

## Section E

### The *Form* will Fool You.

#### Techniques of Form

1. Concurrency

Because two things happen at the same time, it is wrongly assumed that one is the cause of the other.

2. Post Hoc

"Post Hoc" is Latin for "after this." One thing happens, then another. It is then claimed that the first event caused the second.

3. Selected Instances

A person believes in a certain proposition. He then looks for examples that will support his belief. He selects only those examples or instances that back up his belief while ignoring examples that contradict his belief. He tries to persuade you by giving you only his selected examples.

4. Hasty Generalization

A person jumps to a conclusion based on only a few examples. Unlike Selected Instances, the person has no preconceived belief. Instead, after seeing only a few examples, he draws a conclusion.

5. Faulty Analogy

This false reasoning says that, because two or more things are alike in one way, they must be alike in some other way. The reasoning is valid if the way the things are alike has some bearing on the other aspect. If the similarity of the two persons or things really has no connection to the conclusion, the analogy is faulty.

6. Composition

Because each of the individual parts of a collective unit (a machine, group of people, etc.) has a certain good quality, then the entire unit is said to have that same quality. In other words, if the parts are good, the whole must be good (or bad).

7. Division

This is the opposite of Composition. This technique says that, if the whole is good (or bad), each part must be good (or bad).

8. Non Sequitur

"Non sequitur" is Latin for "does not follow." This means the conclusion is not justified by the given statements (premises). Therefore, this is a "catch-all" category. If an example does not fit into any other category, it is probably Non Sequitur.

Watch out for 'O' or *No Technique*. If the argument is logical or is identified as an opinion then O (No Technique) is the correct answer.

## Section E

### Mixed Techniques

1. "This land is your land, this land is my land. From California to the New York Island. This land was made for you and me." (0 No Technique – song lyrics)
- ✓2. Edgar is that boy who always answers the teacher's questions in class. Let's invite his sister, Elizabeth, to our party – we'll win the *Trivial Pursuit* game for sure. (5 Faulty Analogy)
3. I know LSU will win its conference this year. Their defensive unit, won national recognition last year. Billy Cannon won the Heisman Trophy. The coach, Paul Dietzel, went on to fame and fortune. You should bet on LSU, too. (3 Selected Instances)
- ✓4. We are here in Miami with a large group of people who speak a different language from us. They will probably steal our wallets if they have a chance. (8 Non Sequitur)
5. I love to eat oranges. Celery always tastes great to me, and rice is one of my favorite foods. I think that I shall make a salad of all three. It will be delicious. (6 Composition)
6. Every August my Uncle Frederick visits us here in Florida and my electric bill is the highest of any month in the year. I'm not going to let Uncle Frederick come this August. I need to save some money on my electric bill. (1 Concurrency)
- ✓7. After our Regional Sales Manager visited us last time, three of our fork lifts broke down and two of our best workers became ill for a week. Please don't invite the manager to our place again. We can't stand another series of problems. (2 Post Hoc)
8. We should bet on number 7 in the seventh race. 7 is my lucky number. (8 Non Sequitur)
9. What do you mean, my questions are too hard? Last week most of the players got numbers 3, 7, and 9 right. (3 Selected Instances)
10. After observing the garbage problem in New York City for one weekend, a tourist was heard to remark, "I guess all New Yorkers throw their garbage out of their windows!" (4 Hasty Generalization)
11. After spending 45 minutes explaining the seasonal changes in the atmosphere, a teacher was asked the following question. "Mr. Smith, why has the fall dance been postponed?" (8 Non Sequitur)
12. A student in a ballet class was overheard saying, "Mona's sister has enrolled in my ballet class. Mona was a complete klutz, and I'm sure her sister will be, too." (5 Faulty Analogy)
13. Our academic games team was put together after many competitions. Only the very best students were selected. Surely our team will win the national championship. (6 Composition)
14. Who was standing across the street from the school when it caught on fire? Jeff Lang. Who was on 4th Street when the bank on 5th Street was held up? Jane Lang. Those Langs must be bad luck! (1 Concurrency)

15. My car stalled on the street the other day. Before I got going again, five cars passed by. Two were driven by adult males who swore at me. Another was driven by a woman who shouted, "You stupid idiot, why don't you learn how to drive?" The other two cars, driven by high school students, stopped and their young drivers offered assistance. This shows me that, contrary to all the talk you hear, students are a lot more decent than their parents. (4 Hasty Generalization)
16. Jim, who's a real brain in school, plays Propaganda. Howard also plays Propaganda. I guess he's smart too. (5 Faulty Analogy)
17. Your children deserve the best education. Send them to Nova. (8 Non Sequitur)
18. We had no pep rally and did no advertising before our last football game and almost no one showed up. If we do the same this time, we probably won't have a much bigger crowd. (0 No Technique – not Post Hoc or Faulty Analogy)
19. Earl Campbell and George Rogers are both excellent running backs. Our team should be unstoppable on the run. (6 Composition)
20. Super Cuts only cuts hair. So we can cut your hair better. (8 Non Sequitur)
21. Dr. Hargood selected a dozen Mars candy bars from the local store. His tests determined that six of those candy bars contained poison. He concluded that all Mars candy bars are potentially dangerous. (4 Hasty Generalization)
22. McNuggett must be a very poor On-Sets player. His team is in last place in the division. (7 Division)
23. Everyone I talked to at Tony's Bar is against Clinton. I'm sure he won't be reelected. (4 Hasty Generalization)
24. A historian was a critic of the church. He argued that the church is the enemy of humanitarianism. "Consider the bloody crusades, the Spanish Inquisition, and the witch trials," he said. (3 Selected Instances)
25. I greatly enjoyed Neil Simon's last movie. So you can be sure that his screenplay for *California Suite* will be just as good. (5 Faulty Analogy)
26. No one on your school team is any good. I've seen Jones, Henshaw, and Riley. You can't get any worse. (4 Hasty Generalization)
27. Tang is the breakfast drink that went to the Moon with the astronauts. Shouldn't you be buying your kids Tang? (8 Non Sequitur)
28. ~~"Teachers don't need more benefits," said the State Superintendent. "In California they have had a very respectable starting salary of \$23,500, and in Kansas their retirement plan is second to none."~~ (3 Selected Instances)
29. Sweden, the United States, and Italy all have Republican forms of government. They would make a good International Trading Bloc. (5 Faulty Analogy)
30. A student has taken two courses in college. He has found them to be very difficult and not very interesting. He decides to abandon his studies and leave school. (4 Hasty Generalization)
31. Roosevelt was the president who started so many welfare programs and began pouring Federal dollars into the programs. Then segments of the American people began thinking the government owed them a living. That's why we have so many on welfare today. (2 Post Hoc)

32. The students at that school are very unfriendly. When we played football there, someone threw a rock at the bus. (4 Hasty Generalization)
33. Tom Barksome, a computer expert, said, "All home computers are junk. The Sinclair 1000 is worthless and the TRS-80 is trash." (3 Selected Instances)
34. Alabama won the national championship in football this year. So it really doesn't matter which one of the Alabama players the Steelers are able to draft. They're sure to have an outstanding rookie. (7 Division)
35. The new President of the university intends to satisfy the demands of the students, the faculty, the administrative staff, and the board of trustees. The result will be a much stronger university. (6 Composition)
36. In the 1990s our country experienced high unemployment. Now we have a lowering of the inflation rate. Unemployment must have caused the lowering of inflation. (2 Post Hoc)
37. Karen Balentine is a 38-year old first vice-president at E. F. Hutton and Company and one of the distinguished women in investment banking. Karen was a college student whose family offered to reimburse her if she shed her jeans for a more ladylike wardrobe. Her salary is somewhere in the vicinity of a quarter of a million dollars annually. (0 No Technique – not Post Hoc)
38. Wholehog, a chemist, found a flaw in Plastic G-103, the first flaw he had seen from Company G. His recommendation was, "Do not purchase plastics from Company G." (4 Hasty Generalization)
39. Lubonavia is a very powerful country. So is Helvania. Together they could conquer the world! (6 Composition)
40. Lurch won the cross-country race Tuesday, then got an A on his biology test Wednesday. He just won again today. So I'm expecting him to get an A on his English test tomorrow. (2 Post Hoc)
41. The pro-western rulers are on their way out in the Middle East. It's only a matter of time before the King of Saudi Arabia suffers the same fate as the Shah of Iran. (5 Faulty Analogy)
42. Burglaries in our town are always more numerous when the University is in session. It's proves what I've said for a long time – that the university has a lot of undesirable characters. (1 Concurrency)
43. First, Jerry Rubin comes to Kent State to speak. Then, in a day or two, riots break out. He's at the bottom of it. (2 Post Hoc)
44. Your family is weird. I met your sister, your father, and your cousin. They're all crazy. (3 Selected Instances)
45. A survey comparing the attitudes of business executives and college students was set up by heavily weighting the group of executives to include top corporate heads. The survey picked students at random, not picking leaders at all except by chance. Based on the answers, the conclusion was drawn that students would work with the Establishment. (3 Selected Instances)
46. Ronald Reagan became governor of California and president after a successful acting career. Clint Eastwood has a big future in politics also. (5 Faulty Analogy)

47. Last year the Advertising Association of America conducted a year-long advertising campaign in newspapers and magazines calling for forest fire prevention. The results are pretty satisfying, for this year the damage done by forest fires has been cut by 10% over last year. (2 Post Hoc)
48. Non-smokers were found by one investigator to show greater social participation in organizations and to hold more offices than smokers. The investigator concluded that smoking was a cause of anti-social behavior. (1 Concurrency)
49. The most rational way of considering the human race today is to see it as the crew of a spaceship on which all of us, with a remarkable combination of security and vulnerability, are making our pilgrimage through infinity. And just as some pilgrims get to Mecca and some do not, so some of the race will get to the cosmic goal and some will not. (5 Faulty Analogy)
50. The revised program of General Education at Forehan University represents the work of a committee of seven distinguished faculty members. The product is, of course, equally distinguished. (6 Composition)
51. Amy won the Middle Division Equations championship last year as a seventh grader. This year as an eighth grader she should be one of the top players in Middle Division again. (0 No Technique – not Post Hoc or Faulty Analogy)
52. I'm really excited. Carl lifted weights all last fall and he made the number 1 wrestling team. I've been lifting weights all this fall. So I know I'll make number 1 as well. (5 Faulty Analogy)
53. Don't go to ECON-CAR. Let's rent from the Mertz agent. His agency is part of the best national chain. (7 Division)
54. After the United States sent troops to Vietnam, the drug problem in this country increased considerably. This is just another effect of that evil war. (2 Post Hoc)
55. After watching the Indians play five exhibition games, Hal said, "They're going to win the pennant this year." (4 Hasty Generalization)
56. In 1969, man first reached the moon. The following winter was the worst ever for cold and snow. I suggest that further moon flights be discontinued until man can show that he can control his weather despite what he does to the moon. (2 Post Hoc)
57. Because Miami has the top-rated team in the nation, I'm putting my money on ~~quarterback Vinny Testaverde to win the coveted Heisman Trophy this year.~~ (7 Division)
58. Tom: "All blondes are dumb."  
 Jim: "How do you figure that?"  
 Tom: "Well, I've dated Jane and Terry and Kathy, and all three are dumb blondes."  
 (4 Hasty Generalization)
59. Did you know that President Hernandez has almost abolished crime in Urokay; President Mogambi has raised the Belibeeni national income 500%; Premier Pinski of Fingeria has cut his nation's unemployment to 1/2 of 1%. We ought to import all three to the U.S. They would form a fantastic cabinet and solve our national problems. (6 Composition)

