

# **Section **A****

## **Techniques of Self-Deception**

# 1. Prejudice

## Game Book Definition

“A prejudice is an unwillingness to examine fairly the evidence and reasoning in behalf of the person or thing which is the object of the prejudice. It is a prejudgment caused by indoctrination, conditioning, or some prior experience of a singularly pleasant or unpleasant character. A prejudice has strong and deep emotional support. ... The feeling that operates in [prejudice] is deep, not superficial, and is often completely hidden from the [one] in its grip.”

## From *Thinking Straighter*

“Prejudice differs from Hasty Generalization in that, although Hasty Generalization often represents a spontaneous emotional reaction, Prejudice is always a matter of much longer standing. The feeling that operates in the latter case is deep, not superficial, and is often completely hidden from the [one] in its grip.”

## Expanded Definition

- The prejudice can stem from race, religion, sex, age, political affiliation, ethnic group, geographic location, etc.
- Any “arguments” given by the prejudiced person are irrelevant to the point being made.
- Prejudice can be *against* or *for* a person or thing.

### ***Example of Prejudice Against Someone***

- a. Don't invite David for Thanksgiving dinner. His last name is Rosenberg, which means he's Jewish.

### ***Example of Prejudice For Someone***

- b. Let's invite David to join our club. We need a Jewish member.

The prejudiced person is often guilty of Tabloid Thinking as well. However, Prejudice differs from Tabloid Thinking in that Prejudice asks the listener to favor or disfavor a person, group, cause, etc. or the speaker says he will take a positive or negative action based on his prejudice. The Tabloid Thinker stereotypes a group of people without taking or recommending action for or against the group or a member of the group.

### ***Example of Prejudice rather than Tabloid Thinking***

- c. We should have our end-of-year party at Luigi's house. His mother is Italian; so she must be a good cook.

**Comment:** The speaker stereotypes Italian women as good cooks. However, a decision is pushed.

### ***Example of Tabloid Thinking rather than Prejudice***

- d. I envy Vince. His mother is Italian; so she must be a good cook.

**Comment:** No action for or against Vince or his mother is proposed.

Prejudice can resemble Inconceivability. The determination of which technique best applies depends on the exact wording of the example.

***Example of Prejudice rather than Inconceivability***

- e. Rush Limbaugh could say that 2 plus 2 is 4, and I still wouldn't agree with him.

***Comment:*** The speaker has already prejudged everything Rush says.

***Example of Inconceivability rather than Prejudice***

- f. You say Rush Limbaugh praised Hillary Clinton. Sorry, but there's no way that could happen. It must have been done tongue-in-cheek.

***Comment:*** The key words are "there's no way." The speaker cannot believe that Rush praised a Democrat since he believes Limbaugh is prejudiced against Clinton.

If the speaker gives a valid (relevant) reason for or against a person or proposal, the answer is No Technique.

***Example of No Technique rather than Prejudice***

- g. Business owner: "I refuse to discuss the issue of equal pay for equal work with Mary. She is not the workers' representative and has no authority to negotiate with us."

***Comment:*** The owner's objection to Mary is valid. If he refused to talk with her because she is a woman, the answer would be Prejudice.

Where it is unclear that the speaker has a valid reason for making a judgment, *the benefit of the doubt should be in favor of Prejudice.*

***Example of Prejudice rather than No Technique***

- h. Dear Miss Jones: We regret to inform you that the Board has rejected your application for membership in the Pinewood Club. The Pinewood Club is for men only.

***Comment:*** The Club may have what it considers to be solid reasons for its men only policy. However, none is stated.

## 2. Academic Detachment

### Game Book Definition

“We refuse to commit ourselves when decision or action is demanded. In a situation requiring a stand to be taken, we see (or think we see) persuasive arguments on both sides. But certain situations, e.g., voting, require decision and action of one kind or another. Here, instead of trying to remain neutral, we must make a decision on the basis of which side seems to have the greater weight of evidence.”

### From *Thinking Straighter*

“This fallacy is christened ‘Academic’ Detachment because it is common among academic people, who are trained to postpone decisions until they have explored all aspects of a problem. It is, however, by no means limited to the college educated.”

### Expanded Definition

- Academic Detachment also applies to situations where there are reasons *against* either course of action.
- Likewise, it applies to cases where a person receives conflicting advice and therefore postpones a decision or does nothing.

