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# Thank You For Arguing What Aristotle Lincoln And Homer Simpson Can Teach Us About The Art Of Persuasion Jay Heinrichs

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Thank You for Arguing is  
your master class in the art  
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secrets this book discloses  
include Cicero's three-step  
strategy for moving an  
audience to action—as well  
as Honest Abe's Shameless  
Trick of lowering an  
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*Thank You For Arguing,  
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Whether you're an inveterate lover of language books or just want to win a lot more anger-free arguments on the page, at the podium, or over a beer, Thank You for Arguing is for you. Warm, witty, erudite, and truly enlightening, it not only teaches you how to recognize a paralipsis when you hear it, but also how to wield the weapons of persuasion the next time you really, really, want to get your own way.

*Thank You for Arguing, Third  
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Thank You for Arguing is your master class in the art of persuasion, taught by professors ranging from Bart Simpson to Winston Churchill. The time-tested secrets this book discloses include Cicero's three-step strategy for moving an audience to action—as well as Honest Abe's Shameless Trick of lowering an audience's expectations by pretending to be unpolished.

*Thank You For Arguing,  
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In Thank You for Arguing, Jay Heinrichs endeavors to show why the lost art of rhetoric—the study of

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argument and persuasion—can help people understand the world, help them succeed, and generally improve their lives. In Part One, “Offense,” Heinrichs lays out the basics of arguing. Every argument has three basic steps: first, stimulating the audience’s emotions, second, changing the audience’s opinion, and third, getting the audience to do or choose something.

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Thank You for Arguing is your master class in the art of persuasion, taught by professors ranging from Bart Simpson to Winston



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Churchill. The time-tested secrets the book discloses include Cicero's three-step strategy for moving an audience to action. As well as Honest Abe's Shameless Trick of lowering an audience's expectations by pretending to be unpolished.

*Thank You for Arguing: What Aristotle, Lincoln, and Homer ...*

In his book *Thank You for Arguing* Jay Heinrichs teaches readers about the art of argument. He details the tools and techniques necessary for persuasion, and branches out into the overall importance of rhetoric in contemporary

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society and in our daily lives. Thank You for Arguing served as a great guide to the many terms, tips, and tricks of argument. Heinrichs keeps his tone light to avoid boring his readers, and even points out how he utilizes rhetoric in his own writing throughout the book.

*Thank You for Arguing: What Aristotle, Lincoln, and Homer ...*

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*Thank You for Arguing, Third Edition by Jay Heinrichs ...*

Thank You for Arguing  
Symbols, Allegory and Motifs  
These notes were contributed by members of the GradeSaver community. We are thankful for their contributions and encourage you to make your own. Written by Timothy Sexton

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*Thank You for Arguing  
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Thank You for Arguing is written in an irregular fashion, and in many ways, it could be considered a self-help book—like most self-help books, it's designed to help readers improve their minds and live happier lives, and it's written in the first person, with frequent references to the author's life, as well as the lives of great figures of the past.

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## *Thank You For Arguing* *Flashcards | Quizlet*

Thank You For Arguing is a book about rhetoric by Jay Heinrichs, a journalist, writer, and publisher whose work specializes in argumentation methods. Structured like a manual, it is littered with references to a diverse cache of historical examples where notable figures including Aristotle, Barack Obama, and the cartoon Homer Simpson employ rhetoric to control the outcomes of discourse.

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*Thank You For Arguing*

*Summary | SuperSummary*

read thank you for arguing

by jay heinrichs. After

reading. For each of the

five sections: Write a

summary of at least 5 key

points in the section,

providing textual support.

Develop at least one

clarifying question for each

section (what was not

understood from each

section). Make sure to

reference the text

specifically.

*read thank you for arguing*

*by jay heinrichs | Nursing*

*Term ...*

The text has 30 short

lessons and five appendices

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that explain the rhetorical concepts behind argument and style. Unlike most rhetoric textbooks, Thank You for Arguing simultaneously instructs and demonstrates its lessons by self-referencing how the text itself uses rhetorical concepts to teach and delight the reader. This approach exemplifies rhetoric's conceptual and practical character while empowering students to interact with their source of instruction.

*Thank You for Arguing, Third Edition by Jay Heinrichs ...*  
Whether you're an inveterate lover of language books or

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just want to win a lot more  
anger-free arguments on the  
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a beer, Thank You for  
Arguing is for you.

*Thank You for Arguing, Third  
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“ Thank You for Arguing ” is  
a great compendium of  
relevant examples – ranging  
from anecdotes to pop  
culture references – and  
great advices. One of the  
best: detect bad examples  
and tautologies, because  
people use them on a daily  
basis and look perplexed and  
stumped when someone points  
them out to them.

*Thank You for Arguing PDF*



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Summary - Jay Heinrichs |

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Thank You for Arguing (2013) is a guide to the art of rhetoric. These blinks explain what rhetoric really is, how persuasion works and how to win a debate by drawing on in-depth research, anecdotes and theories from the great orators of history.

*Thank You for Arguing by Jay Heinrichs - Blinkist*

Thank You For Arguing  
Chapter 1: "I achieved the height of persuasion: not just an agreement, but one

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that gets an audience—a  
teenaged one at that—to do  
my bidding.” Pg. 4 “A  
sarcastic voice answers from  
the other side of the door.  
“That’s not the point, is  
it, Dad?”. Pg. 3 Persuasion  
is key to winning an  
argument even if it is to  
win through pettiness.

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