

Classical and Rogerian Arguments

Classical

Introduction (Exordium)	Capture the audience's attention. Introduce the issue and create exigence for your claim. Why is this an issue? Why do we need to pay attention?
Statement of Background (Narratio)	Supply the context needed to understand the case you present. What circumstances, occurrences, or conditions do we need to be made aware of?
Proposition (Partitio)	State your position (claim/thesis), based on the information you have presented, and outline the major points that will follow. The <i>partitio</i> divides the background information from the reasoning.
Proof (Confirmatio)	Present your reasons, subclaims, and evidence. Establish inferences between claim and support. Provide additional evidence for subclaims and evidence, where necessary. Explain and justify assumptions.
Refutation (Refutatio)	Anticipate and refute opposing arguments. In this section you demonstrate that you have already considered the issue thoroughly and have reached the only reasonable conclusion.
Conclusion (Peroratio)	Summarize the most important points. Make a final appeal to values, motivations, and feelings that are likely to encourage the audience to identify with your argument

Rogerian

Introduction	State the problem you hope to resolve. By presenting your issue as a problem you raise the possibility of positive change. Often opponents will want to solve the same problem.
Summary of Opposing Views	As accurately and neutrally as possible, state the views of the people with whom you disagree. By doing this you show that you are capable of listening without judging and have given a fair hearing to people who think differently from you.
Statement of Understanding	Also called the statement of validity. Show that you understand that there are situations in which these views are valid. Which parts of the opposing arguments do you concede? Under which conditions might you share these views?
Statement of Your Position	Now that readers have seen that you've given full consideration to views other than your own, they should be prepared to listen fairly to your views. State your position.
Statement of Contexts	Describe situations in which you hope your views will be honored. By showing that your position has merit in specific contexts, you recognize that people won't agree with you all of the time. However, opponents are allowed to agree in part and share common ground.
Statement of Benefits	Appeal to the self-interest of your opponents by showing how they would benefit from accepting your position; this concludes your essay on a hopeful, positive note.

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(Narratio)**

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(Partitio)**

**Proof
(Confirmatio)**

**Refutation
(Refutatio)**

**Conclusion
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Rogerian

Introduction

**Summary of
Opposing
Views**

**Statement of
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Benefits**