### *Examples of Academic Detachment*

- a. The tweed wool coat has nice lines, fits well, and is very warm. This tan cashmere is also warm and comfortable. Which one should I buy? I don’t know. I’ll just wait until next year to buy a coat.
- b. All three candidates have been throwing dirt at each other during the campaign, so I’m not going to vote for any of them. I’m staying home on Election Day.  
**Comment:** This example shows that there may be more than two choices that the speaker refuses to pick.
- c. John told me this was an excellent book, while Judy told me it took her hours to read, and the ending wasn’t worth it. I don’t know which one to believe.

The indecisiveness may take the form of throwing the decision onto other people.

### *Examples of Academic Detachment Transferring a Decision to Another*

- d. Principal to Personnel Officer: “I could put Mr. Perkins in that position because he is an excellent disciplinarian. Maybe Mrs. Randolph should be placed because she’s so strong in math and science. Decisions! Why don’t you just send me a new teacher after Christmas?”
- e. At City Council meetings, whenever faced with opposition to a proposal, Councilman McGuire would always say, “I don’t think we should take it upon ourselves to settle this issue; instead, let’s put it to a vote of the people.”

Academic Detachment also covers recommending that an organization (school, business, club, government, etc.) take no stand or postpone a decision.

***Example of recommending Academic Detachment***

- f. The United States has consistently backed Israel in the Middle East. But both Sharon of Israel and Arafat of the Palestinians are immoral leaders who simply want to wipe out the other side. We should be neutral in the conflict.

If a person has a good reason for not making a decision, the example is No Technique.

***Example of No Technique rather than Academic Detachment***

- g. Sally didn't vote in the student council election because she was new in the school and did not know the qualifications of the candidates.

### 3. Drawing the Line

#### Game Book Definition

“Sharp distinctions are drawn where it is inappropriate to draw sharp distinctions. It is permissible to draw the line between those who are for you and those who are *not for you*, those who tell the truth and those who *do not tell the truth*, and so on. But the error and inclination exhibited by common speech is to fail to realize that the logical class of those who do not tell the truth includes *two* subclasses that are quite different: 1) those who lie and 2) those who say nothing at all.”

#### Expanded Definition

- Often a situation has numerous possible outcomes or explanations. However, the speaker reduces the choices to only two. The listener is given no “wiggle room.” “Neither” and “both” are unacceptable responses.
- The example may be a declarative statement or a question.

#### *Examples of Drawing the Line*

- a. Father tells his family: “Well, take your pick. Tonight you can watch either the NBC miniseries or the ABC Game of the Week.”

**Comment:** Even without cable TV, there are other choices besides these two.

- b. It is vital that equity and justice be the cornerstone of our financial policy. This leads to the question, “Should there be a flat tax rate, or are we going to allow those tax cheats to continue?”

Drawing the Line may take the form of “if you’re for this [or against that], you must be (crazy, a Communist, a traitor, an atheist, etc.) ...” This is similar to but different from Attacking a Straw Man (Section F).

#### *Example of Drawing the Line in If-Then form*

- c. If you’re against the Contra revolutionaries in Nicaragua, you’re for Communism.

**Comment:** You may condemn *both* the Communists in power in Nicaragua and the Contra revolutionaries. However, the speaker does not recognize that possibility.

Drawing the Line can come close to Tabloid Thinking. However, Drawing the Line deals with a specific situation or person whereas Tabloid Thinking makes a generalization about a group.

#### *Example of Drawing the Line rather than Tabloid Thinking*

- d. High school teacher: “Another one of our students died in a car wreck. He must have been high on either drugs or alcohol.”

**Comment:** The speaker gives only two possible explanations for the student’s death when it is possible that neither drugs nor alcohol was involved.

### ***Example of Tabloid Thinking Rather Than Drawing the Line***

- e. All teenagers either drink or use drugs.

**Comment:** While there is an implicit condemnation of teenagers, the speaker does not give an actual teenager a choice or accuse a specific teenager of doing one or the other destructive action. Instead, the speaker states a generalization about teenagers.

Drawing the Line can resemble Causal Oversimplification. However, Drawing the Line offers *two* alternatives whereas Causal Oversimplification either reduces a complex event to a *single* root cause or proposes a *simple* (one-dimensional) answer to a complicated problem.

### ***Examples of Drawing the Line rather than Causal Oversimplification***

- f. The only alternative to the present corrupt tax system is a flat tax rate.

