## DEBORAH TANNEN

In the realm of teaching, Don McCormick and Michael Kahn, in a 1982 article in Exchange: The Organizational Behavior Teaching Journal, suggest that critical thinking can be taught better if we use the metaphor of a barn raising, instead of that of a boxing match. We should think of "a group of builders constructing a building, or a group of artists fabricating a creation together."

McCormick and Kahn make another point that, as I wrote in *The Argument Culture*, I came to believe is the most crucial and damaging aspect of the culture of agonism. Living, working, and thinking in ways shaped by the battle metaphor produces an atmosphere of animosity that poisons our relations with each other at the same time that it corrupts the integrity of our research. Not only is the agonistic culture of academe not the best path to truth and knowledge, but it also is corrosive to the human spirit.

After my reading group had discussed the academic memoir, I expressed my frustration to a group member. She commented, "It turns out that book wasn't the best example of the genre"

"But we didn't read an example of a genre," I protested. "We read a book by a person."

Refocusing our attention in that way is the greatest gain in store if we can move beyond critique in its narrow sense. We would learn more from each other, be heard more clearly by others, attract more varied talents to the scholarly life, and restore a measure of humanity to ourselves, our endeavor, and the academic world we inhabit.

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# INTRODUCING WHAT "THEY SAY" (p. 23)

<b>*</b>	A number of have recently suggested that
•	It has become common today to dismiss
•	In their recent work, Y and Z have offered harsh critiques
	for
	INTRODUCING "STANDARD VIEWS"
	(pp. 23–24, 162–63, 181–82)
•	Americans today tend to believe that
•	Conventional wisdom has it that
•	Common sense seems to dictate that
•	The standard way of thinking about topic X has it that
•	It is often said that
•	My whole life I have heard it said that
•	You would think that

Many people assume that

# MAKING WHAT "THEY SAY" SOMETHING YOU SAY (pp. 24-25)

Although I should know better by now, I cannot help thinking that  At the same time that I believe, I also believe,
At the same time that I believe, I:  INTRODUCING SOMETH IMPLIED OR ASSUMED  Although none of them have ever said so d often given me the impression that One implication of X's treatment of the implication of the say so directly, she implication of the one hand,  INTRODUCING AN ONGOIN  In discussions of X, one controversial is: On the one hand, argues Contends Others of the one hand,
Although none of them have ever said so doften given me the impression that  One implication of X's treatment of the impression that  Although X does not say so directly, she is the impression that  INTRODUCING AN ONGOIN that  INTRODUCING AN ONGOIN that  In discussions of X, one controversial is: On the one hand, argues  Others of the contends Others of the contends
Although none of them have ever said so doften given me the impression that One implication of X's treatment of the impression that One implication of X's treatment of the impression of X's treatment of the impression of X's treatment of the impression of X's directly, she while they rarely admit as much, that INTRODUCING AN ONGOIN that INTRODUCING AN ONGOIN on the one hand, argues On the one hand, argues Others of the one hand,
One implication of X's treatment of Although X does not say so directly, she while they rarely admit as much, that  INTRODUCING AN ONGOIN (pp. 25–26, 182–83, 18) In discussions of X, one controversial is: On the one hand, argues Contends Others
Although X does not say so directly, she while they rarely admit as much, that  INTRODUCING AN ONGOIN  (pp. 25–26, 182–83, 18  In discussions of X, one controversial is: On the one hand, argues contends Others
le they rarely admit as much  INTRODUCING AN ( (pp. 25–26, 1)  discussions of X, one control the one hand, arg contends
INTRODUCING AN ONGOIN  (pp. 25–26, 182–83, 18  In discussions of X, one controversial is On the one hand, argues Others
On the one hand, argues Contends Others

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X emphasizes that	X celebrates the fact that	X deplores the tendency to	X demonstrates that	X concedes that	X complains that	X claims that	X denies/does not deny that	X believes that	X argues that	X agrees that	X acknowledges that	CAPTURING AUTHORIAL ACTION (pp. 38-40)	In conclusion, then, as I suggested earlier, defenders of can't have it both ways. Their assertion that is contradicted by their claim that	When it comes to the topic of, most of us will readily agree that Where this agreement usually ends, however, is on the question of Whereas some are convinced that, others maintain that

