From: Persuasion Tips Kollectionn at kkcomcon.com

FALLACY	LATIN NAME	Definition
Fallacia of Balancas Biotecation F. II.		Drawing and legically implement to the conclusion, arrays
Fallacies of Relevance: Distraction Fallacies		Premises are logically irrelevant to the conclusion; arguer's premises seek to distract receiver from argument
Appeal to Emotions		Arguer seeks acceptance of a claim based on receivers' emotions
Appeal to Force (appeal to the "stick"; might makes right)	Argumentum ad Baculum	Arguer threatens/coerces receiver
Appeal to Fear (appeal to terror)	Argumentum ad Terrorem	Arguer terrorizes receiver; arguer makes receiver afraid of exaggerated consequences; arguer uses the threat of harm as evidence for a conclusion
Appeal to Hatred	Argumentum ad Edum	
Appeal to Pity (appeal for mercy; appeal for sympathy)	Argumentum ad Misericordiam	Arguer seeks acceptance of argument not for its strength but because receiver has pity
Appeal to Envy	Argumentum ad Envidium	• •
Appeal to Humor	G	Arguer uses humor to such an extent that it becomes the focal point; arguer uses humor to entertain rather than enlighten
Appeal to the People (appeal to the masses; appeal to the prejudices of the people; appeal to self-interest; pandering)	Argumentum ad Populum	Arguer appeals to feelings and prejudices of the multitude; arguer appeals to receivers' wants and needs
Direct approach (mob appeal; crowd infection; crowd emotion; appeal to provincialism)		Arguer arouses mob mentality; seeks to turn receivers from thinking individuals into a reacting "mob"; arguer wants receivers to see the world through the eyes of the group with which they identify
Indirect approach (individuals in crowd)		Arguer appeals to receiver's desire for security, love, respect, etc.
bandwagon argument (appeal to popularity; authority of the many; appeal to popular opinion) appeal to vanity		Arguer appeals to receiver's desire not to be left behind, to be popular, to belong and be included in a group; justifies something strictly by appeal to numbers Arguer appeals to receiver's desire to be respected and admired
appeal to snobbery (authority of the select few)	Argumentum ad Superbium	Arguer appeals to receiver's desire to be better than others; arguer targets receivers' feelings of superiority and exclusivity; usually involves praise or flattery

FALLACY	LATIN NAME	Definition
Fallacies of Relevance: Distraction Fallacies (continued)		
Appeal to Authority (appeal to unqualified authority; appeal to prestige; fallacy of false authority) authority lacks requisite expertise disagreement among experts	Argumentum ad Verecundiam	Arguer cites untrustworthy authority; arguer relies on authority or prestige of parties having no legitimate claim to authority in the matter at hand The so-called authority is not an authority on the issue at hand
authority is biased or prejudiced authority has motive to lie or disseminate "misinformation" authority lacks requisite ability to perceive or recall		
Appeal to Time Appeal to the Ages (appeal to tradition; fallacy of traditional wisdom; sacred cows)	Argumentum ad Antiguitam	Arguer uses the past to justify claims made in the present; arguer equates truth and tradition; arguer believes customs of forbears are presumptively good; arguer assumes that because a view or position has been held for many years, it is correct
Appeal to Common Practice	Argumentum ad Nevitam	Arguer believes what is common practice is acceptable
Appeal to Novelty Appeal to Precedent	Argumentum ad Novitam	Arguer appeals to newness, modernity, current mores, or youth; arguer believes change is presumptively good Arguer uses prior (similar) cases or instances as justification for present
Appeal to Attitude (dismissal)		Arguer offers an attitude as evidence for dismissing an argument/claim
Appeal to Ridicule Appeal to Indignation		Arguer dismisses a claim as being ridiculous Arguer dismisses a claim with an attitude of indignation
Never-ending Appeals	Argumentum ad nauseum	Arguer repeats and repeats and repeats

Fallacies of Relevance: Distraction Fallacies (continued)

Argument For the Person (good intentions

fallacy)

Argument Against the Person (appeal to personal ridicule; personal attack; belittling the opposition)	Argumentum ad Hominem	Arguer discredits other person rather than criticizing other's argument/ideas
attacking the person's being (character assassination)	ad hominem abusive	Arguer verbally abuses other arguer
attacking the person's circumstances (bias ad hominem)	ad hominem circumstantial	Arguer discredits other due to his/her circumstances
attacking the person's sanity (psychological ad hominem)		Arguer discredits an argument by questioning the mental state of the arguer
attacking the person's consistency (inconsistency ad hominem)		Arguer accuses other of inconsistent deeds and words
thou also	tu quoque	Arguer points out other arguer is a hypocrite: "you too have sinned"; meets a personal charge with a personal counter-charge