60. The Nick Daniloff hostage situation was occurring right during the time that the stock market took its worst nosedive in history. My pocketbook surely wishes that Daniloff was released a lot sooner. Those Russians really messed up our stock market. (1 Concurrency)
61. The "gray market" for consumer goods in China must be very high because the Dell PC's offered for sale are brought into China under the gray market – models brought in without official permits from Washington. China, however, has a consumer market tightly controlled by its government. (3 Selected Instances)
62. Both Jordan and Libya are located right in the heart of the Middle East. Libya is dead set against any alliance with Israel. How do you expect Jordan to support an alliance with Israel? (5 Faulty Analogy)
63. Crack is one of the most dangerous drugs ever to hit the streets because it is so cheap and can kill anyone. Don't let your child be unaware of the dangers of crack. Ignorance could kill him. (0 No Technique – not Non Sequitur)
64. I want my new home to be a real showcase of the very best in architectural harmony and elegance. Consequently I have instructed my architect to design it using the best features of Dutch Colonial, Georgia, and Ranch styles. (6 Composition)
65. I think that Charles "the Jerk" Martin should be sidelined for as long a time as Jim McMahon is. After all, McMahon is out of action because of an injury suffered after an obviously illegal and deliberate body slam administered by Martin. (0 No Technique)
66. Our schools showed a dramatic increase in math and reading scores in grades 1 to 3 last year. That new superintendent they hired a year ago from Timbuktu has done a super job. (2 Post Hoc)
67. Ad: "Hobie Cat has invested \$5 million in the last ten years in support of the Special Olympics. Imagine the quality of our earth movers!" (8 Non Sequitur)
68. After studying our space program in detail, I find the United States using space for communications satellites, space laboratories, weather forecasting, and scientific research. How can anyone think the United States wants to militarize space? (3 Selected Instances)
69. The Renegades have three of the top ten individuals in the final Propaganda standings. They must have won the team championship. (6 Composition)
70. Look, Joan, I saw that white South African policeman beat up the black demonstrator. White South Africans are just prejudiced. (4 Hasty Generalization)
71. While taking therapy from the hypnotist, five White Sox players batted 50 points above their lifetime batting averages. We should hire a hypnotist to help our team. (1 Concurrency)
72. Danny plays for the Rock Eagle football team, the new state champions. So he must be a star. (7 Division)
73. A political scientist recently noted that the two most impoverished and starving nations on the face of the Earth, Sudan and Ethiopia, are both communist regimes. He emphatically declared that starvation and poverty are natural consequences of a communist form of government. (3 Selected Instances)

74. New Orleans Saints Bobby Hebert, Hokie Gajan, and Rickie Jackson are healthy and performing well. The Saints should win the division this year. (6 Composition)
75. The Saints won all their pre-season games last year. Then they made the playoffs for the first time. Clearly it is good to get a winning start during the pre-season. (2 Post Hoc)
76. The Patriots won the On-Sets competition. So they're the favorites to win Propaganda. (5 Faulty Analogy)
77. Ever since Howard Baker took over as chief of staff of the White House, the president's popularity has gone straight down. (2 Post Hoc)
78. Police officers, who carry guns, are almost always considered good decent people. I think I'll carry a gun, and then I'll have the respect they have. (5 Faulty Analogy)
79. TV ad: "I love New York, but I love Miami more. We have what the world wants. This is where America's future is – Miami." (8 Non Sequitur)
80. TV ad: "If you love ketchup and you love onions, you'll really love Heinz's new Ketchup and Onions." (6 Composition)
81. The test scores of school children in the United States were highest when the Bible was taught in school. It is obvious that the removal of the Bible from the classroom has brought about the decline of education in America. (1 Concurrency)
82. Jack graduated from Harvard and now earns over \$150,000 a year. Mark graduated from Harvard and earns \$200,000 a year. Joe Schmo graduated from Harvard, so he must be earning in excess of \$100,000 per year. (5 Faulty Analogy)
83. America is the wealthiest nation in the history of the world. So it is absurd to say that poverty is a problem for America. (7 Division)
84. McNuggets has a standing offer to hire all laid-off analysts and securities managers to work in their stores. "Anyone who has sold stock," said a vice-president, "can sell hamburgers. A grill is no different to work than a computer." (5 Faulty Analogy)
85. In the fall of 1986, President Reagan campaigned in western and southern states for Republican candidates for the U.S. Senate. Then came the news of the Iran arms sales, the Contra diversion, the Wall Street crash, and the Persian Gulf confrontations – all bad news for Reagan. He should never have campaigned for those Senate seats. (2 Post Hoc)
86. Say NO to drugs. This message has been brought to you by the makers of extra-strength Tylenol – the fastest relief possible for headache pain. (8 Non Sequitur)
87. "The Democrats will never win the Presidency this year," remarked the chairman. "Paul Simon, Dick Gephardt, and Al Gore are much too weak to be president." (3 Selected Instances)
88. Since all men are mortal, it follows that the human race must some day come to an end. (6 Composition)
89. Felicia Rashad is a cinch to win an Emmy. After all, *The Cosby Show* won Emmys for three years in a row. (7 Division)
90. Kent State University is an educational factory. Factories exist for profit. Profit means exploitation. So if you're a Kent State student, you're being exploited. (5 Faulty Analogy)

91. Of course the Saints are having a winning season. Don't you remember that in September the Pope gave them his blessing? (2 Post Hoc)
92. The two golf courses we played in Florida were absolutely gorgeous. Florida must have the most beautiful golf courses in the world. (4 Hasty Generalization)
93. NBA coach speaking: "Every NBA team has a majority of black players. Some even start five black players. Blacks in the NBA are clearly superior. If we have to choose between cutting Murphy or Mount, we ought to keep Murphy, the black. He is certain to be better." (7 Division)
94. Editorial from world famous newspaper: "The world is rapidly becoming a dangerous place. Witness the attempt to murder the pope. Witness the murders in San Rafael of a judge and three others in the courthouse. Witness the abduction and murder of the Quebec labor minister. There may be no safety soon." (3 Selected Instances)
95. All ten men who came into the store today to buy cigarettes bought "Camels." That proves it – men prefer "Camels." (4 Hasty Generalization)
96. I got inside the dorm and looked around. There was a couple making a nest on a sofa. There was a girl running around in a bikini. What kind of students does this university have? They're all wrapped up in sex. (4 Hasty Generalization)
97. Four years ago, right after Denton took office, many human rights bills were passed. Now, since Ferguson was elected a month ago, our state is in bad financial trouble. We should have stuck with Denton. (2 Post Hoc)
98. On three successive fishing trips, John wore his old battered felt hat and had amazingly good luck. On the fourth trip, he didn't wear it and returned empty-handed. Now he won't think of going fishing without it. (1 Concurrency)
99. TV ad: "In the recent NASCAR trials, Mox cars won big. Mox Sport Coupe won in Class VIII; Mox Compact won in Class II; Mox Sedan won in Class V. This is clear proof of Mox's superiority." (3 Selected Instances)
100. Ad: "Crest is a vitamin? Well, vitamins help keep your body strong. Crest does the same for your teeth. Vitamins help sustain your body's health. So does Crest for your teeth. Vitamins build up your body's resistance to disease. Crest builds your teeth's resistance to cavities. Is Crest a vitamin? Yes, you might say so." (5 Faulty Analogy)
101. The attendance at New Orleans football games during its first year in the league proves that New Orleans should have been accepted into the league long ago. (8 Non Sequitur)
102. Fellow temperance workers, we know that the delicate membranes of the stomach are just like the delicate membranes of the eye, and if you want to see what alcohol does to the stomach, just pour some gin in your eye. (5 Faulty Analogy)
103. When the team played Central High without Daugherty, they lost. When Daugherty played against East High, they won. It's plain to see that Daugherty is the reason. (1 Concurrency)
104. Oregonians are especially cold people. On our first trip through there last summer, our two motel owners and one of our waitresses were very rude and abrupt. (4 Hasty Generalization)



105. My students have been reading *Scholastic Weekly* for six weeks, and their test grades have improved markedly. I'm going to tell the principal to order *Scholastic Weekly* for all classes. It raises grades. (1 Concurrency)
106. James shoots his wife! Smith's daughter runs off with the band director! Adair sets fire to his store to collect insurance! For God's sake, what is this county coming to? (4 Hasty Generalization)
107. We meet here today in the midst of those who claim they do not like us. They would, perhaps, put us in prison if they had a chance. (8 Non Sequitur)
108. Art must be a good actor; the play he was in was booked solid for three years on Broadway. (7 Division)
109. If Phillips 66 puts that much effort into road surfaces, think how much they must put into gasoline, their primary product. (8 Non Sequitur)
110. You haven't hit the target yet. But don't give up. (0 No Technique)
111. My friend told me that his mother's picture fell off the wall in his home in Alabama and that his mother died in Alaska the next day. He says that his mother would still be alive had the picture not fallen. (2 Post Hoc)
112. A biology teacher speaking: "Even though we can learn much about living animals by dissecting a worm, it is also important for us to study the insides of a dog, for a dog, like a human, has a backbone." (0 No Technique)
113. From October to June when college is in session, the monthly auto accident rate in Kent is much higher than it is for the summer months. It is obvious that students are responsible for the high accident rate. (1 Concurrency)
114. Senator Masterson: "We need that nuclear power plant in our state. Why, Florida's power costs fell 10% in its nuclear plant. And New Mexico has had no safety problems with nuclear plants. Let's do it." (3 Selected Instances)
115. Which has more of the year's top movies – Showtime or HBO? Well, Showtime has *Robocop* and HBO doesn't; Showtime has *Outrageous Fortune* and HBO doesn't; Showtime has *Living Daylights* and HBO doesn't. (3 Selected Instances)
116. George Bush got confused about the date of Pearl Harbor during a speech the other day. I don't know that much about him but if he can get confused that easily, he's not fit to be president. (4 Hasty Generalization)
117. During the eight years of Ronald Reagan's Presidency, the economy set records for growth. Obviously the Republicans are the party we want to manage our economy. (1 Concurrency)
118. George Bush has been Vice-President in the Reagan administration that has restored this nation's pride, strengthened the military, and improved the economy. George will make a great President in his own right. (7 Division)
119. Jim ran a mile a day all summer long and made the basketball team. I'm going to start running now so I know I'll make the team next year. (5 Faulty Analogy)
120. International political commentator who has much experience and knowledge: "None of the Russian republics will ever really break away from the Soviet Union. Just look at Kirgizia and Kazakhtan. They are clinging desperately to the Union for defense and economic support." (3 Selected Instances)

121. "Only men are able to describe their own society through the novel," says literature professor Dumassky. "Just look at the list – Conrad, Fitzgerald, Capote – all men."  
(3 Selected Instances)
122. Be part of America's Heritage of Freedom. Join the National Rifle Association. (8 Non Sequitur)
123. Ad: "Vitamite contains all the ingredients necessary for your daily energy requirements." (6 Composition)
124. Communism was born in Germany when Germany was predominantly Lutheran. So Lutheranism is responsible for Communism. (1 Concurrency)
125. Tulane is playing Ole Miss this week. Ole Miss will be tough because they're in the Southeastern Conference which everyone agrees is the strongest conference in the country. (7 Division)
126. Sex discrimination is now a thing of the past in America: California, Oregon, and Washington have all passed the Equal Rights Amendment. (3 Selected Instances)
127. Clarins Moisture Magic has the best natural moisturizers, the best skin smoothers, and the best muscle toners. It is ideal for your body. (6 Composition)
128. Average citizen commenting on Russian events: "It won't be long before all of the Soviet Union is broken up. Lithuania is about to become an independent nation, and Moldavia is reuniting with Romania." (4 Hasty Generalization)
129. The Russian leader Gorbachev gave his people some freedoms, but he remained loyal to the Communist Party. Boris Yeltsin, the new Russian leader, can't be trusted. He'll be loyal to the Communists too. (5 Faulty Analogy)
130. Of course this makeup will be right for me. It's by Benetton, the best name in the world in beauty aids. (7 Division)
131. Each company that won this year's Top Business Awards was headed by a woman. So women must make the best Chief Executive Officers. (1 Concurrency) Faulty Analogy?
132. I know that Ronny Smith plays on one of the worst teams in the NBA, but I think he is one of the most powerful players in the league. (0 No Technique)
133. Lithuanian candidate Andreas Vilnius is forceful, witty, and dynamic. He will surely be elected as Lithuania's next leader. (8 Non Sequitur)
134. The President and the Congress lowered the tax rate during the 1990s. Soon after, our Federal deficit increased greatly. We can't live with that type of administration. Our country will go broke. (2 Post Hoc)
135. Melissa took her first art course in high school. She didn't like the teacher and was not satisfied with her year-end project. She vowed never to take another art course. (4 Hasty Generalization)
136. Lithuania, Estonia, and Latvia are all former Soviet republics along the Baltic Sea. They should all be very successful as new independent nations. (5 Faulty Analogy)
137. Tourist A: "Do you really believe that voodoo priest has supernatural powers?"  
Tourist B: "Of course, I do. Didn't you hear the thunder as he was performing the ceremonial chant?"  
(1 Concurrency)

