1. **claim of value** A claim of value argues that something is good or bad, right or wrong.

*There’s a plague on all our houses, and since it doesn’t announce itself with lumps or spots or protest marches, it has gone unremarked in the quiet suburbs and busy cities where it has been laying waste.*

—Anna Quindlen

1. **classical oration, the** Five-part argument structure used by classical rhetoricians. The five parts are:

**introduction** (*exordium*) Introduces the reader to the subject under discussion.

**narration** (*narratio*) Provides factual information and background material on the subject at hand or establishes why the subject is a problem that needs addressing.

**confirmation** (*confirmatio*) Usually the major part of the text, the confirmation includes the proof needed to make the writer’s case.

**refutation** (*refutatio*) Addresses the counterargument. It is a bridge between the writer’s proof and conclusion.

**conclusion** (*peroratio*) Brings the essay to a satisfying close.

1. **closed thesis** A closed thesis is a statement of the main idea of the argument that also previews the major points the writer intends to make.

*The three-dimensional characters, exciting plot, and complex themes of the Harry Potter series make them not only legendary children’s books but also enduring literary classics.*

1. **deduction** Deduction is a logical process whereby one reaches a conclusion by starting with a general principle or universal truth (a major premise) and applying it to a specific case (a minor premise). The process of deduction is usually demonstrated in the form of a syllogism:

|  |  |
| --- | --- |
| major premise: | Exercise contributes to better health. |
| minor premise: | Yoga is a type of exercise. |

|  |  |
| --- | --- |
| conclusion: | Yoga contributes to better health. |
|  |  |

1. **either/or (false dilemma)** A fallacy in which the speaker presents two extreme options as the only possible choices.

*Either we agree to higher taxes, or our grandchildren will be mired in debt.*

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1. **faulty analogy** A fallacy that occurs when an analogy compares two things that are not comparable. For instance, to argue that because we put animals who are in irreversible pain out of their misery, we should do the same for people, asks the reader to ignore significant and profound differences between animals and people.
2. **first-hand evidence** Evidence based on something the writer *knows*, whether it’s from personal experience, observations, or general knowledge of events.
3. **hasty generalization** A fallacy in which a faulty conclusion is reached because of inadequate evidence.
4. **induction**—From the Latin *inducere*, “to lead into”; a logical process whereby the writer reasons from particulars to universals, using specific cases in order to draw a conclusion, which is also called a generalization.

|  |  |
| --- | --- |
|  | Regular exercise promotes weight loss. |
|  | Exercise lowers stress levels. |

|  |  |
| --- | --- |
|  | Exercise improves mood and outlook. |
| generalization: | Exercise contributes to better health. |

1. **logical fallacy** Logical fallacies are potential vulnerabilities or weaknesses in an argument. They often arise from a failure to make a logical connection between the claim and the evidence used to support it.