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Strategic Maneuvering and Defeasible Systems

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Rhetoric Through the Ages

- Originated in ancient Mespotamia
- •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)-Practitione and theorist

Rhetoric in the 20th 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 pragmadialectical theory of argumentation.
- •Refers both to the process of chosing our argumentative "moves" and to the overall outcome of the argumentation.
- Reasonableness and Effectiveness are reconciled.

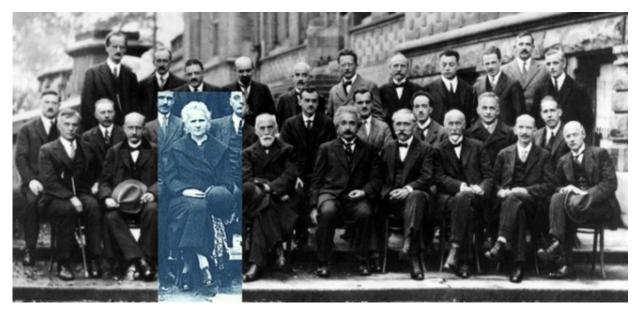
Strategic Maneuvering

- •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 Adventage

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

Thank you!