138. The *60 Minutes* program did an interview with a 133-year-old Russian woman. She admitted that she smokes two packs of cigarettes a day. The announcer concluded, "Who says cigarette smoking is bad for your health?" (3 Selected Instances)
139. From a television commercial: "Man's only natural defense is his intelligence, and intelligent people drive Valvos." (8 Non Sequitur)
140. One math teacher to another: "You use a calculator; yet you won't let your students use calculators."  
Other teacher: "I drink a beer now and again. That doesn't mean I let my students drink beer."  
(5 Faulty Analogy)
141. Even young children can master the game of Propaganda. At the last tournament two students in Elementary Division made perfect scores. (3 Selected Instances)
142. Our daughter played with the Smith children during the summer, and now she is talking back and lying to me. They must be the cause of her behavior. (2 Post Hoc)
143. Customer to designer: "I want the best. I want you to design me a wardrobe with the best features of the French, Italian, and Japanese designs." (6 Composition)
144. McGraw-Hill is the fastest growing publishing company. We'll adopt their science text since the company is the best in the South. (7 Division)
145. Daughter to mother on a shopping trip: "Mom, Pop Smart popcorn is the best brand to buy. I just switched from Butter Life Popping Corn, and Pop Smart had no burnt kernels left in the very first bag!" (4 Hasty Generalization)
146. The aloe plant is widely known to help in the healing of minor cuts, scrapes, and burns. The poppy plant extract is used in pharmaceutical drugs. Doctors in burn centers should utilize pharmaceutical drugs containing Aloe Vera to help in the healing process of their patients. (6 Composition)
147. I drove to Baton Rouge on Monday. On Tuesday I weighed two pounds less. On Wednesday I drove to Lake Charles. Thursday the scale registered a one-pound loss. Driving is an excellent way to lose weight. (1 Concurrency)
148. Teacher A talking to teacher B as they grade math tests:  
A: "Boy, the Einsteins are excellent math students!"  
B: "Is that so?"  
A: "Oh yes. My new students, Frick and Frack Einstein, got the first three questions on my math test correct."  
(4 Hasty Generalization)
149. Our football team won its first six games. Then Paul went to the seventh game and they lost. I wish Paul would stay away from all future games. (1 Concurrency)
150. The Republican administration of the past 12 years has nearly destroyed this nation, crippling it economically and giving little or no hope to middle and lower income Americans. Former Secretary of Defense Robert McNamara of that administration is not fit to run for any public office this year. (7 Division)
151. The Christmas tree in Rockefeller Plaza will be the most beautiful in the world. It was specially grown on the Garst Tree Farm, the lights were made by Owens Corning Glass Company, and the decorations were supplied by Macy's. (6 Composition)

152. Ad: "Scotchgard on your windows protects your furniture and drapes from the harmful effects of the sun just as Aloe Vera protects your skin from the sun's harmful rays. To prevent sunburn, use Scotchgard on your skin." (5 Faulty Analogy)
153. At one time, beauty parlor operators used sterile brushes and combs on each customer. Not now. At one time food service personnel wore gloves and hair nets to serve food. Not now. Is it any wonder we have an AIDS epidemic all over the world? (2 Post Hoc)
154. President Bush: "I'm a little tired of hearing from Democrats that we have no domestic agenda. Our national drug policy is working, and our crime package is the most comprehensive in American history." (3 Selected Instances)
155. Citizen A: "Do you really believe Fedward was an incompetent governor?"  
Citizen B: "Of course. Look how the bottom dropped out of the oil industry during his term."  
(1 Concurrency)
156. Democratic voter in the Midwest: "Jerry Brown has just won the Democratic primary in Connecticut. He's sure to go on to be the next President." (4 Hasty Generalization)
157. The lawyer argued to the jury: "When the East Street Bank burned, the defendant was employed as a clerk; when the Hilton suffered the worst hotel fire in this nation's history, the defendant was employed as a security guard. Now Perkins Department Store finds the defendant employed there as a clerk and they have been experiencing a lot of shoplifting. I ask you what else can you return but a decision of guilty?" (1 Concurrency)
158. A respected Canadian computer programmer says the U.S. government ended financing for a computer security project he was working on after he made remarks in the Canadian press critical of the American military. (2 Post Hoc)
159. Jones: "Any states that impose the death penalty for crimes should remove it. I don't believe in capital punishment."  
Smith: "But a majority of the public favors the death penalty for major crimes."  
Jones: "A majority of the public in the last century supported slavery. That didn't make slavery right. Capital punishment is not right, either." (0 No Technique)
160. Chairman of the U.S. Senate Armed Forces Sub-Committee: "Military spending is out of control. Consider this – screwdrivers at \$22 apiece that sell for \$2.95 at Sears and hammers at \$34 that sell for \$5.95 at K-Mart." (3 Selected Instances)
161. Budweiser says, "Know When to Say When." Drink a Bud now! (8 Non Sequitur)
162. If you want to buy tickets to the next Olympics in Atlanta, make sure you take your Visa card because the Olympics don't take American Express. And if you want to eat Southern Fried Chicken at Shecky's in Atlanta, bring your Visa card because Shecky doesn't take American Express. (3 Selected Instances)
163. Appearing before a Senate subcommittee on organized crime, the alleged organized crime leader took the fifth amendment many times, saying "I refuse to answer on the grounds that the answer could incriminate me." Senator Claghorn claimed that the fact that the witness hid behind the fifth amendment so many times proved he is guilty of the charges against him. (8 Non Sequitur)

164. Clinton's Presidency has been a disaster. Interest rates are up, which slows down the economy. America has less respect around the world. Peace is no closer in Bosnia and Somalia. He will answer for all this in the next election. (3 Selected Instances)
165. Of course George Bush was the cause of the positive Republican outlook in this country. Ever since he left office, Republicans have become increasingly angry with the national government. (2 Post Hoc)
166. When Isaac was writing programs for our company, our customer relations were the worst that we have ever had. We had negative reports from the field all the time. Now that Isaac is gone, our customers seem to like our sales force and our products a lot more. I'm glad Isaac left. (1 Concurrency)
167. From a political speech: "Democracy is based on the principle that if each person votes according to what is best for him, society will prosper." (6 Composition)
168. I suffered with a cold for five days. Finally I took some *Daytol*. Within a day the cold was better. Why don't you take some *Daytol* for your cold? (2 Post Hoc)
169. My mother told me that she was really impressed with the mathematicians she met at the conference in China in May. Boy, the Chinese people must be math whizzes. I wonder how they got that way? (4 Hasty Generalization)
170. I hope the Saints draft a defensive back from Miami. Miami's defensive backfield led the nation in interceptions last year. (7 Division)
171. The new Superintendent of Schools must be doing a great job. She has only been in office for six months, and student test results have risen by 8% already. (1 Concurrency)
172. Ad: "You deserve a more vibrant skin tone, higher energy level, and increased stamina. Drink Heinke Natural Fruit Juices." (8 Non Sequitur)
173. Susan took the SAT Prep Math class at Martin County High and then improved her previous SAT math score by over 100 points. It must have really helped. I'm going to enroll my son Steven this summer. (0 No Technique)
174. I would like to hire Maltese and Falcon as the last two members of our investment business. Maltese is an expert on short sales, and Falcon was the top bond producer in the state last year. They will make our company the best. (6 Composition)
175. "It looks as if the Saints football team has turned it around this year and will have a high-scoring offense for a change," said Kyle after the Saints' opening day 33-24 win over the Texans. (4 Hasty Generalization)
176. Your car is like an old friend. Just as you choose your friends carefully, so should you choose your car wisely. Come to Downtown Dodge and we'll help you with that choice. (5 Faulty Analogy)
177. A doctor told Celtics basketball star Reggie Lewis he didn't have a heart problem, and two months later he dropped dead. Why should I give my hard-earned money to a doctor whose opinion might be wrong? (4 Hasty Generalization)
178. The schools in Louisiana seem to be very dangerous at the present time. Just look at the recent slayings at Booker T. Washington, Slidell High, and Destrehan High. (3 Selected Instances)

179. Every second counts when a burglary, fire, or medical emergency occurs. And no one else makes those seconds count like Blink's Home Security. (8 Non Sequitur)
180. The explosion happened while Judd was in the chemistry lab. I told you he should have never been allowed in that lab. He doesn't even have the ability to mix oil and vinegar. (1 Concurrency)
181. Politician: "Sam Vandance and Paula Perceptive, two of the nation's leading economists, say that my opponent's economic plan means higher taxes and bigger deficits. My way is better." (3 Selected Instances)
182. There has been a great deal of talk about a tax on energy or consumption as a way of reducing the nation's deficit. Whether a tax on energy – and its effects on economic growth – would be better than a broader-based consumption tax that would also affect imports but not hurt American industry in global markets is debatable. (0 No Technique)
183. Hand-picked leaders of each of the world's top religions – Catholic, Jewish, Muslim, Hindu, Buddhist, Sikh, and Baptist – are meeting for the next two weeks to discuss issues related to peace. This group should be able to come up with some far-reaching decisions. (6 Composition)
184. Everybody said that Thurgood Marshall was a champion of the small and down-trodden. But Justice Marshall was a member of some of the most conservative Supreme Courts that ever existed in the nation's history. He could not have been a liberal coming from that type of Court. (7 Division)
185. Nobody can find our network problem, but I know whose fault it is. We were running all right until we installed that DummoX concentrator. Right after that we began having glitches and downtime. (2 Post Hoc)
186. Mary and Alice are going right out to buy the new album by the Puke Faces. Boy, I bet they sell a million of those CDs. (4 Hasty Generalization)
187. The political leaders of Brazil, Argentina, and Peru all govern predominantly Catholic countries. I'm sure that all three leaders will support our anti-abortion world-wide campaign. (5 Faulty Analogy)
188. Ron Armstrong has prepared himself for this promotion by going to school for three years at night, attending 16 different training workshops and working three major projects in the last three years. He deserves the opportunity to move to the next level. I say we offer him the job. (0 No Technique)
189. Sports editor of a national newspaper: "High-priced stars never get in shape or are always hurt. Just look at Barry Bonds with his pulled hamstring muscle and Mark Prior with his bad hand. Superstars are a waste." (3 Selected Instances)
190. Both Nike and Reebok are located right in the heart of the manufacturing district. Nike is dead set against moving its operation to Mexico. How do you expect Reebok to make such a move? (5 Faulty Analogy)
191. From an automobile ad: "Robots are useful. Human beings, however, are indispensable. Colonel Motors is changing the way it builds cars, and it's helping the people who work there change with it. Machines can't take pride in their work. Colonel Motors workers can and do. Buy Colonel Motors cars; they're the best." (8 Non Sequitur)

192. National economic adviser Ronald Epstein: "The African nations will be a world-wide economic force by the year 2010. Just look at South Africa and Zimbabwe. They already control world markets in diamonds and platinum." (3 Selected Instances)
193. The Saints preseason was great, then they won five in a row. Clearly it's good to get a winning start during the preseason. (2 Post Hoc)
194. One parent to another: "Joseph Stalin High School has the highest rated political science department, the highest rated economics department, and a successful agriculture program. It must be the best school in the county." (6 Composition)
195. Most people favored the taste of our gravy over Heintz. Try Mama's Old Style Gravy. (3 Selected Instances)
196. After Ronald Reagan, a Republican, was elected, the Soviet Union collapsed. We should elect another Republican. (2 Post Hoc)
197. Mark Twain: "I joined the Confederate army in Missouri at the beginning of the Civil War. Four months later I ran away ... and the Confederacy fell." (2 Post Hoc)
198. In her four years as governor, my opponent has raised taxes on cigarettes and hotel rooms. Yet she claims she has not used taxes to balance the budget! (3 Selected Instances)
199. *Laptop Computer* magazine rated our laptop computer tops in its class. Our desktop model earned the "Editor's Choice" award from *Desktop Computing* magazine. And *Business Computing* magazine rated our new minicomputer "Buy of the Year." We have a computer to fit any price range. (0 No Technique)
200. The principals at Rocking Elementary and Horse Middle Schools were really complaining about their budget printouts this morning. They were all messed up. I'll bet all 96 schools have fouled up budgets. (4 Hasty Generalization)
201. Ever since Dr. Cosmo became the curriculum director, our school district has had a shortage of funds from the state department. We should be looking for a new curriculum director. (1 Concurrency)
202. It's election time. My opponent says he's against taxes but he voted in 1995 to raise your property taxes. He says he's against crime but he voted against the 1996 bill to raise the penalty for robbery. I'm against taxes and crime and you can rely on me. (3 Selected Instances)
- 
203. Nolan Richardson is another one of those black basketball coaches like John Thompson. Nolan must also be loud and obnoxious, and his team probably plays slowdown basketball. (5 Faulty Analogy)
204. Let's hire Ms. Rogers for our company. She formerly worked for the Welch Group, which was the top producing business in all of Kansas City. (7 Division)
205. Right after the Israelis vacated the West Bank, the whole weather pattern changed here in the Middle East. We now have plenty of rain and nice cool days. I wish they had pulled out earlier. (2 Post Hoc)
206. Some books are like a mirror into your soul. When you read those books intently, they touch you deeply. Similarly, when you meditate fervently, you are also touched at a deep level. (0 No Technique)

