

SCARE TACTICS

Arguments that Appeal to Fear
and Threats

Douglas Walton

Scare Tactics Arguments That Appeal To Fear And Threats

Priscilla Gontijo Leite, Ian Worthington

Scare Tactics Arguments That Appeal To Fear And Threats:

Scare Tactics Douglas Walton, 2013-06-29 Scare Tactics the first book on the subject provides a theory of the structure of reasoning used in fear and threat appeal argumentation Such arguments come under the heading of the argumentum ad baculum the argument to the stick club traditionally treated as a fallacy in the logic textbooks The new dialectical theory is based on case studies of many interesting examples of the use of these arguments in advertising public relations politics international negotiations and everyday argumentation on all kinds of subjects Many of these arguments are amusing once you see the clever tactic used others are scary Some of the arguments appear to be quite reasonable while others are highly suspicious or even outrageously fraudulent In addition to the examples taken from logic textbooks other cases treated come from a variety of sources including political debates legal arguments and arguments from media sources like magazine articles and television ads The purpose of this book is to explain how such arguments work as devices of persuasion and to develop a method for analyzing and evaluating their reasonable and fallacious uses in particular cases The book shows how such arguments share a common structure revealing several distinctive forms of argument nested within each other Based on its account of this cognitive structure the new dialectical theory presents methods for identifying analyzing and evaluating these arguments as they are used in specific cases The book is a scholarly contribution to argumentation theory It is written in an accessible style and uses many colorful and provocative examples of fear and threat appeal arguments that are suitable for classroom discussions The matters treated will be of interest to professionals and students in law critical thinking advertising speech communication informal logic cognitive science rhetoric and media studies

Fearmongering in Greek and Roman Literature and Beyond Priscilla Gontijo Leite, Ian Worthington, 2025-08-25 This volume provides for the first time a focused study of scare tactics and fearmongering in a broad range of Greek and Roman authors and genres showing how alarmist tactics were used in both antiquity and today Scare tactic rhetoric is a timely topic fear in current politics can justify actions and decisions and be used to control what is debated in the public arena with the truth often shaped and even removed from what was being said The ancient world was no different In this volume an international selection of scholars discusses how and why alarmist tactics were used in a variety of genres in Greco Roman literature including oratory historiography drama philosophy and children s stories to convey political messages and ideas They also draw parallels between ancient and contemporary fear Fearmongering in Greek and Roman Literature and Beyond is suitable for students and scholars in Classics and Ancient History Rhetoric and Rhetorical Theory Ancient Societies and Politics as well as those operating in adjacent fields of study along with the general reader interested in the ancient world psychology politics and the exploitation of rhetoric

Emotive Language in Argumentation Fabrizio Macagno, Douglas Walton, 2014-02-24 This book analyzes the uses and implicit dimensions of emotive language from a pragmatic dialectical epistemic and rhetorical perspective

Design and Measurement Strategies for Meaningful Learning Gómez Ramos, José Luis, Gómez-Barreto,

Isabel María,2022-04-01 Teaching content and measuring content are frequently considered separate entities when designing teaching instruction This can create a disconnect between how students are taught and how well they succeed when it comes time for assessment To heal this rift the theory of meaningful learning is a potential solution for designing effective teaching learning and assessment materials Design and Measurement Strategies for Meaningful Learning considers the best practices challenges and opportunities of instructional design as well as the theory and impact of meaningful learning It provides educators with an essential text instructing them on how to successfully design and measure the content they teach Covering a wide range of topics such as blended learning online interaction and learning assessment this reference work is ideal for teachers instructional designers curriculum developers policymakers administrators academicians researchers practitioners and students

The Apocalypse of John Among its Critics Alexander Stewart,Alan S.

