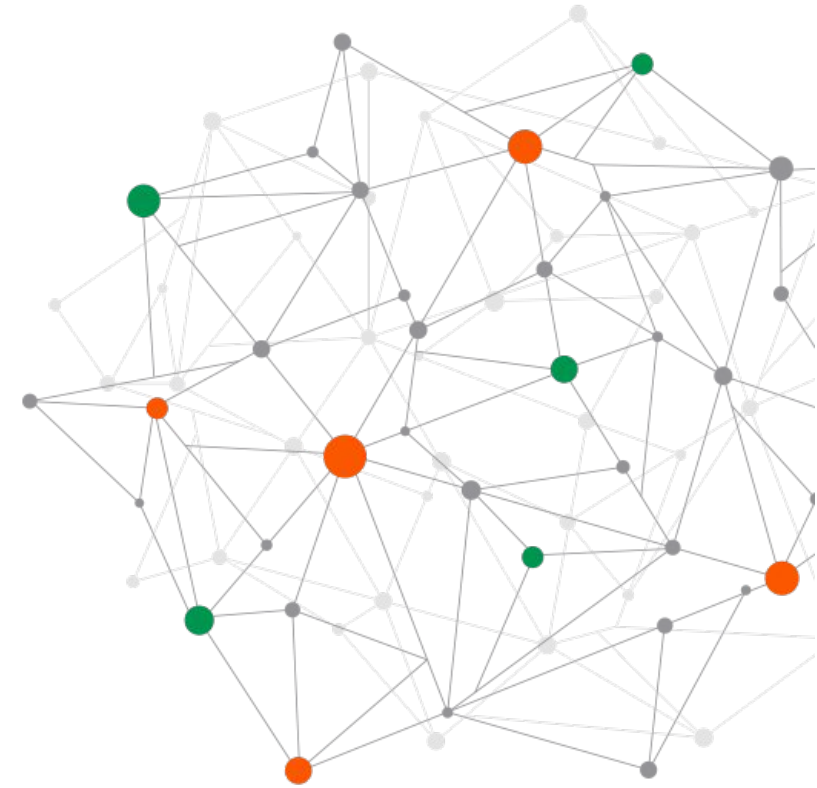


Corporate Skills Module 3:

Session 4: Logical Conclusions

"Logic is the beginning of wisdom, not the end of it." - Spock

May 2024





Logic

“A particular way of thinking, especially one that is ***reasonable*** and
based on ***good judgment***”
- Cambridge Dictionary