207. President Clinton's Health Care Plan must be good for our economy. Ever since he proposed the idea, the economic production of United States industries has moved steadily upwards. (1 Concurrency)
208. Your eyes are beams into your very self. They deserve to be cared for and highlighted. Clairol Eye Shadow provides them with the perfect accent. (8 Non Sequitur)
209. I'm looking forward to meeting Don McBride, our new manager of technical operations. He has been working for MicroDyne, the leading computer software company in the Northeast. I'm sure we will learn a lot from him. (7 Division)
210. Snickers sponsored this year's Special Olympics. If Snickers cares that much about the Special Olympians, think how much care they must take in making a healthy candy bar. (8 Non Sequitur)
211. Yes, my knees have been hurting since I began those leg weight workouts. But they are part of the FirmBody plan that has built up all of the Mr. and Ms. Body champions of the past three years. I'm sure the workouts are OK. (7 Division)
212. Margaret Haskins has taken the toughest courses available in computer programming, creative writing, and expository speech. She's going to be the best lawyer we have ever hired. (8 Non Sequitur)
213. Of course women make the best executives. The last four annual winners of the best marketing campaigns have had women as their company presidents. (1 Concurrency)
214. Robert Malthus is one of the loudest, most crude human beings that I know. He cannot possibly know anything about investments. I will not listen to his advice. (8 Non Sequitur)
215. Right after Martha Ferkol joined our company, the charges of unethical conduct tripled for the next three months. It's too bad we made a commitment to such a devious woman. (2 Post Hoc) (Concurrency?)
216. I can hardly wait for July to get here! We have hired that chemical company Vice President who is such a super leader. And we have the outstanding budget director from Honda of Florida coming in. Plus, our new sales director from Amway International. We should really jell this summer! (6 Composition)
217. The chemist at Urbane Labs tested a new cold remedy on hundreds of people. He then reported to his boss: "This product is below average in its ability to curb nasal drip. I think we should reject it." (0 No Technique)
218. When I drove my car into the Quick Oil Change place on 98th Street, it was running just fine. After my oil change and lube, the car was missing badly and the oil light was blinking on. Quick Oil must have done something bad to my car. (0 No Technique)
219. The Auburn Tigers won all eleven games they played last year. Tigers are tough. Our Clemson Tiger team is sure to go undefeated this year. (5 Faulty Analogy)
220. Just before my latest illness, my doctor told me that steroids could help my condition, but they had several negative side effects – highly-charged emotions, swelling of the feet, shortness of breath, and reduced sexual drive. I decided not to take steroids. (0 No Technique)



221. Wow, the new School Board voted at its first meeting to reprimand the Superintendent for some of her recent decisions. The Superintendent can expect nothing but trouble from this Board. (4 Hasty Generalization)
222. Roger is one of the most polite and considerate people I have ever met. I found out that he is from Minnesota. That new girl in the office is from Minnesota too. I can't wait to work with her. (5 Faulty Analogy)
223. My friend Roger and his teammate Phil are both super racquet ball players. Roger is pleasant and gracious. I'm going to ask him to fix Phil up with my best friend Jennie. Phil has got to be a super guy too. (5 Faulty Analogy)
224. If we can get Ramona as our advertising manager, our computer sales should increase dramatically. Ramona is now part of the Wizard Wonders ad company that took General Foods to the top of the sales charts last year. (7 Division)
225. Tourist after visiting Paris for a week: "The French people are rude and abrupt. They do not care about other people. I don't even want to see the rest of France." (4 Hasty Generalization)
226. Every member of the United States college all-star team is an All-American player. So I know they'll defeat the professional champions in the exhibition game. (6 Composition)
227. You wonder why I believe in astrology? Well, last week I called one of those 900 numbers and the counselor checked my chart and said I would have good fortune soon. And yesterday I won \$25 in the state Lotto contest. (2 Post Hoc)
228. Hans must be a good student because it is well known that Germans are good students. (7 Division) (Faulty Analogy?)
229. I wouldn't take the examination if I were you. Remember, today is Friday the 13th! (1 Concurrency)
230. A consumer was armed with statistics from *Consumer's Guide* on the strong performance of Volvos. However, he abandoned his plans to buy a Volvo when he heard a horror story about his friend's Volvo. (4 Hasty Generalization)
231. Pride is a deep and powerful emotion. So is love. Just as you need to cherish your love, you need to protect your pride. (5 Faulty Analogy)
232. George Washington, basketball star Shawn Camp, and corporate president Randy McNally all have risen to prominent positions without a college education. A college education is simply unnecessary to equip a person for success in life. (3 Selected Instances)
233. Whenever you need to reach out and touch someone, your passion and concern for them must come through. Reach and touch someone with Passion Flower perfume from Loreal. (8 Non Sequitur)
234. Letter to a newspaper advice columnist: "I went out with Susan for a year but she broke off our relationship. Then I dated Mary for six months until she dumped me. The vast majority of women are not interested in a sincere, hardworking guy with only average looks." (4 Hasty Generalization)
235. The teacher said the class is doing excellent work. So I should get a good grade. (7 Division)

236. Smith: "I've got a cold and you gave it to me."  
 Jones: "What do you mean?"  
 Smith: "You coughed on me all during lunch yesterday and today I'm coughing too."  
 (0 No Technique)
237. George Washington warned this nation against foreign alliances. So the president should not attend the upcoming conference in Europe. (8 Non Sequitur)
238. Lawyer arguing to a jury for damages to the parents of a child who was killed in an accident: "Since my clients have lost a *whole* child, I ask you for *whole* justice, not part justice. This was a million-dollar little girl. Give them all of her. *I want it all for them!*" (5 Faulty Analogy)
239. Ad: "The new Pontiac-GMC Division has already struck gold. In the recent J.D. Power Appeal Study, the Pontiac-GMS Division captured four 'Most Appealing' Awards. This is out of eleven such awards given." (3 Selected Instances)
240. Mary Alice lives over in Pleasure Estates with all of those other rich, snooty kids who think they are better than everyone. I don't even want to meet her. (7 Division)
241. The Florida Marlins have been awesome in the first 12 games of spring training baseball. It looks as if they are a shoo-in to win their division this year. (4 Hasty Generalization)
242. Fran Tarkenton was the greatest passer of all time until Dan Marino broke most of his records. Tarkenton has built a huge business for himself in the personal consulting world. Let's get Marino tied up to a long-term consulting contract right now. He can't miss. (5 Faulty Analogy)
243. We all seek connection with a power greater than ourselves. We want hope for the future. We long to know that we are loved. Find your love and your connection to God. Come to United Church of God. (8 Non Sequitur)
244. Republican presidential candidate in a radio address: "Teenage drug use has increased under this Democratic administration. It will be a tough battle, but we can reverse this trend and lower drug use, as happened during the previous Republican administrations." (1 Concurrency)
245. The first time I went to Disney World, I caught chicken pox. The second time I went to Disney World, I fell and broke my ankle. The next time I went to Disney World, I had a sunstroke. Going to Disney World is hazardous to your health! (1 Concurrency)
246. General Motors. IBM. A.T.&T. Intel. What do these giant companies have in common? They all rely on Cullen and Smith for their investment counseling. Shouldn't you depend on Cullen and Smith also? (3 Selected Instances)
247. From now on, I'm going to use *Aflin* when I have a cold. After suffering with headaches, congestion, and sneezing for three days, I finally took some *Aflin* and my cold was gone the next day! (2 Post Hoc – not a "no technique" because the cold may have gone away on its own after three days)
248. After Howard left the team, we got numerous donations to pay for needed equipment. I wish Howard had left last season. We could have used the money. (2 Post Hoc)

249. She's always talking about answering bold or cautious. She must play Propaganda. (0 No Technique)
250. You can be sure that your new puppy will be a champion one day. He comes from a long line of great show dogs with equally long pedigrees. (7 Division)
251. Ferd: "Gore will definitely win the presidential election."  
Nerd: "How can you be so sure?"  
Ferd: "Well, Bush is too old; Perot is too short; and Monica wasn't his intern."  
(3 Selected Instances)
252. On the first day of school, I ripped my pants, and a kindergarten kid threw up on me. This is not going to be a good year. (4 Hasty Generalization)
253. Ever since I broke my ankle last year, I have been having problems with it. Two months ago I sprained it, and three weeks ago I twisted it. Now yesterday, I hurt it again. (0 No Technique)
254. Looking down her roster the first day of class, the teacher recognized one last name. She asked Sarah Gulf to stand. "Do I know you?" asked the teacher. "No, but you had my brother in class last year." "Ah, yes, that's it. Well, then I am looking forward to teaching you this year. You must be hard-working and intelligent, too." (5 Faulty Analogy)
255. Palm Beach County is the best at academic games. Just look: last year we won Elementary LinguisHTIK, Middle Presidents, and Senior Propaganda. (3 Selected Instances)
256. Anita Freedman and Elise Wells are both awesome tennis players. I bet if they competed in the doubles competition, they would win. (6 Composition)
257. A candidate for reelection: "When I first came into office, our economy was a mess. The murder rate was high, crime was running rampant, and unemployment topped the charts. Now that I am in office, the murder rate has fallen 10%, crime has been reduced by 25%, and employment has risen 3%. I plan on working hard to keep these trends going. All I need from you is reelection to office so that I can continue our success!" (0 No Technique)
258. Dining at the Ritz Restaurant is very expensive. People who eat there must get the best service. (8 Non Sequitur)
259. Of course we had to fire Teresa Perone. She was our director when the financial mess was discovered in the Accounting Department. (1 Concurrency)
260. After the Hendrix racing team switched to Quaker State Motor Oil, they finished first and second in the Winston Cup Standings. (2 Post Hoc)
261. Campaign manager speaking: "We are sure to win this New Jersey election. The first three counties that we have visited have been overwhelmingly in support of us." (4 Hasty Generalization)
262. Maria was the best swimmer in the county last year. She was on the All-State Swimming Team. Let's vote for her for Class President. (8 Non Sequitur)
263. There are more churches in New York City than in any other city in the nation, and more crimes are committed in New York than anywhere else. So, if we are to eliminate the criminal, we must abolish the church. (1 Concurrency)

264. Jack Nicklaus, from Dublin, Ohio, has been the greatest golfer ever to play the game. Here comes another golfing Dubliner, Mel Bergin. Mel is going to set the golfing world on its ear. (5 Faulty Analogy)
265. Customer to architect: "I want to be sure of getting the best. I want you to design me a house with the best features of Dutch, colonial, Georgian, ranch style, and contemporary." (6 Composition)
266. Did you hear the Boston Pops play on July 4th? They are incredible! I cannot wait until this summer when three of their musicians are coming to perform for us at camp. They will be outstanding. (7 Division)
267. Let's get Billy from the Warriors, plus Marcos from the Pistons, and Reggie from the Lakers. They are the three highest scorers in our Youth League. With them together, we will be unbeatable. (6 Composition)
268. Ad: "When your colleagues talk about your organization, they're really talking about you and your ability to lead. That's why you should be reading *Harvard Business Review*." (8 Non Sequitur)
269. Right after Republican Dan King was put into office, Hurricane Greg hit the East Coast. After Republican Elise Hanson was elected, an earthquake measuring 6.7 hit California. There is no way that I'm going to vote for a Republican in the upcoming election; I don't want another natural disaster. (2 Post Hoc)
270. Re-elect Hunley? You have to be kidding. While he was in office, the economy took a nosedive, and we were in a recession before we realized what was happening. There is no way I'm going to let that happen again! (1 Concurrency)
271. Teachers and students share a common need. They both need some relief from one another every once in awhile so they can rest and come back refreshed. (0 No Technique)
272. Visit West Virginia. It has the most beautiful scenery in the country. Look at Florida – no mountains, just flat lands. And look at New York – so busy that you'll get dizzy. West Virginia is just right, with mountains to set the scene and a relaxed atmosphere to soothe your soul. (3 Selected Instances)
273. I originally wanted to attend UCLA after graduation from high school. I changed my mind after a Saturday morning tour of the campus. The admissions director seemed to be in a hurry and didn't have time to answer all my questions. One student I met in the student union was very rude, and the campus police placed a ticket for illegal parking on my car. I'll never attend UCLA. (4 Hasty Generalization)
274. Beth and Mike's first daughter has been a real pleasure as a baby. I really enjoyed baby-sitting with her. They just had a second daughter. I can't wait to sit for her. (5 Faulty Analogy)
275. Andrea is a phenomenal violinist. I heard her play last season, and she astounded me. Then this season, I heard Jennifer play the piano in her annual benefit performance. Her music gave me chills! I can't wait for them to play together; it will definitely be a monumental event. (6 Composition)
276. The Westview Soccer Association is the best league in the state. Richard, our new forward, played in that league last year. We are bound to win the district championship with him on our team. (7 Division)