**Comment:** The speaker offers two choices: stay with the current system or adopt a flat tax rate. A slight change in wording can make this Causal Oversimplification: “The only solution to our corrupt tax system is a flat tax rate.”

- g. Here is my view on a Middle East problem: What is Arab should be Palestinian, and what is Jewish should be Israeli.

**Comment:** The speaker draws a line in the sand: Jews on one side, Arabs on the other.

### ***Example of Causal Oversimplification rather than Drawing the Line***

- h. Put back capital punishment, and you will stop murders.

**Comment:** The speaker implicitly offers two alternatives: do what I say and stop murders or ignore my suggestion and keep the status quo. However, in the speaker’s mind, the reason why this suggestion offers an effective solution is that the absence of capital punishment is the *sole cause* of murders. Also If the speaker merely concluded that “you will reduce the murder rate” rather than “you will stop murders,” the statement might be No Technique.

If setting a limit is reasonable and even necessary, No Technique is the best answer.

### ***Example of No Technique rather than Drawing the Line***

- i. We cannot cut our price any lower than \$3,500 for that copy machine. If we go below that figure, we will not make any money. If they insist on a lower price, we will have to let another company have their business.

## 4. Not Drawing the Line

### Game Book Definition

“The existence of differences is denied just because the differences are small and therefore apparently unimportant.”

### Expanded Definition

- The speaker does not make a distinction that should be made.
- Sometimes the person can't see that there are limits to anything. He wants to press his luck and go “one step further.”
- Not Drawing the Line often takes the form of “you have allowed or bought this much, why not more” or “we've already done this much so we might as well do more to complete the job.”

### *Examples of Not Drawing the Line*

- a. I have been absent from school for ten days already. What's another day?
- b. Customer service representative to a customer on the phone: “Regular phone service is \$10.90 per month. For just \$1.25 more per month, why not add Call Forwarding?”
- c. We have already sent 500,000 troops to Afghanistan. We have committed ourselves. If things worsen, we will have to send more.

If the speaker gives a good reason for extending a deadline or changing a prior decision, the answer would be No Technique.

### *Examples of No Technique rather than Not Drawing the Line*

- d. Mother to son: “You have already missed ten days of school. Today is Friday. Stay home one more day and, after the weekend, return to school at full strength.”
- e. Yes, our original deadline for deciding on the new computer vendor was today. But we have not yet heard from two of the major companies that we deal with. If we do not wait for their prices, we may not get the best deal for our school. I think we should wait for a couple of more days to receive all the information that will help us make the best decision.

## 5. Conservatism, Radicalism, Moderatism

### Game Book Definition

“These three habits of mind often are forms of prejudice. But they are not necessarily such. Prejudices have histories with a beginning. But the conservative, the one who prefers what is old or familiar simply because it is old or familiar, may be born such; it is a part of the temperament he brings into the world. Radicalism is the habit of preferring the new or the revolutionary just because of its newness. The moderate habitually chooses middle-of-the-road or compromise ground; he avoids the two extremes. But there is no inherent virtue in moderatism or compromise as such. Actually, there are times when our position should be conservative, times when we should take a radical stand, and still other times when we should be moderate.”

### From *Thinking Straighter*

- “The ‘die-hard’ conservative opposes all reforms and innovations regardless of their merits simply because they run counter to the old familiar ways. This embattled conservative is both the guardian of and a slave to the past. Frequently he even reshapes the past to support his argument.”
- “A dyed-in-the-wool radical prefers change just for the sake of change.”
- “Compromise is supposed to preserve something of the good of both sides, although it is equally possible that it preserves only the bad of both sides.”

### Expanded Definition

- Conservatism often takes the form of “That’s the way we’ve always done it and we’re not going to change now.” In ads, Conservatism refers to how many years the company has been in business, how many satisfied customers have been served, etc.
- Radicalism may take the form of claiming that a product, idea, or approach is “entirely new” or “completely redesigned.”
- The moderate, unlike the academic detacher, wants to make a decision but favors a compromise he hopes will satisfy all sides. Moderatism in an ad may appear in the guise of combining the best of the old with the best of the new.

### *Examples of Conservatism*

- a. We have used these scoresheets for every academic games tournament for the last 18 years. There is no reason to change to the new ones.
- b. Nothing binds us one to the other like a promise kept. For more than 140 years, Mass Mutual has been helping people keep their promises by ensuring we have the financial strength to keep ours. That’s why families and businesses rely on us to insure their lives, their health, and their financial future.

