

Rules: Logic and Applications

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# Strategic Maneuvering and Defeasible Systems

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# Rhetoric Through the Ages

- Originated in ancient Mesopotamia
- Tradition of Confucianism-*eloquence in speaking*
- Plato(427-347 BC)- *“True” vs. “false” rhetoric*
- Sophists(*Gorgias, Protagoras etc.*)
- Aristotle(384-322 BC)-*First theory of rhetoric*
- Cicero(106-43 BC)-*Practitioner and theorist*

# Rhetoric in the 20<sup>th</sup> century

- Chaim Perelman's-*“New Rhetoric”*
- Stephen Toulmin- *Argumentation Theory*
- Gertrude Buck-*The goal of Communication*

# Effectiveness vs. Reasonableness

- Cases in which the “unreasonable” is more appealing for a specific audience.
- Understanding “destroyed” by the application of a simple logical rule i.e. contrapositive reasoning.

# Strategic Maneuvering

- Notion developed by Frans H. van Eemeren in the pragma-dialectical theory of argumentation.
- Refers both to the process of choosing our argumentative “moves” and to the overall outcome of the argumentation.
- Reasonableness and Effectiveness are reconciled.

# Strategic Maneuvering

- The selection between “topical potential”
- Adaptation to “audience demand”
- Exploitation of “presentational devices”

# Defeasible Reasoning

The corresponding argument is rationally compelling but not deductively valid.

*i.e. Inferring what has or will happen on the basis of what “normally” happens.*



# Defeasible Systems

- Defeasible logics incorporate a defeasible implication into the language
- Arguments are defined as chains of reasons leading to a conclusion
- **Consideration of potential counterarguments at each step**



# Formalisation Advantage

- Defeasible inferences are common in real-life applications of rhetoric
- Selection of “moves” in order to avoid “destructive” counterarguments

*Thank you!*

**QnA**