277. As I drove my Jeep Cherokee toward my office, a portion of the street collapsed under my vehicle. I hope the city doesn't charge me for repairs to the street. I never knew my car was that heavy. (1 Concurrency)
278. The Chicago Cubs are pushing Kerry Wood as one of the best pitchers in baseball. They highlight his 19-strikeout game and the fact that he has pitched three near no-hitters in his career. (3 Selected Instances)
279. Ad: "We know you work hard to provide what's best for your family: long days, overtime, and sometimes, even weekends. We also know that you want your children to have a healthy diet. So here at Health Heart Foods, we put a little bit of heart and health into each one of our frozen entrees. Buy one today." (8 Non Sequitur)
280. A new highway was built through our rural community. Soon land values soared. New buildings went up everywhere, and we even got three new shopping malls. I hear they're planning a new highway next year near my home. I suggest you invest in land now. You'll be rich. (2 Post Hoc)
281. Hey, our school test scores sure went up this year. Our new principal has caused a big change in our students. (1 Concurrency)
282. Since you love pineapple, sausage and celery, why not put them together on your pizza? That'll surely be great! (6 Composition)
283. I met Mrs. Gallant, a teacher at West Bring Academy, and she was so helpful. Then, when I went to East Lakes School, I met Mr. Lance, and he did everything he could to get rid of me. He was just too busy to answer my questions. Well, that settles it. My little Johnny is definitely going to West Bring Academy. I don't want him going to a school where the teachers have no time for him. (4 Hasty Generalization)
284. I love Heinz Ketchup. It is my favorite topping for hotdogs and hamburgers. Heinz also makes baby food. I'm going to get that for my new daughter. If Heinz makes it, it will be delicious. (5 Faulty Analogy)
285. The movie *Blockbuster* earned over \$100 million. You could not even get a ticket for the first two weekends. We have got to buy the cool Cadillac convertible shown in the opening scenes. (8 Non Sequitur)
286. Three football players from schools with the top-ranked teams in our county transferred to our high school this year. They include a quarterback, a running back, and a wide receiver. We will certainly win our division this year. (7 Division)
287. I never forget our anniversary date. It is November 22, the same date as President Kennedy was shot. (0 No Technique)
288. Joey was walking past room 213 when the teacher stepped out of the room, saw the stain on the carpet, and shouted at Joey, "What did you spill on this carpet?" (1 Concurrency)
289. Ad: "Eight in ten users of Miracle Cure are rid of their colds within two days." (2 Post Hoc)
290. Democrats have always stood up for the little guy. We can be sure that they will increase Aid to Dependent Children. (8 Non Sequitur)

291. The Subaru SUV is at the top of the heap. We were selected by the New Hampshire Auto Association as the top SUV in our class. We also won the smartest new SUV design by the Midwest Auto Mall Dealers. You need to come look at the Subaru SUV today. (3 Selected Instances)
292. Judging by this round, people who write Propaganda questions are Democrats. (4 Hasty Generalization)
293. Sign at an anti-war rally: "Bush is to Christianity as Osama is to Islam." (5 Faulty Analogy)
294. I'm so excited that I have Patricia Hughes in my class this year. Two years ago, I had her brother, Kevin. He was such a pleasure and always willing to help those who were having trouble. Patricia's help will be great this year. (5 Faulty Analogy)
295. Ad for the Ohio State University Medical Center: "At Ohio State, we're known for our championship team. And our football team is pretty good, too. On our championship team, you'll find leading-edge researchers, nationally-recognized doctors, nurses, teachers, and some of the nation's brightest medical students all within walking distance of each other. Everyone here is focused on a single goal: improving the lives of our patients." (6 Composition)
296. The Democratic party is corrupt. Pam Smith appears to be an attractive candidate. However, she's a Democrat. So I'm not voting for her. (7 Division)
297. Donald Rawls has been part of the pastoral staff at Willow Creek Church near Chicago for the past 12 years. Willow Creek is one of the three largest and fastest-growing churches in America. We need to hire him as our new pastor. He will be just what we need for our struggling church. (7 Division)
298. Every action has some goal or meaning. Therefore, life as a whole must have some goal or meaning. (6 Composition)
299. Since George W. Bush was elected President of the United States, global terrorism escalated to new heights. I knew that we should not have elected Bush. (1 Concurrency)
300. In less than a week, MoveOn members in the United States and around the world gathered over a million petition signatures to deliver to the members of the United Nations Security Council. Our message was simple: "The U.N. Security Council should back tough inspections, not war." We delivered the petition in a press conference at the U.N. And it appears that we had an impact – the United States and Britain abandoned their push for a second resolution because they could not get the necessary votes. (2 Post Hoc)
301. Political ad on television accompanied by pictures of the criminals mentioned: "Devon Manson, Paul Zarella, Simon Smith, Lex Luthor – all these criminals committed murder or rape after being released on bail by Judge Morris Reed. Vote for Mary Jenkins for judge. She'll keep arrested criminals behind bars." (3 Selected Instances)
302. Ad: "Rogaine goes to the root of the hair and, for some people, helps it to grow." (3 Selected Instances)
303. Student in a music store: "I like this group's new single. So I'm sure that the entire CD will be just as good. I think I'll buy it." (6 Composition)

304. Roger Campbell, Malcolm Muggeridge, and Robyn Renfro have all agreed to join us in producing our new Personal Growth seminar. They have each put together their own fantastic seminars, and each is a star speaker. Our new seminar is going to be incredible. (6 Composition)
305. I know they said that the vote on the new School Board tax was going to be close. But I am helping with the telephone poll, and my first four callers were all in favor of the tax. We are going to win the new tax easily. (4 Hasty Generalization)
306. At Fresno State University, security was heavy for an academic environmental conference. The reason? The conference addressed "revolutionary environmentalism" and participants included former members of militant environmental and animal-rights organizations that have been linked to fire-bombings, vandalism, and other acts of so-called eco-terrorism. Steve Best of the University of Texas, who spoke at the conference, said, "Fresno State is the most courageous university in the country for holding this conference. Throughout history, property destruction and civil protest has been part of our heritage. If you have a problem with that, you have a problem with the Boston Tea Party." (5 Faulty Analogy)
307. Academic Games coach to player: "You did very well last year at the regional tournament and you were fifth overall at the national tournament. I know you're nervous about this year's tournament, but I think you'll do fine." (0 No Technique)
308. The sergeant at the nuclear missile base in the Arctic sees blips on his radar screen. He calls the captain over and tells him: "Looks like missiles headed this way from the north." The captain tries to call headquarters to report the incident but is told the call won't go through. The captain tells the sergeant, "The missile attack has knocked out our telephone system. This is no drill. Give the order to fire our missiles at the enemy!" (1 Concurrency)
309. For three of the last five years, hurricanes struck the United States within one week after school started here in Florida. This year, the School Board voted to start school two weeks earlier so that we could finish the first semester by Christmas. Watch the hurricanes come earlier this year. (2 Post Hoc)
310. Equations player to her teammate at the next table: "I just won the first two shakes in five minutes. I'm going to win this match and make it to the playoffs." (4 Hasty Generalization)
311. Ad: "The U.S. Dream Team won the basketball gold medal at the 1992 Olympics. Our dream team will install a new computer network in your office and maintain it for three months. Contact Dream Networks today." (5 Faulty Analogy)
312. Most of the computers in our new computer lab have trouble running our latest Math software. Somebody probably messed up installing that software. (8 Non Sequitur)
313. Student to a teacher after taking a test: "You alternated two forms of the test. You gave me Form B. I noticed when I turned in my test that the first three students to turn in their tests all did Form A. So Form A was easier than Form B. You should give all of us who had Form B some bonus points." (4 Hasty Generalization)
314. Fan at a baseball game: "The Yankees are an arrogant team of selfish millionaires. I wouldn't trade for one of them, not even Derek Jeter." (7 Division)

## Propaganda Examples – Section E Grouped by Technique

### 0. No Technique

1. "This land is your land, this land is my land. From California to the New York Island. This land was made for you and me." (0 No Technique – song lyrics)
2. Karen Balentine is a 38-year old first vice-president at E. F. Hutton and Company and one of the distinguished women in investment banking. Karen was a college student whose family offered to reimburse her if she shed her jeans for a more ladylike wardrobe. Her salary is somewhere in the vicinity of a quarter of a million dollars annually. (Not Post Hoc)
3. Amy won the Middle Division Equations championship last year as a seventh grader. This year as an eighth grader she should be one of the top players in Middle Division again. (Not Post Hoc or Faulty Analogy)
4. Crack is one of the most dangerous drugs ever to hit the streets because it is so cheap and can kill anyone. Don't let your child be unaware of the dangers of crack. Ignorance could kill him. (Not ???)
5. I think that Charles "the Jerk" Martin should be sidelined for as long a time as Jim McMahon is. After all, McMahon is out of action because of an injury suffered after an obviously illegal and deliberate body slam administered by Martin. (Not Faulty Analogy)
6. You haven't hit the target yet. But don't give up. (Not Non Sequitur)
7. A biology teacher speaking: "Even though we can learn much about living animals by dissecting a worm, it is also important for us to study the insides of a dog, for a dog, like a human, has a backbone." (Not Faulty Analogy)
8. I know that Ronny Smith plays on one of the worst teams in the NBA, but I think he is one of the most powerful players in the league. (Not Division)
9. She's always talking about answering bold or cautious. She must play Propaganda. (Not Non Sequitur)
10. Jones: "Any states that impose the death penalty for crimes should remove it. I don't believe in capital punishment."  
Smith: "But a majority of the public favors the death penalty for major crimes."  
Jones: "A majority of the public in the last century supported slavery. That didn't make slavery right. Capital punishment is not right, either." (Not Faulty Analogy)
11. Susan took the SAT Prep Math class at Martin County High and then improved her previous SAT math score by over 100 points. It must have really helped. I'm going to enroll my son Steven this summer. (Not Faulty Analogy, Not Hasty Generalization) ???
12. There has been a great deal of talk about a tax on energy or consumption as a way of reducing the nation's deficit. Whether a tax on energy – and its effects on economic growth – would be better than a broader-based consumption tax that would also affect imports but not hurt American industry in global markets is debatable.
13. Ron Armstrong has prepared himself for this promotion by going to school for three years at night, attending 16 different training workshops and working three major projects in the last three years. He deserves the opportunity to move to the next level. I say we offer him the job. (Not Non Sequitur)