Arguer praises source of an argument as proof of claim

FALLACY LATIN NAME Definition

Fallacies of Relevance: Distortion Fallacies

Generalization Distortions

Weak Analogy (fallacy of questionable analogy;
faulty analogy)

irrelevant attributes

guilt by association

false positioning (virtue by association)

Attacking the Illustration Fallacy

Hasty Generalization (converse accident; fallacy of selective instances; hasty conclusion; over-generalizing) inadequate samples

atypical examples

knowing the unknowable Accident (hasty application; sweeping generalization)

A Dicto Simpliciter

Secundum Quid

Extrapolation

gambler's fallacy

golden mean

argument from the heap

Premises are logically irrelevant to the conclusion; arguer's premises are malformed with respect to the conclusion and the conclusion is twisted with respect to the premises

Improper association of two cases

Conclusion is based on attributes unrelated to focus of similarity between cases; arguer ignores or overlooks relevant, weakening differences between two cases People are judged guilty solely on the basis of the company they keep or the places they frequent Arguer tries to capitalize on someone else's earned reputation to sell something or to enhance his/her own status; people are judged virtuous solely on the basis of the company they keep or the places they frequent

Arguer treats an analogy too literally, expecting perfect alikeness of the cases; arguer points out irrelevant differences between cases

Conclusion is based on insufficient evidence

Conclusion is based on insufficient data; sample is not large enough

Conclusion is drawn from atypical sample; sample is biased

Conclusion is drawn from unknowable evidence General rule is applied to a specific case it was not intended to cover; arguer overlooks qualifications attached to a general rule

General rule is extended to a specific time or context it was not intend to cover

Arguer assumes random events follow self-correcting rule; arguer assumes that the run of a chance event alters the probability of that event in future Arguer assumes the mean between two extremes is

the most desirable position

Arguer assumes a series of insignificant changes cannot be equivalent to a significant change (e.g., If a has 1ϕ , a's not rich; if a's not rich, giving a 1ϕ won't make a rich; thus, no matter how many times you give a 1ϕ , that person will not become rich)

FALLACY LATIN NAME Definition

Fallacies of Relevance: Distortion Fallacies (continued)

Claim Distortions

Unrelated Conclusion Irrelevant Conclusion (missing the point; ignorance of the proof; irrelevant evidence)

Argument from Ignorance

Non Sequitur Ignoratio Elenchi

Argumentum ad Ignorantiam

Two Wrongs

False Cause

after this, therefore because of this (questionable cause fallacy)

post hoc ergo propter hoc

not the cause for the cause

non causa pro causa

concomitant variation

irreversible order

regression to the mean

oversimplified cause

appeal to superstition (magical thinking)

Argumentum ad Superstitionem

Slippery Slope (domino effect; wedge argument)

The conclusion doesn't follow from the premises Arguer draws conclusion different from that supported by premises

Arguer draws conclusion when premises report nothing is known/proven; arguer argues that a proposition is true simply on the basis it has not been proved false, or that it is false because it has not been proved true; arguer confuses a lack of proof (ignorance) with a refutation

Arguer presumes two wrongs make a right; justifies improper behavior as justified or caused by errors/improper behavior of opposition

Arguer draws conclusion that depends on nonexistent or minor causal connection

Arguer assumes causal relation among events because they are related in time; arguer presumes temporal succession of two events means the first event causes the second event; arguer asserts that one event is the cause of another from the mere fact that the first occurred prior to the second

Arguer assumes a causal relation among events because they are related in space; what is taken for the cause isn't the cause at all

Arguer assumes that because two events show a high incidence of correlation they are therefore causally connected

Arguer assumes that if a causes b, then b cannot also cause a.

Arguer assumes that normal chance variations are causally determined (i.e., Arguer assumes a bad performance that is followed by a good one is caused by something rather than just reflecting bad luck the first time and a normal performance the second time)

One of many causes treated as if it were the sole cause

Arguer uncritically attributes causal power to thoughts and words, i.e., The act of thinking about something is sufficient to trigger its occurrence

Arguer draws conclusion that depends on an unlikely chain reaction of events

FALLACY LATIN NAME DEFINITION

Reductio ad Absurdum

Fallacies of Relevance: Distortion Fallacies (continued)

Argument Distortions (diversion)

False Dichotomy (false bifurcation; either-or fallacy)

Red Herring (fallacy of irrelevant thesis)

arguing a side issue

seizing on a trivial point

demanding perfection Straw argument (straw man)

