

# Interletral

Cited bibliography and some pointers for further reflection <sup>1</sup>

## 1.8 Argumentative Discourse

### 1.8.1 Topic, Thesis, Arguments and Examples

### 1.8.2 Types of Reasoning and Types of Arguments

- Marc Angenot, *La parole pamphlétaire : contribution à la typologie des discours modernes* (1982), Paris, Payot.

In this book, Marc Angenot examines the pamphlet as a distinct form of discourse, defined by its polemical and persuasive aims, its confrontational character, and its social or political engagement. He demonstrates that the pamphlet employs a combination of argumentative, rhetorical, and stylistic strategies designed to provoke, persuade, or mobilize an audience. Angenot develops a typology of modern discourses, positioning the pamphlet in relation to other discursive forms. His analysis highlights the ways in which historical, social, and cultural contexts shape both the production and reception of discourse.

- Jean-Claude Anscombre et Oswald Ducrot, *L'argumentation dans la langue* (1983), Bruxelles, Mardaga.

Anscombre and Oswald Ducrot argue that argumentation is not merely external to language but is woven into the very structure of utterances. They develop a theory suggesting that certain linguistic formulations inherently guide the addressee toward an implicit point of view. The book differentiates between descriptive and argumentative statements and examines the linguistic resources—such as connectors, modalization, and implicatures—through which speakers can shape the perception and reasoning of their audience. This approach has had a significant impact on pragmatics and discourse analysis by illuminating the close relationship between language and persuasion.

- Ruth Amossy, *L'argumentation dans le discours. Discours politique, littérature d'idées, fiction. Comment peut-on agir sur un public en orientant ses façons de voir, de penser ?*, (2000), Paris, Nathan Université

In this work, Ruth Amossy examines the mechanisms through which discourse—whether political, literary, or fictional—shapes and guides the perceptions, judgments, and behaviors of an audience. She demonstrates that argumentation is not confined to logical evidence alone but also engages emotions, shared values, stereotypes, and rhetorical figures to construct persuasive discourse. Amossy structures her study into four main sections, focusing on the enunciation framework, the foundations of argumentation, the pathways of logos and pathos, and the various genres of discourse. She identifies different types of argumentative strategies depending on the context and the intended effect, stressing the crucial interaction between speaker, text, and audience. Her approach illuminates the social, cultural, and cognitive dimensions of argumentation, showing how discourse operates within and is shaped by its broader context.

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<sup>1</sup> The title of a work in French indicates that no complete translation into English has been published and that it is necessary to consult the work in French.

### 1.8.3 Connectors

- Oswald Ducrot et al., *Les mots du discours* (1980), Paris, Les éditions de Minuit.

In this book published in 1980, Oswald Ducrot and his collaborators explore the relationship between language and argumentation by analysing how certain words and linguistic structures influence the interpretation and evaluation of utterances. The book highlights that the meaning of words is not neutral and that certain terms convey implications, presuppositions or judgements that influence the recipient's perception. The authors study, in particular, words that introduce oppositions, comparisons or argumentative nuances, and show how they contribute to the construction of implicit points of view. This work forms the basis of a pragmatic approach to language and argumentation.