

**Ramage 1, “Argument: An Introduction”**  
**Corbett’s “Introduction to *Classical Rhetoric for the Modern Student*”**  
**Job Materials**

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### Objectives

1. Students will share discussion board entries of connections, patterns, themes, and applications for Corbett’s “Introduction to *Classical Rhetoric for the Modern Student*.”
2. Students will recognize the connection classical rhetoric has on their contemporary lives.
3. Students will make connections between Corbett’s reading and job application materials.
4. Students will begin to appreciate and articulate the significance of the rhetorical triangle.
5. Students will begin to apply rhetorical principles to their job application materials.

### Materials

- Corbett’s “Introduction to *Classical Rhetoric for the Modern Student*” PowerPoint
- Rhetoric Definitions
- Obama’s Presidential Acceptance “This is Your Victory” Speech
- Job Materials
  - Job materials assignment letter
  - Application/Data sheet template
  - Functional resume examples

### Methods

- **NPR’s “This I Believe”**
- **Rhetoric and Argument**
  - Ramage 1, “Argument: An Introduction”
    - Have students quickly identify five significant concepts from the chapter.
    - Share those concepts with two partners.
    - Lead to general review of chapter
  - Two purposes of argument: truth seeking and persuasion
    - Argument is not a quarrel
    - Prophet Joseph Smith and his brother William—debate society (History of the Church, 2:338)
  - Group of reasonable persons seeking the best solution to a problem—cooperative inquiry
    - Clarifying own values and taking personal stand
    - Persuade an audience towards a particular view
    - Assertions require support/evidence
    - Truth Seeking – Persuasion continuum (p. 9)
    - Truth or winning an argument (Socrates v. Sophists)
    - Right answer v best answer/best solution
    - “Seeking Truth”—p. 12—good summary
  - Matthew Scully and Jon Favreau—Obama/McCain speechwriters
  - Definitions of rhetoric (online)
  - How is “This I Believe” an example of rhetoric?

- **Obama’s Presidential Acceptance “This is Your Victory” Speech**
  - Watch Obama’s talk
    - **How is this an example of rhetoric?**
    - Introduce communication triangle
    - *Ethos, pathos, logos*
    - Discuss Corbett in relation to Obama.
- **Corbett’s “Introduction to *Classical Rhetoric for the Modern Student*”**
  - Discuss students’ responses to reading and job materials assignment.
  - Discuss students’ discussion board experiences
    - How has the discussion board helped prepare you for today’s discussion?
    - How has the discussion board helped you understand the reading?
    - How has the discussion board helped formulate questions and connections?
    - What has worked well with the discussion board? What frustrations have you had?
  - Overview Corbett’s reading with use of PowerPoint
    - What is Corbett’s definition of *rhetoric*?
    - What do you believe are Corbett’s purposes for writing this introduction?
    - Why does Corbett believe this is important?
    - Who is Corbett’s audience?
    - How is Corbett believable?
    - What is your reaction to reading Corbett?
    - Focus on the communication triangle—a significant theme and pattern for this course—nearly everything will connect to this triangle.
    - Focus on *logos, ethos, pathos*
    - Focus on *organization (dispositio)*
- **Connections with Job Materials**
  - Discuss additional connections between Corbett, argument, and job materials
  - Discuss cover letter elements
  - Discuss functional resume
  - Students will share chronological resumes with two others

### Assignment

- Villaneuva’s “*Inglés* in College”
- Ramage, Ch. 2, “Reading Arguments,” 19
- Ramage, Ch. 3, “Writing Arguments,” 45
- Job materials portfolio draft