### *Example of Radicalism*

- c. “We Democrats must take a fundamentally different approach from the Republican agenda of the past eight years,” said the Party Chairman at a news conference.

### ***Example of Moderatism***

- d. Ad: “Sealy Serta mattresses represent the perfect combination of mattress qualities. They’re not too hard. They’re not too soft. They conform to fit your body. Try one today.”

If the speaker gives a good reason why the older approach should continue or why change or compromise is necessary, the best answer is No Technique.

### ***Examples of No Technique rather than Conservatism, Radicalism, Moderatism***

- e. After a yearlong study of the problem, the school administration has decided that the proposed new method of computing class rank is no better than the method already used. So no change will be made in the current procedure.
- f. The current administration has failed on every front. The economy is in shambles. Our national security is much worse. The budget deficit is a record high. A change is clearly needed in Washington.

***Comment:*** If the speaker went on to recommend a specific candidate without giving reasons why that candidate would have a good chance to solve the problems that were enumerated, the answer would be Radicalism.

## 6. Rationalization

### Game Book Definition

“You cite reasons or causes that will justify action that really has less creditable grounds.”

### From *Thinking Straighter*

“When we have adopted a belief on purely emotional grounds, our minds tend to immediately construct a reasonable, socially acceptable defense of this belief just in case it is challenged or criticized. Some people are extraordinarily creative in this art of inventing false reasons.”

### Expanded Definition

- The person refuses to take responsibility for a mistake and instead makes an excuse or casts the blame on someone else.
- A person may also claim prejudice (without giving any evidence) as the reason why he or she wasn't selected for a job or promotion, lost a competition, etc.
- The speaker may make excuses for another individual (for example, a political leader) or for a group (such as a team).

### *Examples of Rationalization*

- a. There was no way for me to win the On-Sets match last week. The girl I played knew both judges in the room. I didn't know either one.
- b. A student, after receiving poor marks in French for four straight marking periods, says, “French is not a very important language. Besides the classroom organization is poor.”

Rationalization must be distinguished from Wishful Thinking. Rationalization deals with *past* actions, whereas Wishful Thinking deals with *future* events. Also Rationalization deals with a *negative* event; the Wishful Thinker adopts a *positive* outlook for no good reason.

### *Example of Rationalization rather than Wishful Thinking*

- c. I did lousy on the math test but I just didn't have enough time to study for it.

### *Example of Wishful Thinking rather than Rationalization*

- d. I haven't had much time to study for the math test. But I know Mrs. Chalmers will give me every break when she grades it. I've answered more of her questions in class than anyone.

Rationalization differs from Causal Oversimplification in that the speaker gives an excuse for a past action. Causal Oversimplification claims that a complicated event or situation can be traced to only one cause. The Causal Oversimplifier makes a *general* statement whereas the Rationalizer tries to explain a *specific* failure or deficiency.

### *Example of Rationalization rather than Causal Oversimplification*

- e. My accident was caused by the potholes in the street.

**Comment:** The speaker refers to his or her *specific* accident and does not generalize to “All accidents are caused by the potholes in the streets.”

***Example of Causal Oversimplification rather than Rationalization***

- f. If the city would just fix the potholes in the streets, we'd have fewer accidents.

**Comment:** This speaker gives one remedy (fix the potholes) for a *general* and widespread problem (traffic accidents).

If the speaker gives a valid reason for the error or failure and admits the mistake, the proper answer is No Technique.

***Example of No Technique Rather Than Rationalization***

- g. I was sick the night before and didn't get a chance to study. I should have asked the professor if I could take the test another time. I made a big mistake by taking it and paid the price with an 'F.'

## 7. Wishful Thinking

### Game Book Definition

“You believe a proposition to be true because you want it to be true. *When* we are forced to admit that our wishes have *not* become reality, we may then seek comfort in *rationalizing*.”

### Expanded Definition

Often Wishful Thinking takes the form, “I know something good will happen to me (or for someone else) because I (they) *deserve* it or because I worked hard.”

### Examples of Wishful Thinking

- a. I deserve a good grade because I put a lot of effort into this course.
- b. Husband greeting visitors on Thanksgiving: “Mom has worked hard preparing a big meal. Everyone’s gonna love it!”

