

## *„The art. of discussion”*

### *Course description:*

During the course the art of discussion participants learn how to present their ideas clearly, how to use their arguments effectively in order to convince other people and they also learn techniques to help them defend against speakers attacks. The training makes participants aware how to use empathy and understanding of feelings during discussion. During the course, participants will receive a large amount of knowledge about the logic of the discussion and how to prepare for an interview.

### *Acquired skills:*

- pointing the aim of discussion
- dismissing/refuting complaints and accusations
- refutation of rational arguments by referring to the emotions
- taking advantage of the contradictions in the opponent's arguments
- adopting a form of discussion to the type of situation
- using eristic tricks together with awareness of their usage
- ability to use the mechanisms of influence and persuasion during discussions with opponents
- argumentation, persuasion

### *Training program:*

#### **1. Different forms (aims) of discussion**

- Dialogue – no thesis in order to achieve the truth
- Dispute - discussion with the thesis - discussing in the form of dispute

- Dispute in the face of the audience
- Adopting forms of argumentation to the given form (discussion aim)

## **2. What can we do with the language?**

- Different language function
- What is a name?
- What is a definition?
- What is a correct conclusion?

## **3. Preparing for discussion**

- Determining useful aims of discussion
- Distinction between content and process of discussion
- Elements of negotiations during process of discussion

## **4. Strong position in the discussion as a form of communication: assertiveness, persuasion, careful listening**

- Presenting our thoughts in a clear way
- Careful listening: qualities of a good listener, listening comprehension
- What determines dominance in the discussion?
- Appropriate use of jokes
- How to take advantage of attacks and evasion during the process of discussion
- How to use the contradictions in the opponent's arguments
- What is it - dismissing/refuting complaints in the most effective way
- How to deal with refutation of rational arguments by referring to the emotions
- How to deal with shouting/ opponent's aggression

## **5. Art of influence / persuasion during discussion**

- Elements of negotiations during process of discussion
- Expressing our expectations
- Asking questions

- Persuasion
- Activating our imagination
- Giving some examples
- Construction of expressions
- Discussion with one person
- Group discussion
- Influence on attitude - appealing to emotions

## **6. Eristic tricks**

## **7. Self-presentation during discussion - planning and working on our image**

## **8. Voice emission workshop (some parts)**

## **9. Correctness of the language (grammatical, stylistic)**

### ***Methodology:***

During the training we use the following training methods:

- Mini lectures
- Discussion
- Group work
- Pair work
- Individual work – practising expressions
- Role plays

### ***Organizational information:***

Number of training hours: 12 hours / 2days

Time of training 9:15-15:15

Place of training: Łódź, Piotrkowska 125 – KM Studio - trainings