**Propaganda Examples – Section E**  
**Grouped by Technique**

14. *Laptop Computer* magazine rated our laptop computer tops in its class. Our desktop model earned the "Editor's Choice" award from *Desktop Computing* magazine. And *Business Computing* magazine rated our new minicomputer "Buy of the Year." We have a computer to fit any price range. (Not Selected Instances)
15. Some books are like a mirror into your soul. When you read those books intently, they touch you deeply. Similarly, when you meditate fervently, you are also touched at a deep level. (Not Faulty Analogy)
16. When I drove my car into the Quick Oil Change place on 98th Street, it was running just fine. After my oil change and lube, the car was missing badly and the oil light was blinking on. Quick Oil must have done something bad to my car. (Not Post Hoc)
17. Just before my latest illness, my doctor told me that steroids could help my condition, but they had several negative side effects – highly-charged emotions, swelling of the feet, shortness of breath, and reduced sexual drive. I decided not to take steroids.
18. I never forget our anniversary date. It is November 22, the same date as President Kennedy was shot. (Not Non Sequitur)
19. Smith: "I've got a cold and you gave it to me."  
Jones: "What do you mean?"  
Smith: "You coughed on me all during lunch yesterday and today I'm coughing too."  
(Not Post Hoc)
20. Ever since I broke my ankle last year, I have been having problems with it. Two months ago I sprained it, and three weeks ago I twisted it. Now yesterday, I hurt it again. (Not Post Hoc)
21. A candidate for reelection: "When I first came into office, our economy was a mess. The murder rate was high, crime was running rampant, and unemployment topped the charts. Now that I am in office, the murder rate has fallen 10%, crime has been reduced by 25%, and employment has risen 3%. I plan on working hard to keep these trends going. All I need from you is reelection to office so that I can continue our success!" (Not Selected Instances)
22. Teachers and students share a common need. They both need some relief from one another every once in awhile so they can rest and come back refreshed. (Not Faulty Analogy)
- ~~23. Academic Games coach to player: "You did very well last year at the regional tournament and you were fifth overall at the national tournament. I know you're nervous about this year's tournament, but I think you'll do fine." (Not Selected Instances)~~
24. Principal at a school dance: "Whenever the DJ plays that song, the students 'dirty dance' like the people on the music videos. I'm going to make sure that he doesn't play it any more." (Not Post Hoc, Not Non Sequitur)
25. Until one year ago, I was really mixed up. Since then, I have been going to a group called Alateen. It has really helped me to straighten out my thinking. I recommend it to you. (Not Post Hoc)
26. Margie at a Thanksgiving meal: "Look, we all have our family together with us, we all have our health, none of us are in the poor house, we all have food on the table. Let's face it - we have a lot to be thankful for!" (Not Selected Instances)

**Propaganda Examples – Section E**  
**Grouped by Technique**

27. Senator Barry Goldwater: "I am bewildered by the lack of consistent policy in nutrition. We allow alcoholic beverages and cigarettes to be purchased with minor restrictions, yet impose different standards on other products (such as saccharin) whose removal from the marketplace may pose serious problems for some consumers." (Not Selected Instances because he has shown inconsistency)
28. Most crime is committed by adolescents. Most automobile accidents involve adolescents. Most of the lifelong habits that kill - smoking, drugs, and the use of alcohol - begin during adolescence. Adolescence is a danger time for any child, and a time of fear and frustration for most parents. (Not Selected Instances)
29. We had no pep rally and did no advertising before our last football game and almost no one showed up. If we do the same this time, we probably won't have a much bigger crowd. (Not Post Hoc, not Faulty Analogy)
30. The chemist at Urbane Labs tested a new cold remedy on hundreds of people. He then reported to his boss: "This product is below average in its ability to curb nasal drip. I think we should reject it." (Not Selected Instances, not Hasty Generalization)

Propaganda Examples – Section E  
Grouped by Technique

1. Concurrency

1. Every August my Uncle Frederick visits us here in Florida and my electric bill is the highest of any month in the year. I'm not going to let Uncle Frederick come this August. I need to save some money on my electric bill.
2. Who was standing across the street from the school when it caught on fire? Jeff Lang. Who was on 4th Street when the bank on 5th Street was held up? Jane Lang. Those Langs must be bad luck!
3. Burglaries in our town are always more numerous when the University is in session. It just proves what I've said for a long time – that the university has a lot of undesirable characters.
4. Non-smokers were found by one investigator to show greater social participation in organizations and to hold more offices than smokers. The investigator concluded that smoking was a cause of anti-social behavior.
5. The Nick Daniloff hostage situation was occurring right during the time that the stock market took its worst nosedive in history. My pocketbook surely wishes that Daniloff was released a lot sooner. Those Russians really messed up our stock market.
6. While taking therapy from the hypnotist, five White Sox players batted 50 points above their lifetime batting averages. We should hire a hypnotist to help our team.
7. The test scores of school children in the United States were highest when the Bible was taught in school. It is obvious that the removal of the Bible from the classroom has brought about the decline of education in America.
8. On three successive fishing trips, John wore his old battered felt hat and had amazingly good luck. On the fourth trip he didn't wear it and returned empty-handed. Now he won't think of going fishing without it.
9. When the team played Central High without Daugherty, they lost. When Daugherty played against East High, they won. It's plain to see that Daugherty is the reason.
10. My students have been reading *Scholastic Weekly* for six weeks, and their test grades have improved markedly. I'm going to tell the principal to order *Scholastic Weekly* for all classes. It raises grades.
11. From October to June when college is in session, the monthly auto accident rate in Kent is much higher than it is for the summer months. It is obvious that students are responsible for the high accident rate.
12. During the eight years of Ronald Reagan's Presidency, the economy set records for growth. Obviously the Republicans are the party we want to manage our economy.
13. Communism was born in Germany when Germany was predominantly Lutheran. So Lutheranism is responsible for Communism.
14. Each company that won this year's Top Business Awards was headed by a woman. So women must make the best Chief Executive Officers.
15. When Isaac was writing programs for our company, our customer relations were the worst that we have ever had. We had negative reports from the field all the time. Now that Isaac is gone, our customers seem to like our sales force and our products a lot more. I'm glad Isaac left.

**Propaganda Examples – Section E**  
**Grouped by Technique**

16. Tourist A: "Do you really believe that voodoo priest has supernatural powers?"  
Tourist B: "Of course, I do. Didn't you hear the thunder as he was performing the ceremonial chant?"
17. Citizen A: "Do you really believe Fedward was an incompetent governor?"  
Citizen B: "Of course. Look how the bottom dropped out of the oil industry during his term."
18. The lawyer argued to the jury: "When the East Street Bank burned, the defendant was employed as a clerk; when the Hilton suffered the worst hotel fire in this nation's history, the defendant was employed as a security guard. Now Perkins Department Store finds the defendant employed there as a clerk and they have been experiencing a lot of shoplifting. I ask you what else can you return but a decision of guilty?"
19. Our football team won its first six games. Then Paul went to the seventh game and they lost. I wish Paul would stay away from all future games.
20. The new Superintendent of Schools must be doing a great job. She has only been in office for six months, and student test results have risen by 8% already.
21. The explosion happened while Judd was in the chemistry lab. I told you he should have never been allowed in that lab. He doesn't even have the ability to mix oil and vinegar.
22. Ever since Dr. Cosmo became the curriculum director, our school district has had a shortage of funds from the state department. We should be looking for a new curriculum director.
23. President Clinton's Health Care Plan must be good for our economy. Ever since he proposed the idea, the economic production of United States industries has moved steadily upwards.
24. Of course women make the best executives. The last four annual winners of the best marketing campaigns have had women as their company presidents.
25. I wouldn't take the examination if I were you. Remember, today is Friday the 13th!
26. Republican presidential candidate in a radio address: "Teenage drug use has increased under this Democratic administration. It will be a tough battle, but we can reverse this trend and lower drug use, as happened during the previous Republican administrations."
27. Of course we had to fire Teresa Perone. She was our director when the financial mess was discovered in the Accounting Department.
28. The first time I went to Disney World, I caught chicken pox. The second time I went to Disney World, I fell and broke my ankle. The next time I went to Disney World, I had a sunstroke. Going to Disney World is hazardous to your health!
29. There are more churches in New York City than in any other city in the nation, and more crimes are committed in New York than anywhere else. So, if we are to eliminate the criminal, we must abolish the church.
30. Re-elect Hunley? You have to be kidding. While he was in office, the economy took a nosedive, and we were in a recession before we realized what was happening. There is no way I'm going to let that happen again!

**Propaganda Examples – Section E**  
**Grouped by Technique**

31. As I drove my Jeep Cherokee toward my office, a portion of the street collapsed under my vehicle. I hope the city doesn't charge me for repairs to the street. I never knew my car was that heavy.
32. Hey, our school test scores sure went up this year. Our new principal has caused a big change in our students.
33. Joey was walking past room 213 when the teacher stepped out of the room, saw the stain on the carpet, and shouted at Joey, "What did you spill on this carpet?"
34. Since George W. Bush was elected President of the United States, global terrorism escalated to new heights. I knew that we should not have elected Bush.
35. The sergeant at the nuclear missile base in the Arctic sees blips on his radar screen. He calls the captain over and tells him: "Looks like missiles headed this way from the north." The captain tries to call headquarters to report the incident but is told the call won't go through. The captain tells the sergeant, "The missile attack has knocked out our telephone system. This is no drill. Give the order to fire our missiles at the enemy!"
36. As an oil man, George W. Bush presided over many business ventures that failed. When he was president of the Texas Rangers, the team floundered. The Texas economy got worse while he was governor. I worry about our country with him as president.
37. I drove to Baton Rouge on Monday. On Tuesday I weighed two pounds less. On Wednesday I drove to Lake Charles. Thursday the scale registered a one-pound loss. Driving is an excellent way to lose weight.

Propaganda Examples – Section E  
Grouped by Technique

2. Post Hoc

1. After our Regional Sales Manager visited us last time, three of our fork lifts broke down and two of our best workers became ill for a week. Please don't invite the manager to our place again. We can't stand another series of problems.
2. Roosevelt was the president who started so many welfare programs and began pouring Federal dollars into the programs. Then segments of the American people began thinking the government owed them a living. That's why we have so many on welfare today.
3. In the 1990s our country experienced high unemployment. Now we have a lowering of the inflation rate. Unemployment must have caused the lowering of inflation.
4. Lurch won the cross-country race Tuesday, then got an A on his biology test Wednesday. He just won again today. So I'm expecting him to get an A on his English test tomorrow. (Not Faulty Analogy)
5. First Jerry Rubin comes to Kent State to speak. Then in a day or two riots break out. He's at the bottom of it.
6. Last year the Advertising Association of America conducted a year-long advertising campaign in newspapers and magazines calling for forest fire prevention. The results are pretty satisfying, for this year the damage done by forest fires has been cut by 10% over last year.
7. After the United States sent troops to Vietnam, the drug problem in this country increased considerably. This is just another effect of that evil war.
8. In 1969, man first reached the moon. The following winter was the worst ever for cold and snow. I suggest that further moon flights be discontinued until man can show that he can control his weather despite what he does to the moon.
9. Our schools showed a dramatic increase in math and reading scores in grades 1 to 3 last year. That new superintendent they hired a year ago from Timbuktu has done a super job.
10. The Saints won all their pre-season games last year. Then they made the playoffs for the first time. Clearly it is good to get a winning start during the pre-season.
11. Ever since Howard Baker took over as chief of staff of the White House, the president's popularity has gone straight down.
12. In the fall of 1986, President Reagan campaigned in western and southern states for Republican candidates for the U.S. Senate. Then came the news of the Iran arms sales, the Contra diversion, the Wall Street crash, and the Persian Gulf confrontations – all bad news for Reagan. He should never have campaigned for those Senate seats.
13. Of course the Saints are having a winning season. Don't you remember that in September the Pope gave them his blessing?
14. Four years ago, right after Denton took office, many human rights bills were passed. Now, since Ferguson was elected a month ago, our state is in bad financial trouble. We should have stuck with Denton.
15. I suffered with a cold for five days. Finally I took some *Daytol*. Within a day the cold was better. Why don't you take some *Daytol* for your cold?