Unlike Rationalization, which deals with past failures, Wishful Thinking looks toward a *future* event. See the explanation and Examples **c** and **d** on page **A-11**.

The Wishful Thinker may express his confidence in a negative manner (“we won’t lose”). This does not mean that the answer should be Inconceivability. With Inconceivability, the speaker cannot imagine a particular result happening.

### Example of Wishful Thinking Rather Than Inconceivability

- c. Jack: “I won’t ever get cancer because I don’t smoke.”

**Comment:** Not smoking may keep Jack from getting lung cancer. However, there are many other kinds of cancer unrelated to smoking.

### Example of Inconceivability Rather Than Wishful Thinking

- d. Jack really doesn’t have to concern himself with cancer. After all, he’s never smoked a day in his life.

**Comment:** This speaker cannot conceive of a non-smoker getting cancer.

If a person gives *sound* reasons why an outcome should occur, the answer is “No Technique.” This would also be the case if the speaker merely predicts a good showing because of sound preparation without claiming the most favorable outcome.

### Examples of No Technique rather than Wishful Thinking

- e. Polls show our candidate with a big lead. If we keep this momentum going and avoid stupid mistakes, we should win the election.
- f. I’ve studied my worksheets, attended every practice session, and finished in the top 10% of all four games. I should do well at the national tournament.

## 8. Tabloid Thinking

### Game Book Definition

“To think in tabloids is to oversimplify a complex theory or set of circumstances. The tabloid thinker prefers quick summaries and has the habit of ‘putting things in a nutshell.’ Tabloids concerning people are popular because they offer a neat summary of the character of a prominent person. ‘Marx? You don’t know who Marx was? Why, he was that philosopher who became impatient and irritable in his old age.’ It is much easier to remember Marx in this simple fashion than to remember him as a many of many interesting and controversial facets of character and conviction. These human tabloids are frequently emotional, but they are not mere Emotional Terms. To be Tabloid Thinking there must be some indication that someone is trying to sum up another’s character. All stereotypes (‘barbers are talkative’) are tabloids because they represent a certain trait or characteristic, which is really superficial or trivial, as being the essential nature of a given class.”

### Expanded Definition

- This technique often reduces an entire group of people to a stereotype or applies a generalization about a group to a member of the group.
- This type of Tabloid Thinker thinks he is stating a fact and is not biased for or against the group.

### *Example of Tabloid Thinking*

- a. Dave is a typical programmer – you know, thick glasses, pale, skinny, and hardly able to talk to a normal human being.

Tabloid Thinking may even involve a comment that the speaker thinks is complimentary to the group being stereotyped.

### *Example of Tabloid Thinking containing a complimentary remark*

- b. I’m looking forward to the party. Domingo will be there. You know those Brazilians – creative, alive, and great dancers.

**Comment:** The speaker does not say “Let’s not go because Domingo will be there” or “let’s not talk to Domingo.” Therefore, this example is not Prejudice. However, the speaker does stereotype Brazilians.

Tabloid Thinking differs from Prejudice in that Tabloid Thinking summarizes a complex theory or applies a stereotype to a group of people without proposing any action for or against a person or group. See the explanation and examples **c** and **d** on page **A-2**.

Tabloid Thinking can at times be similar to Drawing the Line. However, Tabloid Thinking makes an either-or statement about a group whereas Drawing the Line gives the listener a choice between two (usually extreme) positions. See the explanation and examples **d** and **e** on pages **A-6** and **A-7**.

Tabloid Thinking and Causal Oversimplification must be compared and contrasted. Causal Oversimplification is a more specific instance of Tabloid Thinking. Causal Oversimplification, as its name implies, oversimplifies the *causes* of an event.

***Example of Tabloid Thinking Rather Than Causal Oversimplification***

- c. Murderers don't care about human life, not even their own. So capital punishment is not a deterrent for them.

**Comment:** The speaker makes a generalization about people who commit murder.

***Example of Causal Oversimplification Rather Than Tabloid Thinking***

- d. Put back capital punishment and you will stop murders.

**Comment:** This speaker sees the absence of capital punishment as the sole reason why people commit murder. Therefore, reinstating capital punishment will stop (not just cut down) murders.

## 9. Causal Oversimplification

### Game Book Definition

“A complex event is explained by references to only one or two probable causes whereas *many* are responsible.”

