

Time Allocation - Topics

10% What is Debate and How can we Use it?

- When should managers consider utilizing debate?

40% Argumentation as Inquiry

- What is the structure of an argument?
- How do we evaluate the strengths and weaknesses of an argument?
- How can we use debate to improve decision-making?

40% Argumentation as Advocacy

- What are the key techniques for winning an argument?
- What are the pitfalls associated with poor debating?
- How do we prepare for Spontaneous Argument Environments (SPE)?

10% How do we win the debate without losing the war?

- What is the role of saving face in management settings?

Focus

Primary - Leadership Development

Secondary - Planning/Organizing

Tertiary - Executing/Controlling/Evaluating

Level

Introductory

Intermediate

Advanced

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