**Propaganda Examples – Section E**  
**Grouped by Technique**

16. My friend told me that his mother's picture fell off the wall in his home in Alabama and that his mother died in Alaska the next day. He says that his mother would still be alive had the picture not fallen.
17. The President and the Congress lowered the tax rate during the 1990s. Soon after, our Federal deficit increased greatly. We can't live with that type of administration. Our country will go broke.
18. Our daughter played with the Smith children during the summer, and now she is talking back and lying to me. They must be the cause of her behavior.
19. At one time, beauty parlor operators used sterile brushes and combs on each customer. Not now. At one time food service personnel wore gloves and hair nets to serve food. Not now. Is it any wonder we have an AIDS epidemic all over the world?
20. A respected Canadian computer programmer says the U.S. government ended financing for a computer security project he was working on after he made remarks in the Canadian press critical of the American military.
21. Of course George Bush was the cause of the positive Republican outlook in this country. Ever since he left office, Republicans have become increasingly angry with the national government.
22. Nobody can find our network problem, but I know whose fault it is. We were running all right until we installed that DummoX concentrator. Right after that we began having glitches and downtime.
23. The Saints preseason was great, then they won five in a row. Clearly it's good to get a winning start during the preseason.
24. After Ronald Reagan, a Republican, was elected, the Soviet Union collapsed. We should elect another Republican.
25. Mark Twain: "I joined the Confederate army in Missouri at the beginning of the Civil War. Four months later I ran away ... and the Confederacy fell."
26. Right after the Israelis vacated the West Bank, the whole weather pattern changed here in the Middle East. We now have plenty of rain and nice cool days. I wish they had pulled out earlier.
27. After Howard left the team, we got numerous donations to pay for needed equipment. I wish Howard had left last season. We could have used the money.
28. Right after Martha Ferkol joined our business, the charges of unethical conduct tripled for the next three months. It's too bad we made a commitment to such a devious woman. (Concurrency?)
29. You wonder why I believe in astrology? Well, last week I called one of those 900 numbers and the counselor checked my chart and said I would have good fortune soon. And yesterday I won \$25 in the state Lotto contest.
30. From now on, I'm going to use *Aflin* when I have a cold. After suffering with headaches, congestion, and sneezing for three days, I finally took some *Aflin* and my cold was gone the next day! (Not a "no technique" because the cold may have gone away on its own after three days)
31. After the Hendrix racing team switched to Quaker State Motor Oil, they finished first and second in the Winston Cup Standings.

**Propaganda Examples – Section E**  
**Grouped by Technique**

32. Right after Republican Dan King was put into office, Hurricane Greg hit the East Coast. After Republican Elise Hanson was elected, an earthquake measuring 6.7 hit California. There is no way that I'm going to vote for a Republican in the upcoming election; I don't want another natural disaster.
33. A new highway was built through our rural community. Soon land values soared. New buildings went up everywhere, and we even got three new shopping malls. I hear they're planning a new highway next year near my home. I suggest you invest in land now. You'll be rich.
34. Ad: "Eight in ten users of Miracle Cure are rid of their colds within two days."
35. In less than a week, MoveOn members in the United States and around the world gathered over a million petition signatures to deliver to the members of the United Nations Security Council. Our message was simple: "The U.N. Security Council should back tough inspections, not war." We delivered the petition in a press conference at the U.N. And it appears that we had an impact – the United States and Britain abandoned their push for a second resolution because they could not get the necessary votes.
36. For three of the last five years, hurricanes struck the United States within one week after school started here in Florida. This year, the School Board voted to start school two weeks earlier so that we could finish the first semester by Christmas. Watch the hurricanes come earlier this year.
37. Congressman speaking in the House of Representatives: "The Head Start program has a track record of success in helping kids in poverty. Children who participate in Head Start in the early grades are more likely to graduate from high school and commit fewer juvenile crimes. Because children in Head Start require less special education in school and don't break the law as frequently later in life, Head Start saves between two and four federal tax dollars for every dollar invested in the program. We must not dismantle Head Start."



Propaganda Examples – Section E  
Grouped by Technique

3. Selected Instances

1. I know LSU will win its conference this year. Their defensive unit, won national recognition last year. Billy Cannon won the Heisman Trophy. The coach, Paul Dietzel, went on to fame and fortune. You should bet on LSU, too.
2. What do you mean, my questions are too hard? Last week most of the players got numbers 3, 7, and 9 right.
3. A historian was a critic of the church. He argued that the church is the enemy of humanitarianism. "Consider the bloody crusades, the Spanish Inquisition, and the witch trials," he said.
4. "Teachers don't need more benefits," said the State Superintendent. "In California they have had a very respectable starting salary of \$23,500, and in Kansas their retirement plan is second to none."
5. Tom Barksome, a computer expert, said, "All home computers are junk. The Sinclair 1000 is worthless and the TRS-80 is trash."
6. A survey comparing the attitudes of business executives and college students was set up by heavily weighting the group of executives to include top corporate heads. The survey picked students at random, not picking leaders at all except by chance. Based on the answers, the conclusion was drawn that students would work with the Establishment.
7. Your family is weird. I met your sister, your father, and your cousin. They're all crazy.
8. The "gray market" for consumer goods in China must be very high because the Dell PC's offered for sale are brought into China under the gray market – models brought in without official permits from Washington. China, however, has a consumer market tightly controlled by its government.
9. After studying our space program in detail, I find the United States using space for communications satellites, space laboratories, weather forecasting, and scientific research. How can anyone think the United States wants to militarize space?
10. The Democrats will never win the Presidency this year," remarked the chairman. "Paul Simon, Dick Gephardt, and Al Gore are much too weak to be president."
11. A political scientist recently noted that the two most impoverished and starving nations on the face of the Earth, Sudan and Ethiopia, are both communist regimes. He emphatically declared that starvation and poverty are natural consequences of a communist form of government.
12. Editorial from world famous newspaper: "The world is rapidly becoming a dangerous place. Witness the attempt to murder the pope. Witness the murders in San Rafael of a judge and three others in the courthouse. Witness the abduction and murder of the Quebec labor minister. There may be no safety soon."
13. TV ad: "In the recent NASCAR trials, Mox cars won big. Mox Sport Coupe won in Class VIII; Mox Compact won in Class II; Mox Sedan won in Class V. This is clear proof of Mox's superiority."
14. "Only men are able to describe their own society through the novel," says literature professor Dumassky. "Just look at the list – Conrad, Fitzgerald, Capote – all men."

**Propaganda Examples – Section E**  
**Grouped by Technique**

15. Senator Masterson: "We need that nuclear power plant in our state. Why, Florida's power costs fell 10% in its nuclear plant. And New Mexico has had no safety problems with nuclear plants. Let's do it."
16. Which has more of the year's top movies – Showtime or HBO? Well, Showtime has *Robocop* and HBO doesn't; Showtime has *Outrageous Fortune* and HBO doesn't; Showtime has *Living Daylights* and HBO doesn't.
17. Sex discrimination is now a thing of the past in America: California, Oregon, and Washington have all passed the Equal Rights Amendment.
18. International political commentator who has much experience and knowledge: "None of the Russian republics will ever really break away from the Soviet Union. Just look at Kirgizia and Kazakhtan. They are clinging desperately to the Union for defense and economic support."
19. The *60 Minutes* program did an interview with a 133-year-old Russian woman. She admitted that she smokes two packs of cigarettes a day. The announcer concluded, "Who says cigarette smoking is bad for your health?"
20. Even young children can master the game of Propaganda. At the last tournament two students in Elementary Division made perfect scores.
21. President Bush: "I'm a little tired of hearing from Democrats that we have no domestic agenda. Our national drug policy is working, and our crime package is the most comprehensive in American history."—
22. Chairman of the U.S. Senate Armed Forces Sub-Committee: "Military spending is out of control. Consider this – screwdrivers at \$22 apiece that sell for \$2.95 at Sears and hammers at \$34 that sell for \$5.95 at K-Mart."
23. Most people favored the taste of our gravy over Heintz. Try Mama's Old Style Gravy.
24. If you want to buy tickets to the next Olympics in Atlanta, make sure you take your Visa card because the Olympics don't take American Express. And if you want to eat Southern Fried Chicken at Shecky's in Atlanta, bring your Visa card because Shecky doesn't take American Express.
25. The schools in Louisiana seem to be very dangerous at the present time. Just look at the recent slayings at Booker T. Washington, Slidell High, and Destrehan High.
26. Politician: "Sam Vandance and Paula Perceptive, two of the nation's leading economists, say that my opponent's economic plan means higher taxes and bigger deficits. My way is better."
27. Sports editor of a national newspaper: "High-priced stars never get in shape or are always hurt. Just look at Barry Bonds with his pulled hamstring muscle and Mark Prior with his bad hand. Superstars are a waste."
28. National economic adviser Ronald Epstein: "The African nations will be a worldwide economic force by the year 2010. Just look at South Africa and Zimbabwe. They already control world markets in diamonds and platinum."
29. It's election time. My opponent says he's against taxes but he voted in 1995 to raise your property taxes. He says he's against crime but he voted against the 1996 bill to raise the penalty for robbery. I'm against taxes and crime and you can rely on me.

**Propaganda Examples – Section E**  
**Grouped by Technique**

30. In her four years as governor, my opponent has raised taxes on cigarettes and hotel rooms. Yet she claims she has not used taxes to balance the budget!
31. George Washington, basketball star Shawn Camp, and corporate president Randy McNally all have risen to prominent positions without a college education. A college education is simply unnecessary to equip a person for success in life.
32. Ad: "The new Pontiac-GMC Division has already struck gold. In the recent J.D. Power Appeal Study, the Pontiac-GMS Division captured four 'Most Appealing' Awards. This is out of eleven such awards given."
33. General Motors. IBM. A.T.&T. Intel. What do these giant companies have in common? They all rely on Cullen and Smith for their investment counseling. Shouldn't you depend on Cullen and Smith also?
34. Ferd: "Gore will definitely win the presidential election."  
Nerd: "How can you be so sure?"  
Ferd: "Well, Bush is too old; Perot is too short; and Monica wasn't his intern."
35. Palm Beach County is the best at academic games. Just look: last year we won Elementary LinguisHTIK, Middle Presidents, and Senior Propaganda.
36. The Chicago Cubs are pushing Kerry Wood as one of the best pitchers in baseball. They highlight his 19-strikeout game and the fact that he has pitched three near no-hitters in his career.
37. Visit West Virginia. It has the most beautiful scenery in the country. Look at Florida – no mountains, just flat lands. And look at New York – so busy that you'll get dizzy. West Virginia is just right, with mountains to set the scene and a relaxed atmosphere to soothe your soul.
38. The Subaru SUV is at the top of the heap. We were selected by the New Hampshire Auto Association as the top SUV in our class. We also won the smartest new SUV design by the Midwest Auto Mall Dealers. You need to come look at the Subaru SUV today.
39. Political ad on television accompanied by pictures of the criminals mentioned: "Devon Manson, Paul Zarella, Simon Smith, Lex Luthor – all these criminals committed murder or rape after being released on bail by Judge Morris Reed. Vote for Mary Jenkins for judge. She'll keep arrested criminals behind bars."
40. What do you mean Propaganda is a hard game? Section D is an easy section. I'm sure you'll be able to learn the rest of the sections in no time.
41. Friend to neighbor: "John Adams, John Quincy Adams, Teddy and Franklin Roosevelt, Rutherford Hayes, and John Kennedy all went to Harvard and later became President. They were all great men and trusted leaders. I'm sending my son to Harvard so he can share in that legacy."
42. Clinton's Presidency has been a disaster. Interest rates are up, which slows down the economy. America has less respect around the world. Peace is no closer in Bosnia and Somalia. He will answer for all this in the next election.
43. Ad: "Rogaine goes to the root of the hair and, for some people, helps it to grow."

**Propaganda Examples – Section E**  
**Grouped by Technique**

44. A new study by the Environmental Protection Agency says that the nation's air, water, and land are cleaner and better protected than they were 30 years ago, though sprawl and air quality continue to pose challenges for the nation. But the survey's credibility was compromised by reports that the White House deleted information that pointed to climate change as a significant problem. The report also makes no mention of potential harm to humans and wildlife from pesticides and industrial chemicals, and it contains little data on environmental health risks that are especially threatening to children.
45. Democratic e-mail to supporters: "Remember when George Bush was trying to convince us he has a 'mandate' to dismantle Social Security? Turns out that even some members of his own party don't believe it. Republican Senators Olympia Snowe and Susan Collins have refused to endorse Bush's privatization scheme. Even one of Bush's top White House advisors was quoted anonymously today as concerned that losing on Social Security now will cause Republicans to lose Senate races next year. My question is: where's the vaunted Republican party discipline when they really need it?"

