

(Revised from an Actual Student Team Outline)

Final Outline for Team Debate Speech #3

Topic: People should shop at mom and pop stores as opposed to "box stores."

Position: Affirmative

Opening OPP

Affirmative speaker 1:

- I. Attention getter: "We save people money so they can live better." Walmart Mission Statement
 - A. Irony because box-stores have been proven to kill local economies and destroy small businesses that keep money in people's pockets
- II. Introduce our topic and state we are on the Affirmative team
- III. Operational Definition of a box-store
 - A. Part of a chain, high sales volumes, over 50,000 sq. ft., wide range of products
- IV. We'll present two problems: Loss of recirculated dollars, Loss of jobs and solutions
- V. Central Idea Present problem and solution: Box stores destroying local economies and eliminating mom and pop ("local") businesses, so should shop at mom and pop stores to strengthen local economies.

Affirmative speaker 2:

- I. Rebuttal
- II. PROBLEM: Loss of the recirculated dollar (money earned locally) is spent locally/ reinvested in other local businesses. (Source: Jonathan Frieman, Marin Voice)
 - A. Reducing local dollar circulation by half
 - 1. Indep. Study in New Orleans, LA (Civic Economics, New Rules Project)
 - B. Box stores will not be local: can't afford to buy local and still provide low prices
 - 1. Smothering local competition that provides a more personal, connected service (Source: John Jantsch, "The 10 Natural Marketing Advantages of Small Business- Small is the New Big")

Affirmative speaker 3:

- I. Rebuttal
- II. PROBLEM: Job Loss Due to Outsourcing

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