University of Phoenix Material

Rhetorical Strategies and Fallacies Worksheet

The following are some common rhetorical strategies:

* Innuendo: a leading suggestion
* Stereotype: generalized statements relating to a group of people
* Loaded questions: questions based on unjustified assumptions
* Hyperbole:an extreme exaggeration

Identify the rhetorical strategy in each of the following statements:

* Bobby may be a good bookkeeper, but you’ll notice he has a ton of bills. \_\_\_\_Innuendo\_\_\_\_\_\_\_\_\_\_
* If the Superintendent is so committed to increasing the scores in public schools, why are so many students failing and teachers resigning? \_\_\_\_\_\_Loaded question\_\_\_\_\_
* All college students will graduate. \_\_\_\_Hyperbole\_\_\_\_
* I simply won’t go into that department store; it’s full of snobbish people who disguise their happiness with designer handbags and shoes. \_\_\_\_Stereotype\_\_\_\_

The following are some common rhetorical fallacies:

* Slippery slope: If A happens, then B–Z will follow. Therefore, to prevent B–Z from happening, do not allow A to occur.
* Hasty generalization: rushing to form a conclusion based on assumptions; not based on clear evidence
* Post hoc ergo propter hoc: If A occurs after B, then B caused A.
* Either/or: looking at a situation from only two sides or oversimplifying the situation
* Ad hominem: attacking the person rather than attacking the argument
* Red herring or smoke screen: introducing an unrelated topic as a diversionary tactic

Identify the rhetorical fallacy in each of the following statements.

* Sally had a hamburger for dinner and does not feel well. It was the hamburger that made her not feel well. \_\_\_Hasty generalization\_\_\_
* Although she is the top-performing cheerleader and captain of the team, we know she, like all cheerleaders, was selected for the squad because of her good looks. \_\_Ad hominem\_\_\_
* I received a bonus within my first six weeks on the job, so I know I am going to receive a bonus often. \_\_\_\_Post hoc ergo propter hoc\_\_\_
* You can start exercising or die at a young age. \_\_\_Either/or\_\_
* He knows diamond mining is a dangerous job; however, how else can he earn his paycheck to care for his family? \_\_\_\_\_Red herring\_\_\_\_\_
* If you like to clean every day, it could lead to you becoming OCD, so you probably should not clean every day. \_\_Slippery slope\_\_

**Part Two**

1. **Innuendo**

Despite being a good salesperson, Rickon often hands in paperwork for his closed deals later than the set deadline.

1. **Stereotype**

Most new employees at the company find it challenging to keep up with the demands by their supervisors.

1. **Loaded Question**

Could the drop in sales revenue be the cause of the company’s change in management?

1. **Hyperbole**

Millenials are simply incapable of following instructions

1. **Slippery slope**

Every time you clean the desk, people will end up leaving papers messy on the work station. You should stop cleaning the desk every evening.

1. **Hasty generalization**

Janice did not report to work today. She must be feeling unwell.

1. **Post hoc ergo propter hoc**

The appointees to the team leader position all joined the company more than an year ago. Only those that joined the firm more than a year ago qualified for a promotion.

1. **Either/or**

Either you submit your paperwork in time, or you will be fired

1. **Ad Hominem**

He may have performed well at the interview, but there are chances that he got the team leader position because he is tall and cuts a domineering frame.

1. **Red Herring**

The employees need new workstations, but reporting to work in time is important.