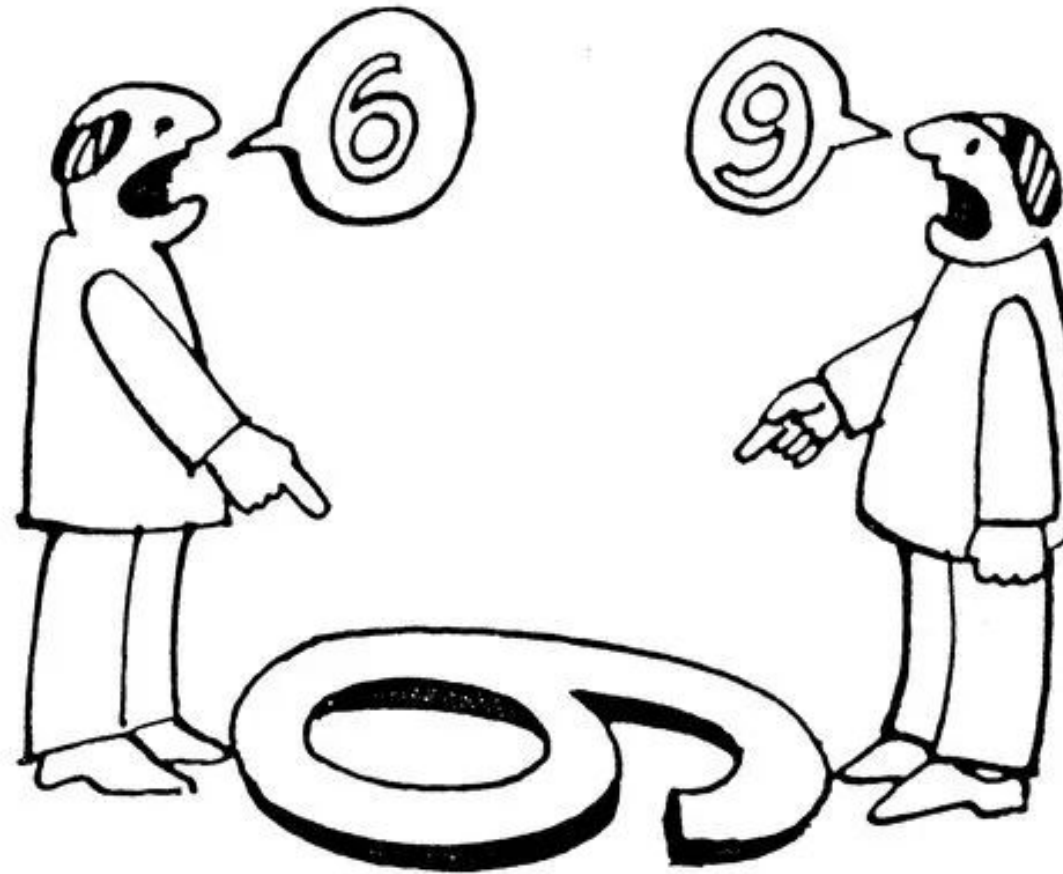


Frame of Reference

A structure of concepts, values, customs, views, etc., by means of which an individual or group perceives or evaluates data, communicates ideas, and regulates behavior.

