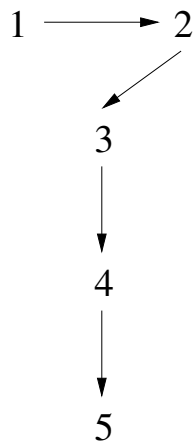


## Compromise

Two different opinions are compared, common aspects are identified, and solutions are proposed based on these common aspects.

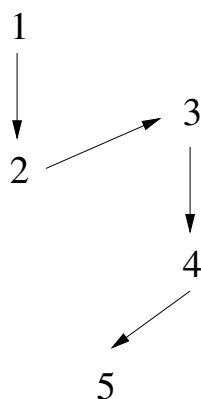


- 1) opinion A
- 2) opinion B
- 3) identify common aspect
- 4) “common denominator”
- 5) suggestion, consequence

*A claims that ...*  
*B disagreed pointing out ...*  
*Both seem to think that ...*  
*We could take this as a start ...*  
*We should go on in that direction, therefore*  
*I recommend ...*

## Comparison

Two different opinions, together with their justification/reasons/substantiation, are compared. From the comparison, a conclusion is reached.

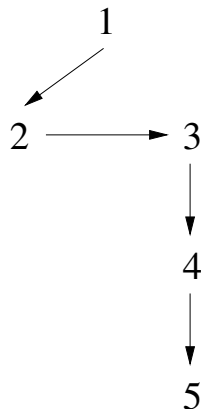


- 1) opinion A
- 2) justification A
- 3) opinion B
- 4) motivation B
- 5) own position

*A claims that ...*  
*B disagreed pointing out ...*  
*which she justifies by ...*  
*because he thinks that ...*  
*Comparing both opinions, I think that ...*

## Emphasize a New Perspective

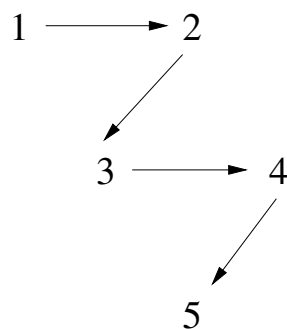
A perspective or idea is presented that adds a new aspect to an existing situation or discussion.



- |  |   |
|--|---|
| 1) current situation                       | <i>For a long time we've been talking about ...</i> |
| 2) present/previous perspective            | <i>So far, everything was about ...</i>             |
| 3) new perspective                         | <i>We totally forgot that ...</i>                   |
| 4) emphasize importance of new perspective | <i>However, this is important, because ...</i>      |
| 5) consequence                             | <i>Hence, we need to ...</i>                        |

## Correction

A wrong perception is corrected, and contrasted with the privately held opinion.



- |                            |  |
|----------------------------|--|
| 1) wrong perception        | <i>It is widely believed that ...</i>      |
| 2) own perception          | <i>However, from my own experience ...</i> |
| 3) justification of 2)     | <i>Because ...</i>                         |
| 4) other example           | <i>Moreover, ...</i>                       |
| 5) consequence, suggestion | <i>Therefore, we need to ...</i>           |

## Chain

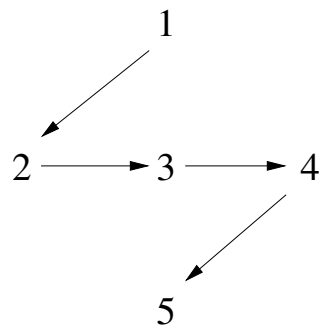
The argument follows a strictly logical or chronological sequence of thoughts.



- |                   |   |
|-------------------|---|
| 1) perception     | <i>Ten years ago ...</i>                  |
| 2)     ⋮          | <i>This lead to ...</i>                   |
| 3) chain of proof | <i>Today, we still see that ...</i>       |
| 4)     ⋮          | <i>We will not be able to ...tomorrow</i> |
| 5) consequence    | <i>Therefore, we need to ...now</i>       |

## Substantiation

The initially presented opinion is backed up by several arguments.



- |                                   |                                     |
|-----------------------------------|-------------------------------------|
| 1) opinion                        | <i>I think that ...</i>             |
| 2)     ⋮                          | <i>Because ...</i>                  |
| 3) justification, examples, proof | <i>Moreover, ...</i>                |
| 4)     ⋮                          | <i>Last but not least, ...</i>      |
| 5) proposal                       | <i>Therefore, we have to ...now</i> |