Bandy,2023-07-26 Should Christians be embarrassed by the book of Revelation The Revelation of John has long confused and disturbed readers The Apocalypse of John among Its Critics confronts the book s difficulties Leading experts in Revelation wrestle honestly with a question raised by critics Should John s Apocalypse be in the canon Alan S Bandy Was John intentionally confusing Ian Paul Was John a bully Alexander E Stewart Did John delight in violence Dana M Harris Was John a chauvinist Klli T niste Was John intolerant to others Michael Naylor Was John antisemitic Rob Dalrymple Did John make things up about the future Dave Mathewson Did John advocate political subversion Mark Wilson Did John misuse the Old Testament G K Beale Engaging deeply with Revelation s difficulties helps the reader understand the book s message and respond rightly The book of Revelation does not need to be avoided or suppressed It contains words of life

Cybersecurity Discourse in the United States Sean T. Lawson,2019-12-05 This book examines the role of cyber doom rhetoric in the U S

cybersecurity debate For more than two decades fear of cyber doom scenarios i e cyberattacks against critical infrastructure resulting in catastrophic physical social and economic impacts has been a persistent feature of the U S cybersecurity debate This is despite the fact that no cyberattack has come close to realizing such impacts This book argues that such scenarios are part of a broader rhetoric of cyber doom within the U S cybersecurity debate and takes a multidisciplinary approach that draws on research in history sociology communication psychology and political science It identifies a number of variations of cyber doom rhetoric then places them into a larger historical context assesses how realistic the fears expressed in such rhetoric are and finally draws out the policy implications of relying on these fears to structure our response to cybersecurity challenges The United States faces very real cybersecurity challenges that are nonetheless much less dramatic than what is implied in the rhetoric This book argues that relying on cyber doom rhetoric to frame our thinking about such threats is counterproductive and encourages us to develop ways of thinking and speaking about cybersecurity beyond cyber doom This book will be of much interest to students of cybersecurity foreign policy public administration national security and international relations in general

Manufacturing Dissent Cornelia Ilie,2024-01-15 Spotighting case studies of

manipulation practices at the onset of the Covid 19 crisis in different countries and socio political circumstances the authors expose context specific discourse and argumentation strategies of infodemics misleading information and fake news public policy mismanagement deceptive online and offline communication tactics and conspiracy narratives which end up disrupting community social cohesion In addition to targeting manipulation driven dissent across discourse genres through corpus based investigations a major strength of this volume consists in debunking manipulation while foregrounding compelling acts of counter manipulation The volume s breadth of topics depth of analytical insights and range of methodological frameworks provide unique perspectives by capturing crisis related manipulations across a worldwide political and cultural spectrum Austria Brazil China the Czech Republic Portugal Sweden Switzerland United Kingdom United States with a focus on the scale and extent of multifaceted repercussions Reaching beyond the boundaries of pragmatics and discourse analysis this book should be a valuable resource for researchers and practitioners of rhetoric argumentation media studies social and political sciences

Informal Logic ,2002

Manipulative Fallacies in Early America Juhani Rudanko,Paul

Rickman,2022-05-26 This book implements a new approach to the study of manipulative tactics in selected Congressional debates in the early history of the United States highlighting the ways in which language can be used to manipulate an audience The identification and analysis of different informal fallacies is central in the approach adopted by the authors and they privilege the role of covert intentions as a frequent ingredient of manipulation They also show how different speakers can use different subtypes of the same fallacy in a debate and investigate the tension between the policy preferences and goals of politicians and existing laws The book has been written without jargon all concepts and terminology from the field of linguistic pragmatics are clearly defined and it is accessible to the interested layperson wishing to become familiar with manipulative techniques in political rhetoric

Innovation Contested

Benoît Godin,2015-01-09 Innovation is everywhere

In the world of goods technology but also in the world of words innovation is discussed in the scientific and technical literature but also in the social sciences and humanities Innovation is also a central idea in the popular imaginary in the media and in public policy Innovation has become the emblem of the modern society and a panacea for resolving many problems Today innovation is spontaneously understood as technological innovation because of its contribution to economic progress Yet for 2 500 years innovation had nothing to do with economics in a positive sense Innovation was pejorative and political It was a contested idea in philosophy religion politics and social affairs Innovation only got de contested in the last century This occurred gradually beginning after the French revolution Innovation shifted from a vice to a virtue Innovation became an instrument for achieving political and social goals In this book Beno t Godin lucidly examines the representations and meanings of innovation over time its diverse uses and the contexts in which the concept emerged and changed This history is organized around three periods or episteme the prohibition episteme the instrument episteme and the value episteme

Rhetoric and Communication Perspectives on Domestic Violence and Sexual Assault Amy D.

