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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