

(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

# Sample Debate Paper Outline

**G Psacharopoulos**



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## **Table of Contents Sample Debate Paper Outline**

1. Understanding the eBook Sample Debate Paper Outline
  - The Rise of Digital Reading Sample Debate Paper Outline
  - Advantages of eBooks Over Traditional Books
2. Identifying Sample Debate Paper Outline
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Sample Debate Paper Outline
  - User-Friendly Interface
4. Exploring eBook Recommendations from Sample Debate Paper Outline
  - Personalized Recommendations
  - Sample Debate Paper Outline User Reviews and Ratings
  - Sample Debate Paper Outline and Bestseller Lists
5. Accessing Sample Debate Paper Outline Free and Paid eBooks

- Sample Debate Paper Outline Public Domain eBooks
- Sample Debate Paper Outline eBook Subscription Services
- Sample Debate Paper Outline Budget-Friendly Options
- 6. Navigating Sample Debate Paper Outline eBook Formats
  - ePub, PDF, MOBI, and More
  - Sample Debate Paper Outline Compatibility with Devices
  - Sample Debate Paper Outline Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Sample Debate Paper Outline
  - Highlighting and Note-Taking Sample Debate Paper Outline
  - Interactive Elements Sample Debate Paper Outline
- 8. Staying Engaged with Sample Debate Paper Outline
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Sample Debate Paper Outline
- 9. Balancing eBooks and Physical Books Sample Debate Paper Outline
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Sample Debate Paper Outline
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Sample Debate Paper Outline
  - Setting Reading Goals Sample Debate Paper Outline
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sample Debate Paper Outline
  - Fact-Checking eBook Content of Sample Debate Paper Outline
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

### 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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