Proppen, Mary Schuster, 2017-03-16 This book brings rhetorical legal and professional communication perspectives to the discourse surrounding policy making efforts within the United States around two types of violent crimes against women domestic violence and sexual assault The authors propose that such analysis adds to our understanding of rhetorical concepts such as kairos risk perception moral panic genre analysis and identity theory Overall the goal is to demonstrate how rhetorical legal and professional communication perspectives work together to illuminate public discourse and conflict in such complicated and ongoing dilemmas as how to aid victims of domestic violence and sexual assault and how to manage the offenders of such crimes social and cultural problems that continue to perplex the legal system and the social environment

Relevance in Argumentation Douglas Walton, 2003-10-17 In *Relevance in Argumentation* author Douglas Walton presents a new method for critically evaluating arguments for relevance This method enables a critic to judge whether a move can be said to be relevant or irrelevant and is based on case studies of argumentation in which an argument or part of an argument has been criticized as irrelevant Walton's method is based on a new theory of relevance that incorporates techniques of argumentation theory logic and artificial intelligence The work uses a case study approach with numerous examples of controversial arguments strategies of attack in argumentation and fallacies Walton reviews ordinary cases of irrelevance in argumentation and uses them as a basis to advance and develop his new theory of irrelevance and relevance The volume also presents a clear account of the technical problems in the previous attempts to define relevance including an analysis of formal systems of relevance logic and an explanation of the Grecian notion of conversational relevance This volume is intended for graduate and advanced undergraduate courses in those fields using argumentation theory especially philosophy linguistics cognitive science and communication studies in addition to argumentation The work also has practical use as it applies theory directly to familiar examples of argumentation in daily and professional life With a clear and comprehensive method for determining relevance and irrelevance it can be convincingly applied to highly significant practical problems about relevance including those in legal and political argumentation

Political Argumentation in Early America Juhani Rudanko, Paul Rickman, 2025-03-19 This book investigates the language used by protagonists in four major political debates in the early history of the United States The first of these concerns the controversy in the first United States House of Representatives in the summer of 1789 on whether a proposal for a bill of rights should be considered in an expeditious fashion or whether the issue should be left till much later The second is the principal debate on whether a sedition act should be enacted in July 1798 and the third concerns the enactment of the Logan Act of 1799 The fourth investigates the elections for the Legislature of the State of New York in the spring of 1800 which was the key event affecting the outcome of the presidential election of 1800 In each case there was a sharp disagreement between groups of politicians representing different points of view and each event was significant from the point of view of the political history of the United States The authors introduce these four debates as well as the notion of informal fallacy

taken to designate an argument that is unsatisfactory in some way before analysing deceptive fallacies and demonstrating how fallacy theory can be used as a critical tool in the examination of political argumentation This book will be of interest to students and scholars of political communication rhetoric and argumentation US history and politics and diachronic linguistics especially diachronic pragmatics

In Defense of Polemics Ruth Amossy, 2021-09-29 This book revisits the definition of polemical discourse and deals with its functions in the democratic sphere It first examines theoretical questions concerning the management of disagreement in democracy and the nature of polemical discourse Next it analyses case studies involving such issues as the place of women in the public space illustrated by the case of the burqa in France and public controversy in the media on the exclusion of women from the public space The book then explores reason passion and violence in polemical discourse by means of cases involving confrontations between secular and ultra orthodox circles controversies about the Mexican Wall and fierce discussions about stock options and bonuses in times of financial crisis Although polemical exchanges in the public sphere exacerbate dissent instead of resolving conflicts they are quite frequent in the media and on the Net How can we explain such a paradox Most studies in argumentation avoid the question they mainly focus on the verbal procedures leading to agreement This focus stems from the centrality conferred upon consensus in our democratic societies where decisions should be the result of a process of deliberation What is then the social function of a confrontational management of dissent that does not primarily seek to achieve agreement Is it just a sign of decadence failure and powerlessness or does it play a constructive role This book answers these questions

Ordering International Politics Janice Bially Mattern, 2005 First Published in 2005 Routledge is an imprint of Taylor Francis an informa company

