



**Arguing and Communicative Asymmetry: The  
Analysis of the Interactive Process of Arguing in  
Non-ideal Situations (European University Studies:  
French Language and Literature, 13)**

*Marco Rühl*

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Why is it that people are often inclined to accept irrational arguments or to reject rational ones? It is, the author argues, because discussions in everyday life are both dialectical - conducted with the best possible solution in mind - and rhetorical - organized by the interactors in the form of a discursive event. By combining argumentation theoretical and discourse analytical insights and revisiting ancient and medieval rhetoric and dialectics, this study transcends the assumption of a symmetrical communicative situation in which only «good» arguments matter. It redefines dialectical concepts, e.g., acceptability or conclusiveness, from a rhetorical and dialogic perspective and is thereby able to address colloquial speech arguing as the inherently asymmetrical discursive event it is.

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