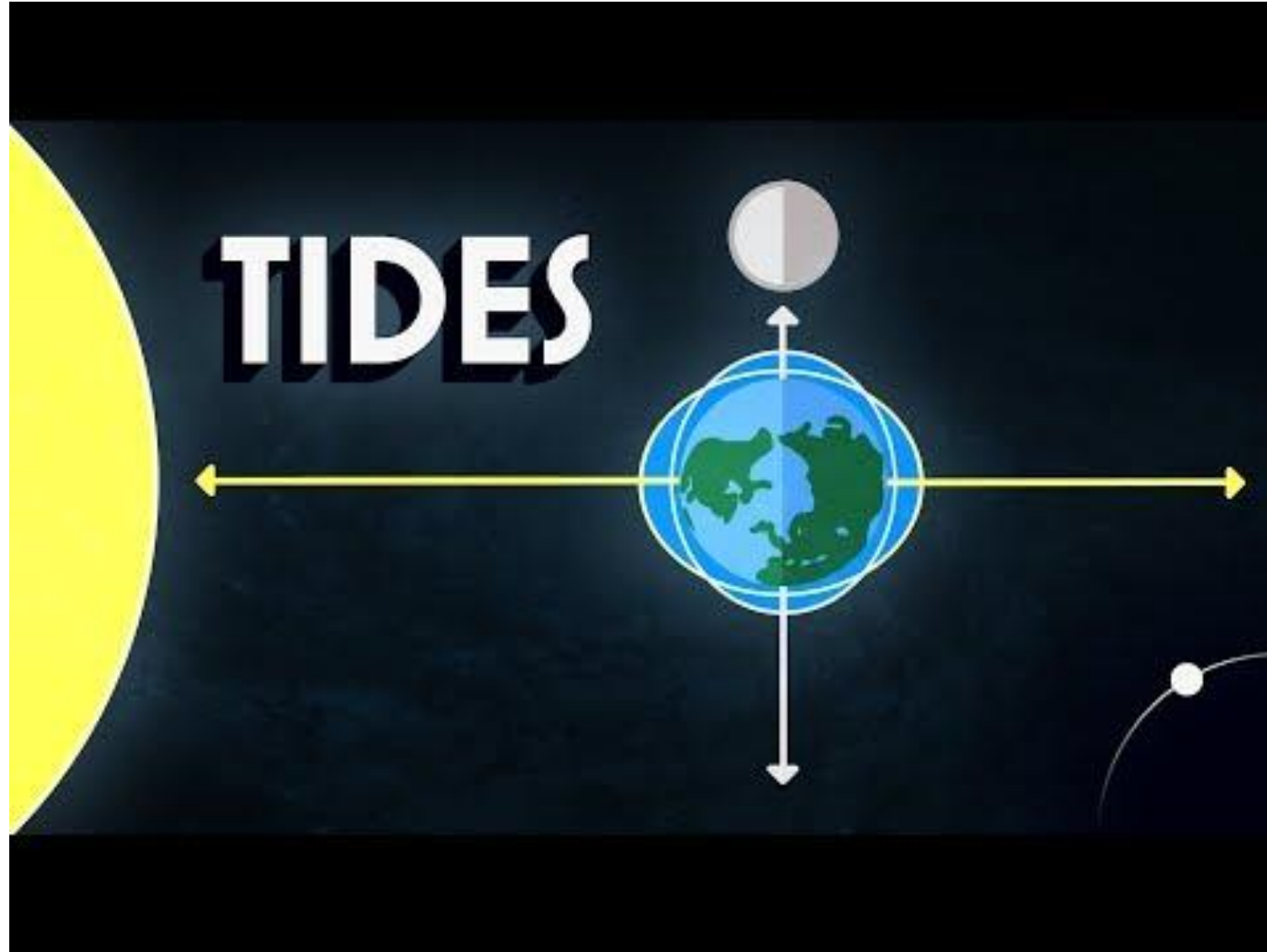


Perspective





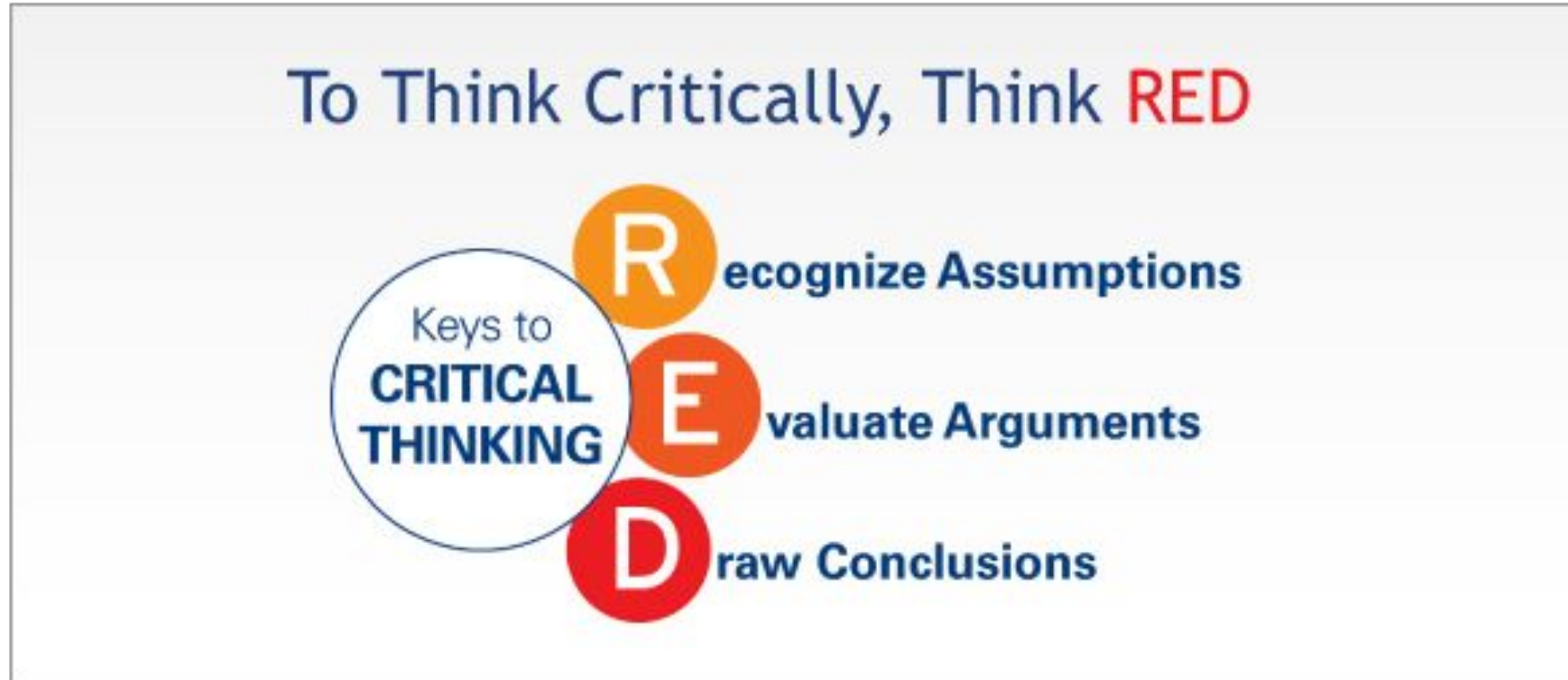
Perspective

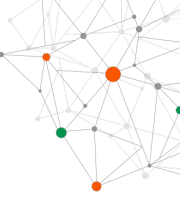




Think RED

In order to reach logical conclusions, one must first learn to think critically.

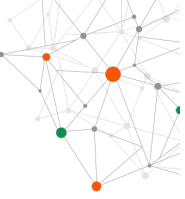




Recognize Assumptions

Assumption: A notion that is accepted as true or as certain to happen, without proof.

- Develop the ability to separate fact from opinion.
- Notice and questioning assumptions helps to reveal information gaps or unfounded logic.
- When we examine assumptions through the eyes of different people (e.g., the viewpoint of different stakeholders), the end result is a richer perspective on a topic.



Recognizing Assumptions: How To Use It

- While gathering information, listening to what people say, or to assess a situation, think about what assumptions you have going in.
- Assume a trusted co-worker is providing reliable information – but is there really evidence to back that up?
- Identify gaps in logic, and opinion disguised as fact.
- Identify factors which suggest significant proof.



Fact vs. Opinion





Fact	Opinion
<ul style="list-style-type: none"> A fact is a statement that can be proven true or false. <p>Examples:</p> <ol style="list-style-type: none"> Statistically, women live longer than men. Most buses weigh more than most cars. There are ten inches in a foot (false). 	<ul style="list-style-type: none"> An opinion is an expression of a person's feelings that cannot be proven. <p>Examples:</p> <ol style="list-style-type: none"> Golf is such a boring sport. Coffee is absolutely delicious. Math is the hardest subject to study.



Evaluating Arguments

Problems

- We often have problems sorting through conflicting information because we unknowingly let our emotions get in the way
- We sometimes only see & hear what we want to see & hear
- Need to push all that personal judgement & opinion aside
- Analyze information accurately and objectively