### From *Thinking Straighter*

- “The human mind grasps quickly at simple solutions of baffling and disturbing problems.”
- “Among those of us who are not experts in a given field there is a strong tendency to pick the one cause that suits best one’s own interest. Thus prohibitionists blame the mounting number of auto accidents on the consumption of alcoholic beverages, whereas highway engineers place the blame on the public’s unwillingness to pay for good roads.”

### Expanded Definition

- Causal Oversimplification often takes the form of offering a simple solution to a complicated problem.
- It can also take the form of blaming a scapegoat.

### *Examples of Causal Oversimplification*

- a. The recent war was a result of miscommunication between the leaders of Botswana and South Africa. If they would have just spoken directly with one another, the war would have been avoided.
- b. It’s easy to stop inflation. Get the Federal government to balance its budget.
- c. Why did we lose the game? Simple. Sean Smith struck out twice with the bases loaded.

Causal Oversimplification bears some resemblance to Drawing the Line. See the explanation and examples **f**, **g**, and **h** on page **A-7**.

Causal Oversimplification is a more specific instance of Tabloid Thinking. See the explanation and examples **c** and **d** on pages **A-14** and **A-15**.

Causal Oversimplification also bears a similarity with Inconceivability. The Causal Oversimplifier thinks that a particular outcome can be traced to just one source. So this person *cannot imagine another cause* of the problem. Inconceivability, on the other hand, is the technique of the person who *cannot imagine a different result*.

### *Example of Causal Oversimplification Rather Than Inconceivability*

- d. Don’t smoke and you won’t ever get cancer.  
**Comment:** The speaker cannot imagine that someone who doesn’t smoke would ever get cancer.

### *Example of Inconceivability Rather Than Causal Oversimplification*

- e. Jack really doesn’t have to concern himself with cancer. After all, he’s never smoked a day in his life.

**Comment:** The speaker *implies* that smoking is the only cause of cancer. However, what he explicitly states is that he cannot *imagine* Jack getting cancer (the result) since he doesn't smoke (the avoided cause).

If the speaker's assertion of a single cause for an event is reasonable or the claim is that a cause is a major contributor but not the *sole* reason for a problem, answer No Technique.

***Examples of No Technique rather than Causal Oversimplification***

- f. My toy broke because Brittany threw it on the floor. If she had not done that, my favorite toy would still be here with me today.
- g. Poor home life is one reason many of our kids cannot read. If we are going to make any progress with these kids, we have to get them some help outside of school as well as while they are here.

**Comment:** Notice the words “*one reason many of our kids ...*” Also, the speaker does not guarantee success but offers a way to “make ... progress.”

## 10. Inconceivability

### Game Book Definition

“You declare a proposition to be false simply because you cannot conceive it actualized or possible of realization.”

### From *Thinking Straighter*

- “*Pictorial* Inconceivability occurs when we declare an idea or belief false because we cannot in our own minds picture or imagine it to be so.”
- “A second type of Inconceivability, *Experiential*, declares a particular idea or belief unsound because all past experience reveals its failure to succeed.”

### Expanded Definition

- The speaker could be speaking about something that affects himself or someone else.
- The speaker cannot accept even the possibility of the opposite being true.
- The speaker may also state that he cannot imagine why someone would believe something or take a certain course of action.
- Inconceivability is usually the technique of the pessimist whereas Wishful Thinking comes from the optimist.

### Examples of Inconceivability

- a. You say that the police have arrested Mayor Simpson for fraud? He has been the only honest politician in our whole city for ten years. There’s no way that he could have stolen money!
- b. I just can’t understand why students would go on strike. If I were a student, I wouldn’t strike.

Sometimes Inconceivability borders on Wishful Thinking. See the explanation and Examples **c** and **d** on page **A-13**.

Inconceivability also resembles Causal Oversimplification in some respects. See the explanation and Examples **c** and **d** on page **A-16**.

If the speaker gives solid reasons why an outcome will not occur and/or says merely that the result *might* be unfavorable, the best answer is “No Technique.”

### Example of No Technique rather than Inconceivability

- c. Four of Central’s starters have earned scholarships to play college basketball. None of our starters got a look from any college. It’s obvious why they have won 25 games in a row. We have very little chance to beat them.

**Comment:** The speaker gives solid reasons why his team won’t win. Also he says “very little chance” rather than “no chance.”