**To Win You Must Lose: How to Argue Better**

*Ted Talk with David Sumner*

1. What are the seven main messages that Sumner wants us to get from this Ted Talk? (You will have to finish the video before you can answer this one.)
2. *Argue to Learn*
3. *Metaphors Matter*
4. *Accept our own Fallibility First*
5. *Reasons, not motives*
6. *Back that truck up*
7. *Levels of Community*
8. *Don’t be offended, be effective*
9. What does the LA Times report about the Republicans? About the Democrats?

*52% of Republicans think Democrats are less open minded than most Americans*

*70% of Democrats think Republicans are less open minded than most Americans*

*46% of Republicans think Democrats are more immoral than most Americans*

*35% of Democrats thinks Republicans are more immoral than most Americans*

1. Mr. Sumner says that arguments are a really good way of knowing our \_\_\_\_\_*World*\_\_\_\_\_.
2. What is Mr. Sumner’s definition of Rhetoric?

*A tradition of studying how language creates meaning and the ethical questions that arise when we write and speak.*

1. What does Socrates say is the greater good?

It is the greater good to be refuted that to refute because it is a larger benefit to be delivered from evil than deliver another.

1. How does Sumner tell us we need to reframe our thinking of argument?

*Not to argue to win, but to learn*

1. How are we supposed to look at “Uncle Reed’s” arguments?

*Start to think about what he is saying and see if perhaps he is saying something you can learn from*

1. What does Socrates say is the better way to argue?

*To win you must lose*

1. Where does Sumner say our metaphors for arguing come from? Give an example.

*War; attack, defend, counter*

1. What do Lakoff and Johnson suggest we use as a metaphor for arguing besides war?

*Dance*

1. What is the underlying principles of the American Pragmatism Philosophical School that was started by Oliver William Holmes after the Civil War?

*Fallibility*

1. What is the only thing we can be certain of?

*Our own mistakenness*

1. What is the concept Wayne Booth came up with? What does it mean?

*Motivism: going to the perceive motives, rather than the reasons given*

1. What does Sumner mean when he says “back the truck up?”

*If we can back up and find where our real disagreement lies, we might find parts that we agree on then we can make progress*

1. Who does Sumner say we have our arguments? What does he say we have to do after the arguments are over?

*Sisters/brothers, neighbors, spouse, colleague, etc.*

*Need to live in community, work, talk, etc.*

1. What is the quote that Sumner shares with us from Ruth Bader Ginsburg?

***Fight for the things****that****you****care about, but do it in a way that will lead others****to****join****you****.*

1. RBG warns against righteous anger, what does Irin Carmon response mean in your own words?

***“It may seem strange for a feminist to counsel against anger when those of us who are not straight, white men have had to fight just to have room to express it. But the risk of burnout over fast-flaming conflicts is real. Our current conversations value catharsis over strategy. This doesn’t mean picking the middle point of two poles and calling it common sense; it just means thinking past instant outrage and doing sustainable work.”***

*Answers will vary.*

*Look past yourself. Work past the fact that you are offended and look what is best for the community as a whole, not just your own feelings.*

1. Explain what the Kenneth Burke quote means in your own words?

***“The progress of human enlightenment can go no further than in picturing people not as vicious, but as mistaken…When you add that people are necessarily mistaken, that all people are exposed to situations in which they must act as fools, that every insight contains its own special kind of blindness,…you complete the comic circle, returning again to the lesson of humility that underlies great tragedy.”***

*Answers will vary.*

*We must see ourselves as fallible and others as fallible when it comes to arguing. Listen to one another and try to learn from them. Humility is key to us learning from others.*

1. What is Mr. Sumner’s last bit of advice:

Don’t shy away from \_\_\_*Talking about the important issues* \_\_\_\_\_\_\_\_\_\_\_

Don’t shy away from \_\_\_*the issues we care about*\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Let’s do it with \_\_\_\_*humility*\_\_\_\_\_\_\_\_\_\_

Let’s do it with \_\_\_\_*knowing our own humanity, fallibility*\_\_\_\_\_\_\_\_\_\_

We might complete the \_\_\_*Comic circle*\_\_\_\_\_\_

We just might avoid \_\_\_*tragedy*\_\_\_\_\_\_