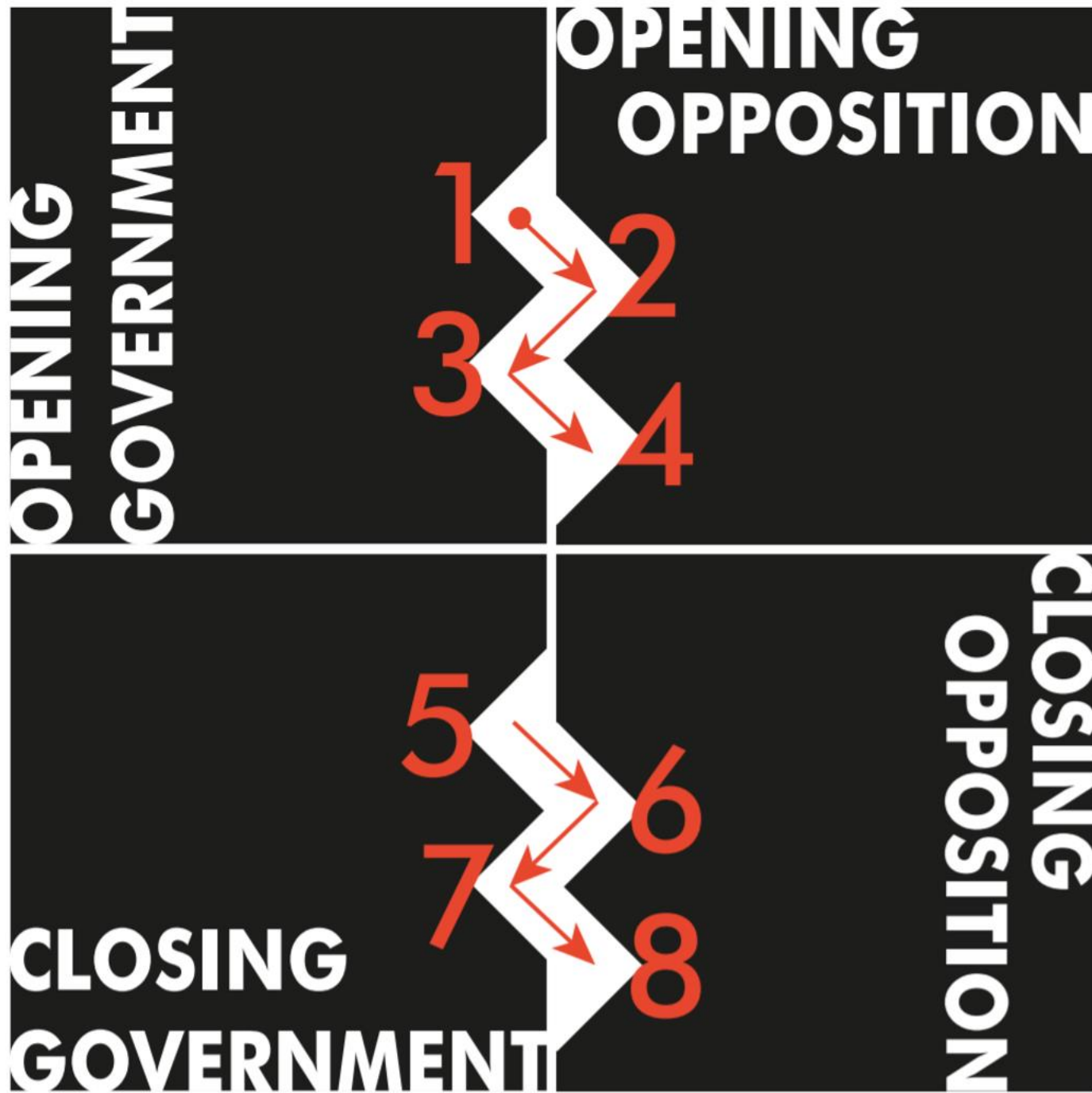
**BUT they have to
approach the debate
from a different
angle**

7 minute speeches



**And the last
speakers shouldn't
introduce new
arguments!**





BRITISH PARLIAMENTARY DEBATING

4 teams
of **2** people
7 minute-long
speeches

+ workshops
AND social
programmes

Thank you for your attention!



Questions?