> taking it to an extreme (all or nothing mistake; reduction to absurdity) criticizing previous version

taking argument out of context

misstatement

Scapegoating

arguer offers alternatives that are not mutually exclusive and exhaustive; arguer fails to consider or imagine one or more genuine possibilities

arguer changes subject (without receiver's awareness) to lead receiver astray; arguer introduces a logically separate and irrelevant issue into a discussion for purposes of diverting scrutiny away from the issue being evaluated; arguer proves a conclusion that is not the one at issue

arguer draws attention to a side issue where arguer feels particularly strong

arguer locates and magnify's another's weak or indefensible argument out of all proportion to discredit other's entire position

arguer attacks opponent's argument for being imperfect arguer attacks a misstated and weakened version of an opponent's argument

arguer attacks the extreme (non-representative) form of a claim/argument

arguer attacks an early and relatively crude version of a theory/argument, neglecting the more developed and powerful current ones

arguer takes part of an argument out of context and attacks that

arguer knocks down a misstated argument and concludes that the original argument was bad arguer blames a difficult issue or social problem on a particular group of people; a group of people is blamed collectively for the difficulty of the current situation

FALLACY LATIN NAME Definition Fallacies of Presumption Premises presume what they purport to prove Assumption Begging the Question (request for the source) Petitio Principii Arguer uses some form of its own conclusion as part of the evidence offered to support that very conclusion Premise is restated synonymous form of the conclusion synonymous question-begging generalization question-begging Arguer uses a premise that is a generalization that contains the conclusion as an instance of that generalization Circular Reasoning (arguing in a circle) Circulus in Probando One or more unproven claims is used to prove other(s) **Complex Question** Plurium Interrogationum Multiple questions concealed in a single question; a question is worded so it assumes answer to implicit prior question **Direct Assumption** Compound claims; multiple claims concealed in a single claim **Question-Begging Epithets** Arguer uses slanted language that reaffirms what needs to be proven but hasn't Suppression Suppressed Evidence (card-stacking) Arguer ignores important evidence that requires a different conclusion in his/her own argument Arguer presents only facts favorable to conclusion while failure to mention evidence suppressing relevant but non-supportive facts Arguer removes a quotation from its context, thereby quoted passages out of context changing its meaning vicious abstraction Arguer removes a statement from its context, thereby changing its meaning Suppressed Counterclaims Arguer improperly rejects others' arguments that require a different conclusion poisoning the wells (falsification error; truth Arguer forwards a claim against which no evidence by definition; self-sealing arguments) whatsoever can be brought; all evidence is (re-)interpreted to support the claim; arguer offers no criteria for refutation or falsifiability; arguer "saves" claim by making it true by definition willed ignorance (invincible ignorance; Arguer accepts claim uncritically and insists on the legitimacy of an idea or principle despite contradictory fact universal discounting) (e.g., I don't care what you say....; Be that as it may...; etc.) Arguer will change his/her challenged initial position to shifting ground another position: arguer slides back and forth between positions or abandons initial position and adopts a new one Arguer bypasses a critical issue evasion refusal to debate Arguer refuses to argue refusal to engage Arguer refuses to engage in argument

Arguer cuts off debate rather than respond

abandon discussion

FALLACY LATIN NAME Definition

Fallacies of Meaning

Ambiguity

Equivocation Amphiboly

Accent

Grammatical Analogy

Composition Division

Hypostatization

Concealment

Doublespeak

euphemism

jargon

buzzwords

puffery

gobbledygook (bureaucratese)

Unspecified Quantifiers

Special Pleading

Emotionally Loaded Language

Problem with argument's language such that expression is susceptible to different interpretations in a given context Conclusion depends on shift in meaning of word or phrase

Conclusion depends on shift in meaning of word or phras Conclusion depends on the wrong interpretation of a syntactically ambiguous statement

Synergy is ignored/misapplied

Attribute is wrongly transferred from parts to whole Attribute is wrongly transferred from whole to parts Human attributes wrongly transferred to non-human things

Arguer misuses language to say something other than, or alter perceptions of, what really occurs or is true

Arguer uses inoffensive or positive word/phrase to avoid facing harsh, unpleasant, or distasteful reality Arguer uses jargon before non-technical audience to make the simple/ordinary appear complex/special Arguer uses vague words/phrases devoid of meaning to create impression of action, dynamism & vitality Arguer uses obscure/technical/complex words/grammar for purpose of inflating the content of a claim

Arguer overwhelms receivers with volume/complexity of words/language; arguer uses big words and long sentences as evidence of claims

Arguer avoids using the quantifier "all" or "no", though reasons as if used them rather than "some" Arguer uses a double standard for labeling behavior, events, and things, favoring oneself and prejudiced against others (e.g., I am firm, you are stubborn, he is pigheaded;

our troops are heroic, devoted, and self-sacrificing and their troops are savage and fanatical)

Arguer uses language which exceeds the natural warmth that marks a sincerely expressed belief and earnestness of purpose