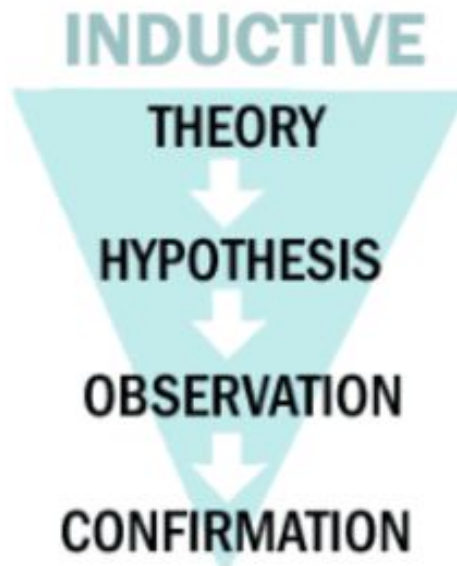




Kinds of Arguments

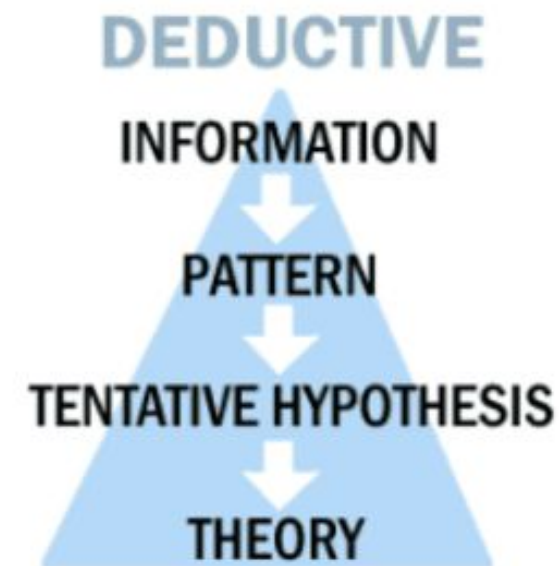
INDUCTIVE REASONING

- Someone who uses **INDUCTIVE** reasoning makes **specific observations** and **then draws a general conclusion**.



DEDUCTIVE REASONING

- DEDUCTIVE** reasoning is a **specific conclusion follows a general theory**.





Drawing Conclusions

The ability to bring diverse information together that logically follows from the available evidence, and:

- Not inappropriately generalize beyond evidence
- Change position when the evidence warrants doing so

This practice is characterized as one having "good judgment" because they typically arrives at a quality decision.





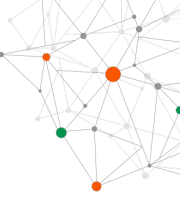
Drawing Conclusions

Depending on your ability to make inferences from what you have heard, your conclusions are either-

- Decisions
- Opinions
- Judgments

When you think critically, the true picture becomes clear, and you can-

- Make the tough decisions
- Solve difficult problems



State the Conclusion

- Reinforce the central idea
- Signal the end

Depending upon the objective of the topic, choose to:

- Summarize
- End with a related quote or statement
- Refer to the introduction
- Make an appeal



Toulmin's Argument: Model for Logical Conclusions

This 6 part model is an argumentative text to analyze, identify the weak points, work on them & improve the strong points.

1. Data/Grounds: Evidence to support your claim or position
2. Claim: The statement you are offering for others to accept
3. Warrants: Link between data/grounds & claim
4. Qualifiers: Words/ phrases showing strong connection between claim and data
5. Rebuttals: Arguments directed against the possible objections to the claim
6. Backing Statements: Give extra support to your warrants.



Toulmin's Argument: Example

You should stop smoking because studies show that almost 80% of smokers can develop lung cancer. Stopping a bad habit can help reduce the occurrence of its bad consequences. Life expectancy is lengthened if habits bad to one's health are stopped. Although it is not always the case that people who smoke will suffer from lung cancer, the risks are higher for those who smoke routinely.

You should stop smoking [Claim] because studies show that almost [Qualifier] 80% of smokers can develop lung cancer [Data/Ground]. Stopping a bad habit can help reduce the occurrence of its bad consequences [Warrant, *can be stated or left unstated]. Life expectancy is lengthened if habits bad to one's health are stopped [Backing Statement]. Although it is not always the case that people who smoke will suffer from lung cancer, the risks are higher for those who smoke routinely [Rebuttal].



"Don't jump to conclusions"

Me:



Thank You



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