

The Rogerian Argument



- ¶ **Introduction:** *Statement of your problem.* Present your argument as a problem in need of a solution, and raise the possibility of a positive change.
- ¶ **Summary of Opposing Views:** Statement of views of the opposition. Be as accurate and neutral as possible.
 - **Statement of Understanding:** Demonstrate that you are capable of listening without judging and that you have given a fair hearing to those who differ from you—the people you most need to reach.
- ¶ **Statement of your position:** Having won the attention of both opponents and those who have no position on the issue, explain your views.
 - **Statement of Contexts:** Show that you understand that there are situations in which the opponents' views are valid. Do not *concede* that their views are *always* right, but recognize those conditions (contexts) under which you share their views.
- ¶ **Statement of Benefits:** Appeal to the self-interest of your opponent by showing how they would benefit from accepting your position. The essay concludes with your **thesis** stated *in as positive a manner as possible*.

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**Annette T. Rottenberg, Donna Haisty
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