



## LOGICAL ARGUMENTATION

<b>Course code</b>	<i>MNG241</i>
<b>Compulsory in the programmes</b>	<i>International Business and Communication, Business Management and Marketing</i>
<b>Level of studies</b>	<i>Undergraduate</i>
<b>Number of credits</b>	<i>3 ECTS (24 in-class hours + 3 consultation hours + 2 exam hours, 52 individual work hours)</i>
<b>Course coordinator (title and name)</b>	<i>Assoc. Prof. Dr. Aras Zirgulis</i>
<b>Prerequisites</b>	<i>None</i>
<b>Language of instruction</b>	<i>English</i>

### THE AIM OF THE COURSE:

Those who complete a basic course in logical argumentation will have the skills needed to construct convincing arguments and to judge and evaluate the arguments of others. These are critical skills which enable clear, meaningful, and effective communication. Logic encourages clarity and rationality of thought, which is a valuable tool not only for academic endeavours, but also for real world applications.

### MAPPING OF COURSE LEVEL LEARNING OUTCOMES (OBJECTIVES) WITH DEGREE LEVEL LEARNING OBJECTIVES (See Annex), ASSESMENT AND TEACHING METHODS

Course level learning outcomes (objectives)	Learning objectives for BSc in Social Science	ASSESMENT METHODS	TEACHING METHODS
CLO1. Students will be able to identify basic principles of rhetoric and develop an understanding of written texts as arguments generated for particular purposes, audiences, and rhetorical contexts.	BLO4.1 ELO1.2	Homework, debate presentation, final exam.	Lecture, seminar discussion, individual assignments.
CLO2. Students will be able to construct and analyse deductive and inductive type arguments.	BLO4.1 ELO1.2	Homework, debate presentation, final exam.	Lecture, seminar discussion, individual assignments.
CLO3. Students will be able to identify and avoid the use of logical fallacies.	BLO4.1 ELO1.2	Homework, debate presentation, final exam.	Lecture, seminar discussion, individual assignments.
CLO4. Students will be able to effectively refute arguments in written and oral forms.	BLO4.1 BLO4.2 ELO1.2 ELO4.2	Homework, debate presentation, final exam.	Lecture, seminar discussion, individual assignments.
CLO5. Students will learn to develop original arguments for a range of academic purposes.	BLO4.1 ELO1.2	Homework, debate presentation, final exam.	Lecture, seminar discussion, individual assignments.

### ACADEMIC HONESTY AND INTEGRITY

The ISM University of Management and Economics Code of Ethics, including cheating and plagiarism are fully applicable and will be strictly enforced in the course. Academic dishonesty, and cheating can and will lead to a report to the ISM Committee of Ethics. With regard to remote learning, ISM remind students that they are expected to adhere and maintain the same academic honesty and integrity that they would in a classroom setting.

### COURSE OUTLINE



TOPIC	In-class hours	Readings
Forming and Analysing Arguments	2	Understanding Arguments: Chapter: 1,3,5
Inductive Reasoning and Argumentation	4	Understanding Arguments: Chapter: 6,7
Deductive Reasoning and Argumentation	4	Understanding Arguments: Chapter: 8,9,10
Logical Fallacies	4	Understanding Arguments: Chapter: 13-17
Practical Applications	4	Understanding Arguments: Chapter: 19,20
Debate Presentations	6	
<b>TOTAL</b>	<b>24</b>	
<b>CONSULTATIONS</b>	<b>3</b>	
<b>FINAL EXAM</b>	<b>2</b>	

#### FINAL GRADE COMPOSITION

Type of assignment	%
<i>Group Components 50%</i>	
Group Debates	40
Homework	10
<i>Individual Components 50%</i>	
Final exam	50
<b>Total:</b>	<b>100</b>

#### GROUP PROJECTS:

The Logical Argumentation course will require students to prepare for and participate in a structured debate. The debate structure is loosely based on the British Parliamentary (BP) Debate form and every student will have to speak.

A homework assignment will be provided to students dealing with the topic of informal logical fallacies. Students will find a recent real life example of a logical fallacy and argue why they believe it is a fallacy.

#### ATTENDANCE:

Because of the collaborative and cooperative nature of this course, class attendance is crucial.

**FINAL EXAM:** The final exam will cover all theoretical and practical material presented in the lectures and seminars of the course. Students will be expected to know and understand the material from the provided textbook chapters, lectures, and seminars.

**RETAKE OF THE FINAL EXAM:** The retake exam will only cover the material from the final exam and will be worth 50% of the final grade for the course.



**LITERATURE: Logical Argumentation**

1. Sinnott-Armstrong, W., & Fogelin, R. (2014). *Cengage Advantage Books: Understanding Arguments: An Introduction to Informal Logic*. Cengage Learning.

**DEGREE LEVEL LEARNING OBJECTIVES**

**Learning objectives for the Bachelor of Business Management**

*Programmes:*  
*International Business and Communication,*  
*Business Management and Marketing, Finance,*  
*Industrial Technology Management*

<b>Learning Goals</b>	<b>Learning Objectives</b>
Students will be critical thinkers	BLO1.1. Students will be able to understand core concepts and methods in the business disciplines
	BLO1.2. Students will be able to conduct a contextual analysis to identify a problem associated with their discipline, to generate managerial options and propose viable solutions
Students will be socially responsible in their related discipline	BLO2.1. Students will be knowledgeable about ethics and social responsibility
Students will be technology agile	BLO3.1. Students will demonstrate proficiency in common business software packages
	BLO3.2. Students will be able to make decisions using appropriate IT tools
Students will be effective communicators	BLO4.1. Students will be able to communicate reasonably in different settings according to target audience tasks and situations
	BLO4.2. Students will be able to convey their ideas effectively through an oral presentation
	BLO4.3. Students will be able to convey their ideas effectively in a written paper

**Learning objectives for the Bachelor of Social Science**

*Programmes:*  
*Economics and Data Analytics,*  
*Economics and Politics*

<b>Learning Goals</b>	<b>Learning Objectives</b>
Students will be critical thinkers	ELO1.1. Students will be able to understand core concepts and methods in the key economics disciplines
	ELO1.2. Students will be able to identify underlying assumptions and logical consistency of causal statements
Students will have skills to employ economic thought for the common good	ELO2.1. Students will have a keen sense of ethical criteria for practical problem-solving
Students will be technology agile	ELO3.1. Students will demonstrate proficiency in common business software packages
	ELO3.2. Students will be able to make decisions using appropriate IT tools
Students will be effective communicators	ELO4.1. Students will be able to communicate reasonably in different settings according to target audience tasks and situations
	ELO4.2. Students will be able to convey their ideas effectively through an oral presentation
	ELO4.3. Students will be able to convey their ideas effectively in a written paper