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## Thank You For Arguing Third Edition What Aristotle Lincoln And Homer Simpson Can Teach Us About The Art Of Persuasion

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writing instructors, college rhetoric or composition instructors--and just about anyone teaching Thank You for Arguing . Note: while the guide was written for the third edition of Thank You for Arguing, and the chapters and page numbers will vary from the previous editions, most of the ...

### *Teacher's Guide – ArgueLab*

In Thank You for Arguing, Jay Heinrichs endeavors to show why the lost art of rhetoric—the study of argument and persuasion—can help people understand the world, help them succeed, and generally improve their lives. In Part One, “Offense,” Heinrichs lays out the basics of arguing. Every argument has three basic steps: first, stimulating the audience’s emotions, second, changing the audience’s opinion, and third, getting the audience to do or choose something.

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Jay Heinrichs, the author and narrator of the book, likes to use examples from his personal life, especially his family life. By beginning with a banal-seeming example of the power of arguing, Heinrichs tries to establish a connection with his audience (his readers), most of whom, presumably, will be familiar with the kind of low-stakes, everyday arguments that Heinrichs mentions here.

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*Thank You for Arguing, Third Edition: What Aristotle,*

Thank You For Arguing is a book about rhetoric by Jay Heinrichs, a journalist, writer, and publisher whose work specializes in argumentation methods. Structured like a manual, it is littered with references to a diverse cache of historical examples where notable figures including Aristotle, Barack Obama, and the cartoon Homer Simpson employ rhetoric to control the outcomes of discourse.

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