Legacies of Totalitarian Language in the Discourse Culture of the Post-Totalitarian Era Ernest Andrews, 2011-05-19 This book is unique in its kind It is the first scholarly work to attempt a comprehensive and fairly detailed look into the lingering legacies of the communist totalitarian modes of thought and expression in the new discourse forms of the post totalitarian era The book gives also new and interesting insights into the ways the new presumably democratically minded political elites in post totalitarian Eastern Europe Russia and China manipulate language to serve their own political and economic agendas The book consists of ten discrete discussions nine case studies or chapters and an introduction Chapter 1 discusses patterns of continuity and change in the conceptual apparatus and linguistic habits of political science and sociology practiced in the Czech Republic before and after 1989 Chapter 2 analyzes lingering effects of communist propaganda language in the political discourse and behavior in post communist Poland Chapter 3 analyzes the legacy of Soviet semantics in post Soviet Moldovan politics through the prism of such politically contested words as democracy democratization and people Chapters 4 and 5 discuss the way in which communist patterns of thought and expression manifest themselves in the new political discourse in Romania and Bulgaria respectively Chapter 6 examines phenomena of change and continuity in the socio linguistic and socio political scene of post Soviet Latvia Chapter 7 analyzes the extent to which the language of the post

communist Romanian media differs from the official language of the communist era Chapter 8 examines the evolution of Russian official discourse since the late eighties with a view of showing whether or not new phenomena in the evolution of post Soviet discourse represent new development or just a mutation of the value orientations of the old Soviet ideological apparatus Chapter 9 gives a detailed and lucid account of the evolution of both official and non official discourse in China since the end of the Mao era

Argumentation Schemes Douglas Walton, Christopher Reed, Fabrizio Macagno, 2008-08-04 This book provides a systematic analysis of many common argumentation schemes and a compendium of 96 schemes The study of these schemes or forms of argument that capture stereotypical patterns of human reasoning is at the core of argumentation research Surveying all aspects of argumentation schemes from the ground up the book takes the reader from the elementary exposition in the first chapter to the latest state of the art in the research efforts to formalize and classify the schemes outlined in the last chapter It provides a systematic and comprehensive account with notation suitable for computational applications that increasingly make use of argumentation schemes

Reasonableness and Effectiveness in Argumentative Discourse Frans H. van Eemeren, 2015-08-27 This volume presents 50 contributions on the themes of reasonableness and effectiveness and their connections which are central issues in argumentation theory It discusses van Eemeren's views on the study of argumentation the approach to argumentation adopted in pragma dialectics pragma dialectical perspectives on the dialectical and pragmatic dimensions of argumentative discourse the notion of strategic maneuvering the pragma dialectical method of analyzing argumentative discourse the treatment of fallacies as violations of rules for critical discussion pragma dialectical views on context the role of logic verbal indicators of argumentative moves and argument schemes and the process of writing and rewriting argumentative texts The pragma dialectical quantitative approach to empirical research on argumentative discourse is illustrated by reporting on selected illustrative experimental studies as well as qualitative studies of historical cases

Language, Agency, and Politics in a Constructed World François Debrix, 2003-05-29 Language matters in international relations Constructivists have contributed the insight that global politics is shaped by the way agents narrate history and produce discourses about themselves and about the world This insight has induced a profound reexamination of assumptions in the study of international relations The contributors to this volume examine Part I the critical linguistic discursive techniques of postmodernists and constructivists and apply them Part II to international relations

Invoking the Invisible Hand Robert Asen, 2009-03-02 In *Invoking the Invisible Hand* Robert Asen scrutinizes contemporary debates over proposals to privatize Social Security Asen argues that a rights based rhetoric employed by Social Security's original supporters enabled advocates of privatization to align their proposals with the widely held belief that Social Security functions simply as a return on a worker's contributions and that it is not in fact a social insurance program By analyzing major debates over a preeminent American institution Asen reveals the ways in which language is deployed to identify problems for public policy craft policy solutions and promote policies to the populace He

shows how debate participants seek to create favorable contexts for their preferred policies and how they connect these policies to idealized images of the nation

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