X insists that

X reports that X suggests that X urges us to INTRO	X states, "	s the prominent	According to X, "_	5	himself writes, "	n her book,	n her book,	n her book,	x himself writes, " In her book, Writing in the ' '' '' '' '' '' '' '' '' '' '' ''	. ₹ 🗓 🔭 🧎
	INTRODUCING QUOTATIONS (p. 46)			"  philosopher X puts it, "  philosopher X puts it, "	pucing Quotations (p. 46)  " philosopher X puts it, "	philosopher X puts it, ", X maintains that "	philosopher X puts it, "	philosopher X puts it, "	QUOTATIONS (p	QUOTATIONS (p
				4		t "	t ""	t ""	"X puts it, ""  "intains that ""  Commentary, X complains	" " aintains that " Commentary, X " "

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# EXPLAINING QUOTATIONS (pp. 46-47)

•	▼	•	•	•			•	_	_			
By focusing on, X overlooks the deeper problem of	X contradicts herself/can't have it both ways. On the one hand, she argues On the other hand, she also says	I disagree with X's view that because, as recent research has shown,	X's claim that rests upon the questionable assumption that	I think X is mistaken because she overlooks	DISAGREEING, WITH REASONS (pp. 60, 172-73)		The essence of X's argument is that	X's point is that	X is corroborating the age-old adage that	► In making this comment, X urges us to	► In other words, X believes	Basically, X is saying

# AGREEING-WITH A DIFFERENCE (pp. 62-64, 170)

•	•	•	•		•	•	•	•	•	•
Whereas X provides ample evidence that, Y and Z's research on and convinces me that instead.	Though I concede that, I still insist that	Although I disagree with much that X says, I fully endorse his final conclusion that	Although I agree with X up to a point, I cannot accept his overall conclusion that	AGREEING AND DISAGREEING SIMULTANEOUSLY (pp. 64–66, 173–74, 183)	If group X is right that, as I think they are, then we need to reassess the popular assumption that	l agree that, a point that needs emphasizing since so many people believe	Those unfamiliar with this school of thought may be interested to know that it basically boils down to	X's theory of is extremely useful because it sheds insight on the difficult problem of	X surely is right aboutbecause, as she may not be aware, recent studies have shown that	l agree that because my experience confirms it.

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Indeed, it is highly likely that	However, it is simply not true that	But X is wrong that	But are real and, arguably, the most significant factor in	ree, as X m	My own view, however, is that	Most athletes will tell you that	Politicians, X argues, should	According to both X and Y,	X argues	SIGNALING WHO IS SAYING WHAT (pp. 71–73)	My feelings on the issue are mixed. I do support X's position that , but I find Y's argument about and Z's research on to be equally persuasive.	I'm of two minds about X's claim that On the one hand agree that On the other hand, I'm not sure i	While X is probably wrong when she claims that, she is right that	X is right that, but she seems on more dubious ground when she claims that

	•	•		•		•	•	•	•		•	•	•	•	•	•	•
The state of the s	· Of course, many will probably disagree with this assertion that	Yet some readers may challenge the view that	" she says to me, " "	At this point I would like to raise some objections that have been inspired by the skeptic in me. She feels that I have been ignoring	ENTERTAINING OBJECTIONS (pp. 82, 174-75, 193-94)	These conclusions, which X discusses in, add weight to the argument that	I wholeheartedly endorse what X calls	My own view is that what X insists is a is in fact a	X overlooks what I consider an important point about	EMBEDDING VOICE MARKERS (pp. 74-75)	Anyone familiar withshould agree that	Nevertheless, new research shows	Yet a sober analysis of the matter reveals	X is both right and wrong that	X is wrong that	X is right that	X's assertion that does not fit the facts.
	<ul><li>"Impossible," some will say. "You must be reading the research selectively."</li></ul>		► However, does the evidence I've cited prove conclusively that	Yet is it always true that? Is it always the case, as I have been suggesting, that?	But is my proposal realistic? What are the chances of its actually being adopted?	INTRODUCING OBJECTIONS INFORMALLY $(pp.\ 84{-}85)$		grounds that	<ul> <li>Non-native English speakers are so diverse in their views that it's hard to generalize about them but some are likely to chieft on the</li> </ul>	<ul> <li>Although not all Christians think alike, some of them will probably dispute my claim that</li> </ul>	argue that	<ul> <li>Nevertheless, both followers and critics of Malcom X will probably</li> </ul>	Biologists, of course, may want to question whether		<ul> <li>But social Danwinists would certainly take issue with the argument</li> </ul>	<ul> <li>Here many feminists would probably object that</li> </ul>	NAMING YOUR NAYSAYERS (pp. 83-84)

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# NAMING YOUR NAYSAYERS (pp. 83-84)

