

## AP4CTE AP Seminar: Building a Dynamic Workforce

### *Research Strategies for Innovating and Problem-solving Across Career Paths*

#### Module 6, Resource: The Classical Method of Argumentation Template

The classical method follows traditional form from Ancient Greek and Roman rhetoricians. While the argument form is most commonly used for persuasive speeches, it is still a good structure for arguments that are definitional, theoretical, and/or conceptual in nature.

<b>Exordium</b> <i>The Introduction</i>	
Sets the tone of the paper, and aims to establish ethos with intended audience by engaging interests in relevance and social stakes	
<b>Narratio</b> <i>The Context</i>	
Lays foundations of the relevant context, history, and current facts in relation to the problem underlying the argument; definitions are established, foundational concepts illuminated, before laying out evidence for a claim	
<b>Partitio</b> <i>The Claim</i>	
Directly indicates the foundational claim of the argument, provides a forecast as to the sub-points to be made in the argument (brief outline)	
<b>Confirmatio</b> <i>The Support</i>	
Follows above outline point-by-point in proper argument form: sub-claim, reasoning, and evidence, justified by warrants; logical connection between each point of the argument as it builds	

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<b>Refutatio</b> <i>The Counter-arguments and Refutation</i>	
Presents legitimate (and compelling) counter-claims to the original argument claim, or individual sub-claims, made above; addressing opposing viewpoints, and discusses any deviations or weak points in logic, or flaws in argumentation or evidence; refutes the laid-out logical counter-argument(s), provides overall why the original claim, reasoning, and evidence, is still the better option	
<b>Peroratio</b> <i>The Conclusion</i>	
Revisits the main points of the argument, and what was proven; includes considerations for additional argumentation, emerging questions for investigation, or logical solutions to the original problem; “call to action”	