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This new and revised edition of Peter Kreeft's Socratic Logic is updated, adding new exercises and more complete examples, all with Kreeft's

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characteristic clarity and wit. Since its introduction in the spring of 2004, Socratic Logic has proven to be a different type of logic text: (1) This is the only complete system of classical Aristotelian logic in print. The "old logic" is still the natural logic of the four language arts (reading, writing, speaking, and listening). Symbolic, or "mathematical," logic is not for the humanities. (How often have you heard someone argue in symbolic logic?) (2) This book is simple and user-friendly. It is highly interactive, with a plethora of exercises and a light, engaging style. (3) It is practical. It is designed for do-it-yourselfers as well as classrooms. It emphasizes topics in proportion to probable student use: e.g., interpreting ordinary language, not only analyzing but also constructing effective arguments, smoking out hidden assumptions, making "argument maps," and using Socratic method in various circumstances. (4) It is philosophical. Its exercises expose students to many classical quotations, and additional chapters introduce philosophical issues in a Socratic manner and from a commonsense, realistic point of view. It prepares students for reading Great Books rather than Dick and Jane, and models Socrates as the beginner's ideal teacher and philosopher.

Build a relationship with your customers and close the sale more surely. The Socratic approach respects the power of the customer. The customer has the need, the power, and the decision-making authority. Socratic Selling shows you how to access that power, to cooperate with it, and to make it work for you. Inside you will discover how to: Open a sales dialogue dynamically, so that you and your customer go right to the heart of the matter Guide the dialogue through a discovery of needs and needed decisions Negotiate objections, and close effectively Uncover the motivators that move sales to more predictable closure

Included in this volume are "Euthyphro," "Apology," "Crito," and the Death Scene from "Phaedo." Translated by F.J. Church. Revisions and Introduction by Robert D. Cumming.

Critical Thinking is a much-needed guide to thinking skills and above all to thinking critically for oneself. Through clear discussion, students learn the skills required to tell a good argument from a bad one. Key features include: *jargon-free discussion of key concepts in argumentation *how to avoid confusions surrounding words such as 'truth', 'knowledge' and 'opinion' *how to identify and evaluate the most common types of argument *how to spot fallacies in arguments and tell good reasoning from bad *topical examples from politics, sport, medicine, music *chapter summaries, glossary and exercises Critical Thinking is essential reading for anyone, student or professional, seeking to improve their reasoning and arguing skills.

This text uses sociological perspectives to examine the various dimensions of globalization, and the social problems of inequality, war and violence, and environmental sustainability that are occurring on a global scale. Clear writing and vivid examples help students to better understand their role as global citizens. The book is divided into three parts: Part I focuses on the challenges of global inequalities: in life chances, wages and work, gender and education. Part II focuses on conflict and violence at all levels: from crime to politics, terrorism to

war. Part III focuses on the issue of sustainability and the problems of urbanization, crowding and environmental destruction.

In *Rethinking Existentialism*, Jonathan Webber articulates an original interpretation of existentialism as the ethical theory that human freedom is the foundation of all other values. Offering an original analysis of classic literary and philosophical works published by Jean-Paul Sartre, Simone de Beauvoir, and Frantz Fanon up until 1952, Webber's conception of existentialism is developed in critical contrast with central works by Albert Camus, Sigmund Freud, and Maurice Merleau-Ponty. Presenting his arguments in an accessible and engaging style, Webber contends that Beauvoir and Sartre initially disagreed over the structure of human freedom in 1943 but Sartre ultimately came to accept Beauvoir's view over the next decade. He develops the viewpoint that Beauvoir provides a more significant argument for authenticity than either Sartre or Fanon. He articulates in detail the existentialist theories of individual character and the social identities of gender and race, key concerns in current discourse. Webber concludes by sketching out the broader implications of his interpretation of existentialism for philosophy, psychology, and psychotherapy.

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