**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. What does the LA Times report about the Republicans? About the Democrats?
3. Mr. Sumner says that arguments are a really good way of knowing our \_\_\_\_\_*\_\_\_\_\_*\_\_\_\_\_.
4. What is Mr. Sumner’s definition of Rhetoric?
5. What does Socrates say is the greater good?
6. How does Sumner tell us we need to reframe our thinking of argument?
7. How are we supposed to look at “Uncle Reed’s” arguments?
8. What does Socrates say is the better way to argue?
9. Where does Sumner say our metaphors for arguing come from? Give an example.
10. What do Lakoff and Johnson suggest we use as a metaphor for arguing besides war?
11. What is the underlying principles of the American Pragmatism Philosophical School that was started by Oliver William Holmes after the Civil War?
12. What is the only thing we can be certain of?
13. What is the concept Wayne Booth came up with? What does it mean?
14. What does Sumner mean when he says “back the truck up?”
15. Who does Sumner say we have our arguments? What does he say we have to do after the arguments are over?
16. What is the quote that Sumner shares with us from Ruth Bader Ginsburg?
17. 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.”***

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.”***

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

Don’t shy away from \_\_\_*\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*\_\_\_\_\_\_\_\_\_\_\_

Don’t shy away from \_\_\_*\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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

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

We might complete the \_\_\_*\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*

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