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Arguments weak in ethos create a sense of distrust from the audience which, in turn, affects their ability to follow the reason or order of the speech (logos). This also generates a negative emotional reaction (pathos). Arguments weak in emotion are boring and call the credibility of the speaker into question (ethos).

Basic Rhetoric and Writing Strategy

Writing Arguments: A Rhetoric with Readings, Concise Edition, 7/e integrates four completely totally different approaches to argument: the enthymeme as a logical development, the classical concepts of logos, pathos, and ethos, the Toulmin system, and stasis precept.

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A skilled author consciously builds these elements into the argument in ways that will most effectively persuade in the particular case. A weakness of much student writing is that they engage one appeal too heavily and ignore the others. Writers might focus heavily on logos appeals and leave pathos and ethos to

chance.

INTRODUCTION TO ARGUMENT AND RHETORIC

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