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<ul> <li>However, does the evidence I've cited prove conclusively that</li> </ul>	➤ Yet is it always true that? Is it always the case, as I have been suggesting, that?	But is my proposal realistic? What are the chances of its actually being adopted?	Introducing Objections Informally $\ (pp.\ 84)$	<ul> <li>Non-native English speakers are so diverse in their views that it's hard to generalize about them, but some are likely to object on the grounds that</li> </ul>	<ul> <li>Although not all Christians think alike, some of them will probably dispute my claim that</li> </ul>	► Nevertheless, both <i>followers and critics of Malcom X</i> will probably argue that	▶ Biologists, of course, may want to question	<ul> <li>But social Danvinists would certainly take issue with the argument that</li> </ul>	<ul> <li>Here many feminists would probably object that</li> </ul>
nclusively that	case, as I have	s of its actually	(pp. 84-85)	views that it's to object on the	m will probably	X will probably	stion whether	th the argument	a constitution magnifestation of the same

# MAKING CONCESSIONS WHILE STILL STANDING YOUR GROUND (pp. 89)

Although I grant that, I still maintain that
Proponents of X are right to argue that But they exaggerate when they claim that
While it is true that, it does not necessarily follow that
On the one hand, I agree with X that But on the other hand, I still insist that
INDICATING WHO CARES (pp. 95-96)
used to think But recently [or within the past few decades] suggests that
These findings challenge the work of earlier researchers, who tended to assume that
Recent studies like these shed new light on, which previous studies had not addressed.
assumnd function
leading scientist,, argued that fat cells "" (2006).  Illimately, when it came to the nature of fat, the basic assumption
was that

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	But a new body of research shows that fat cells are far more complex and that
•	If sports enthusiasts stopped to think about it, many of them might simply assume that the most successful athletes
	11 th mean 1944H know manyantin
•	These findings challenge neoliberals' common assumptions that
•	At first glance, teenagers appear to
	tion but on close this pec-
	FSTARIJSHING WILLY VOID COLLEGE
	(pp. 98-99, 175-76, 194-96)
•	X matters/is important because
•	Although X may seem trivial, it is in fact crucial in terms of today's
•	Ultimately, what is at stake here is
•	These findings have important consequences for the broader
	GOTTAIN OT
•	My discussion of X is in fact addressing the larger matter of
•	iese conclu:
	ITI AS Well as Im
•	Although X may seem of concern to only a small group of

\_\_\_\_\_, it should in fact concern anyone who cares about

## TWORK OF TEMPLATES

## COMMONLY USED TRANSITIONS

### CAUSE AND EFFECT

it lollows, sich	it follows then	hence	consequently	as a result	accordingly
5	thus	therefore	then	SO	since

#### Conclusion

it follows, then	in sum, then	in short	in conclusion, then	hence	consequently	as a result
	to summarize	to sum up	thus	therefore	the upshot of all this is that	so

#### COMPARISON

in the same way	along the same lines
similarly	likewise

#### CONTRAST

although	nevertheless
but	nonetheless
by contrast	on the contrary
conversely	on the other hand
despite	regardless
even though	whereas

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furthermore in addition	and besides	also	Addition	in contrast	however
so too	indeed	in fact		yet	while

#### CONCESSION

concede that	granted	although it is true that	admittedly
	to be sure	naturally	of course

#### EXAMPLE

after all	for instance
as an illustration	specifically
consider	to take a case in point
for example	ים ימייב מ נמסכ זון סווון
io. cxallipic	

#### ELABORATION

actually by extension in short	to put it another way to put it succinctly
in short	to put it succinc
that is	ultimately
in other words	, , ,

# ADDING METACOMMENTARY (pp. 135-37)

•	•	•	•	•	•	•	•	•	•	•	•	•	•
Although some readers may object that, I would answer that	Having just argued that, let us now turn our attention to	Chapter 2 explores, while Chapter 3 examines	By the way,	Incidentally,	What is more important,	In short,	My conclusion, then, is that,	In sum, then,	To put it another way,	My point is not, but	Ultimately, my goal is to demonstrate that	What really means by this is	In other words,

# COMPARING TWO OR MORE STUDIES' FINDINGS

(p. 168)

► Our data support/confirm/verify the work of X by showing that

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<b>▼</b>	▼	▼		•	•		•	•	•	•	
X's work tells us a great deal about Can this work be generalized to	often take for granted that Few have investigated this assumption, however.	Studies of X have indicated It is not clear, however, that this conclusion applies to	Introducing Gaps in the Existing Research $(p.\ 184)$	The difference between and is probably due to	One explanation for X's finding of is that  An alternative explanation is	EXPLAINING AN EXPERIMENTAL RESULT (pp. 171, 193)	Our data are consistent with X's hypothesis that	X's findings call into question the widely accepted theory that	The results of X contradict/refute Y's conclusion that	By demonstrating, X's work extends the findings of $Y$ .	