



Arguing: Exchanging Reasons Face to Face (Routledge Communication Series)

Dale Hample

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Arguing: Exchanging Reasons Face to Face describes the process and products of face-to-face argument. Author Dale Hample presents arguing as a type of interpersonal interaction, rather than as a kind of text or a feature of a public speech. He focuses primarily on argument production, and explores the rhetorical and philosophical traditions of arguing, keeping as the volume's main focus the integration of arguing into the literatures on message production, conflict management, and interpersonal communication.

Distinctive in its approach, this volume offers:

- *a synthesis of empirical research on situational and individual differences in arguing;
- *an exploration of argument frames--perceptions and expectations about arguing;
- *an examination of the conversational and rational natures of argument products;
- *a psychological description of invention processes; and
- *a full chapter on the emotional experience of arguing.

This unique work is appropriate for scholars and graduate students in argumentation, discourse, persuasion, conflict management, interpersonal communication, organizational communication, and message production.



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