**Propaganda Examples – Section E**  
**Grouped by Technique**

**4. Hasty Generalization**

1. After observing the garbage problem in New York City for one weekend, a tourist was heard to remark, "I guess all New Yorkers throw their garbage out of their windows!"
2. My car stalled on the street the other day. Before I got going again, five cars passed by. Two were driven by adult males who swore at me. Another was driven by a woman who shouted, "You stupid idiot, why don't you learn how to drive?" The other two cars, driven by high school students, stopped and their young drivers offered assistance. This shows me that, contrary to all the talk you hear, students are a lot more decent than their parents.
3. No one on your school team is any good. I've seen Jones, Henshaw, and Riley. You can't get any worse.
4. Dr. Hargood selected a dozen Mars candy bars from the local store. His tests determined that six of those candy bars contained poison. He concluded that all Mars candy bars are potentially dangerous.
5. Everyone I talked to at Tony's Bar is against Clinton. I'm sure he won't be reelected.
6. A student has taken two courses in college. He has found them to be very difficult and not very interesting. He decides to abandon his studies and leave school.
7. The students at that school are very unfriendly. When we played football there, someone threw a rock at the bus.
8. Wholehog, a chemist, found a flaw in Plastic G-103, the first flaw he had seen from Company G. His recommendation was, "Do not purchase plastics from Company G."
9. After watching the Indians play five exhibition games, Hal said, "They're going to win the pennant this year."
10. Tom: "All blondes are dumb."  
Jim: "How do you figure that?"  
Tom: "Well, I've dated Jane and Terry and Kathy, and all three are dumb blondes."
11. Look, Joan, I saw that white South African policeman beat up the black demonstrator. White South Africans are just prejudiced.
12. The two golf courses we played in Florida were absolutely gorgeous. Florida must ~~have the most beautiful golf courses in the world.~~
13. I got inside the dorm and looked around. There was a couple making a nest on a sofa. There was a girl running around in a bikini. What kind of students does this university have? They're all wrapped up in sex.
14. All ten men who came into the store today to buy cigarettes bought "Camels." That proves it – men prefer "Camels."
15. Oregonians are especially cold people. On our first trip through there last summer, our two motel owners and one of our waitresses were very rude and abrupt.
16. James shoots his wife! Smith's daughter runs off with the band director! Adair sets fire to his store to collect insurance! For God's sake, what is this county coming to?
17. Melissa took her first art course in high school. She didn't like the teacher and was not satisfied with her year-end project. She vowed never to take another art course.

**Propaganda Examples – Section E**  
**Grouped by Technique**

18. George Bush got confused about the date of Pearl Harbor during a speech the other day. I don't know that much about him but if he can get confused that easily, he's not fit to be president.
19. Average citizen commenting on Russian events: "It won't be long before all of the Soviet Union is broken up. Lithuania is about to become an independent nation, and Moldavia is reuniting with Romania."
20. Daughter to mother on a shopping trip: "Mom, Pop Smart popcorn is the best brand to buy. I just switched from Butter Lite Popping Corn, and Pop Smart had no burnt kernels left in the very first bag!"
21. Teacher A talking to teacher B as they grade math tests:  
A: "Boy, the Einsteins are excellent math students!"  
B: "Is that so?"  
A: "Oh yes. My new students, Frick and Frack Einstein, got the first three questions on my math test correct."
22. Democratic voter in the Midwest: "Jerry Brown has just won the Democratic primary in Connecticut. He's sure to go on to be the next president."
23. My mother told me that she was really impressed with the mathematicians she met at the conference in China in May. Boy, the Chinese people must be math whizzes. I wonder how they got that way?
24. "It looks as if the Saints football team has turned it around this year and will have a high-scoring offense for a change," said Kyle after the Saints' opening day 33-21 win over the Texans.
25. A doctor told Celtics basketball star Reggie Lewis he didn't have a heart problem, and two months later he dropped dead. Why should I give my hard-earned money to a doctor whose opinion might be wrong?
26. Mary and Alice are going right out to buy the new album by the Puke Faces. Boy, I bet they sell a million of those CDs.
27. The principals at Rocking Elementary and Horse Middle Schools were really complaining about their budget printouts this morning. They were all messed up. I'll bet all 96 schools have fouled up budgets.
28. Wow, the new School Board voted at its first meeting to reprimand the Superintendent for some of her recent decisions. The Superintendent can expect nothing but trouble from this Board.
29. Tourist after visiting Paris for a week: "The French people are rude and abrupt. They do not care about other people. I don't even want to see the rest of France."
30. Letter to a newspaper advice columnist: "I went out with Susan for a year but she broke off our relationship. Then I dated Mary for six months until she dumped me. The vast majority of women are not interested in a sincere, hardworking guy with only average looks."
31. The Florida Marlins have been awesome in the first 12 games of spring training baseball. It looks as if they are a shoo-in to win their division this year.
32. On the first day of school, I ripped my pants, and a kindergarten kid threw up on me. This is not going to be a good year.

**Propaganda Examples – Section E**  
**Grouped by Technique**

33. A consumer was armed with statistics from *Consumer's Guide* on the strong performance of Volvos. However, he abandoned his plans to buy a Volvo when he heard a horror story about his friend's Volvo.
34. Campaign manager speaking: "We are sure to win this New Jersey election. The first three counties that we have visited have been overwhelmingly in support of us."
35. I originally wanted to attend UCLA after graduation from high school. I changed my mind after a Saturday morning tour of the campus. The admissions director seemed to be in a hurry and didn't have time to answer all my questions. One student I met in the student union was very rude, and the campus police placed a ticket for illegal parking on my car. I'll never attend UCLA.
36. I met Mrs. Gallant, a teacher at West Bring Academy, and she was so helpful. Then, when I went to East Lakes School, I met Mr. Lance, and he did everything he could to get rid of me. He was just too busy to answer my questions. Well, that settles it. My little Johnny is definitely going to West Bring Academy. I don't want him going to a school where the teachers have no time for him.
37. Judging by this round, people who write Propaganda questions are Democrats.
38. I know they said that the vote on the new School Board tax was going to be close. But I am helping with the telephone poll, and my first four callers were all in favor of the tax. We are going to win the new tax easily.
39. Equations player to her teammate at the next table: "I just won the first two shakes in five minutes. I'm going to win this match and make it to the playoffs."
40. Student to a teacher after taking a test: "You alternated two forms of the test. You gave me Form B. I noticed when I turned in my test that the first three students to turn in their tests all did Form A. So Form A was easier than Form B. You should give all of us who had Form B some bonus points."
41. Don't believe all those nice tourist brochures about Turkey! Turkey is a terrible place for tourists. My sister went there and had the most awful time!

**Propaganda Examples – Section E**  
**Grouped by Technique**

**5. Faulty Analogy**

1. Edgar is that boy who always answers the teacher's questions in class. Let's invite his sister, Elizabeth, to our party – we'll win the *Trivial Pursuit* game for sure.
2. A student in a ballet class was overheard saying, "Mona's sister has enrolled in my ballet class. Mona was a complete klutz, and I'm sure her sister will be, too."
3. Jim, who's a real brain in school, plays Propaganda. Howard also plays Propaganda. I guess he's smart too.
4. I greatly enjoyed Neil Simon's last movie. So you can be sure that his screenplay for *California Suite* will be just as good.
5. Sweden, the United States, and Italy all have Republican forms of government. They would make a good International Trading Bloc.
6. The pro-western rulers are on their way out in the Middle East. It's only a matter of time before the King of Saudi Arabia suffers the same fate as the Shah of Iran.
7. The most rational way of considering the human race today is to see it as the crew of a spaceship on which all of us, with a remarkable combination of security and vulnerability, are making our pilgrimage through infinity. And just as some pilgrims get to Mecca and some do not, so some of the race will get to the cosmic goal and some will not.
8. Ronald Reagan became Governor of California and President after a successful acting career. Clint Eastwood has a big future in politics also.
9. I'm really excited. Carl lifted weights all last fall and he made the number 1 wrestling team. I've been lifting weights all this fall. So I know I'll make number 1 as well.
10. Both Jordan and Libya are located right in the heart of the Middle East. Libya is dead set against any alliance with Israel. How do you expect Jordan to support an alliance with Israel?
11. The Patriots won the On-Sets competition. So they're the favorites to win Propaganda.
12. Police officers, who carry guns, are almost always considered good decent people. I think I'll carry a gun, and then I'll have the respect they have.
13. Jack graduated from Harvard and now earns over \$150,000 a year. Mark graduated from Harvard and earns \$200,000 a year. Joe Schmoe graduated from Harvard, so he must be earning in excess of \$100,000 per year.
14. McNuggets has a standing offer to hire all laid-off analysts and securities managers to work in their stores. "Anyone who has sold stock," said a vice-president, "can sell hamburgers. A grill is no different to work than a computer."
15. Kent State University is an educational factory. Factories exist for profit. Profit means exploitation. So if you're a Kent State student, you're being exploited.
16. Ad: "Crest is a vitamin? Well, vitamins help keep your body strong. Crest does the same for your teeth. Vitamins help sustain your body's health. So does Crest for your teeth. Vitamins build up your body's resistance to disease. Crest builds your teeth's resistance to cavities. Is Crest a vitamin? Yes, you might say so."
17. Jim ran a mile a day all summer long and made the basketball team. I'm going to start running now so I know I'll make the team next year.



Propaganda Examples – Section E  
Grouped by Technique

18. Fellow temperance workers, we know that the delicate membranes of the stomach are just like the delicate membranes of the eye, and if you want to see what alcohol does to the stomach, just pour some gin in your eye.
19. The Russian leader Gorbachev gave his people some freedoms, but he remained loyal to the Communist Party. Boris Yeltsin, the new Russian leader, can't be trusted. He'll be loyal to the Communists too.
20. Lithuania, Estonia, and Latvia are all former Soviet republics along the Baltic Sea. They should all be very successful as new independent nations.
21. One math teacher to another: "You use a calculator; yet you won't let your students use calculators."  
Other teacher: "I drink a beer now and again. That doesn't mean I let my students drink beer."
22. Ad: "Scotchgard on your windows protects your furniture and drapes from the harmful effects of the sun just as Aloe Vera protects your skin from the sun's harmful rays. To prevent sunburn, use Scotchgard on your skin."
23. Your car is like an old friend. Just as you choose your friends carefully, so should you choose your car wisely. Come to Downtown Dodge and we'll help you with that choice.
24. The political leaders of Brazil, Argentina, and Peru all govern predominantly Catholic countries. I'm sure that all three leaders will support our anti-abortion world-wide campaign.
25. Both Nike and Reebok are located right in the heart of the manufacturing district. Nike is dead set against moving its operation to Mexico. How do you expect Reebok to make such a move?
26. Lawyer arguing to a jury for damages to the parents of a child who was killed in an accident: "Since my clients have lost a *whole* child, I ask you for *whole* justice, not part justice. This was a million-dollar little girl. Give them all of her. *I want it all for them!*"
27. Nolan Richardson is another one of those black basketball coaches like John Thompson. Nolan must also be loud and obnoxious, and his team probably plays slowdown basketball.
28. The Auburn Tigers won all eleven games they played last year. Tigers are tough. ~~Our Clemson Tiger team is sure to go undefeated this year.~~
29. Roger is one of the most polite and considerate people I have ever met. I found out that he is from Minnesota. That new girl in the office is from Minnesota too. I can't wait to work with her.
30. My friend Roger and his teammate Phil are both super racquet ball players. Roger is pleasant and gracious. I'm going to ask him to fix Phil up with my best friend Jen-nie. Phil has got to be a super guy too.
31. Pride is a deep and powerful emotion. So is love. Just as you need to cherish your love, you need to protect your pride.
32. Beth and Mike's first daughter has been a real pleasure as a baby. I really enjoyed baby-sitting with her. They just had a second daughter. I can't wait to sit for her.

**Propaganda Examples – Section E**  
**Grouped by Technique**

33. Fran Tarkenton was the greatest passer of all time until Dan Marino broke most of his records. Tarkenton has built a huge business for himself in the personal consulting world. Let's get Marino tied up to a long-term consulting contract right now. He can't miss.
34. Looking down her roster the first day of class, the teacher recognized one last name. She asked Sarah Gulf to stand. "Do I know you?" asked the teacher. "No, but you had my brother in class last year." "Ah, yes, that's it. Well, then I am looking forward to teaching you this year. You must be hard-working and intelligent, too."
35. Jack Nicklaus, from Dublin, Ohio, has been the greatest golfer ever to play the game. Here comes another golfing Dubliner, Mel Bergin. Mel is going to set the golfing world on its ear.
36. I love Heinz Ketchup. It is my favorite topping for hotdogs and hamburgers. Heinz also makes baby food. I'm going to get that for my new daughter. If Heinz makes it, it will be delicious.
37. I'm so excited that I have Patricia Hughes in my class this year. Two years ago, I had her brother, Kevin. He was such a pleasure and always willing to help those who were having trouble. Patricia's help will be great this year.
38. At Fresno State University, security was heavy for an academic environmental conference. The reason? The conference addressed "revolutionary environmentalism" and participants included former members of militant environmental and animal-rights organizations that have been linked to fire-bombings, vandalism, and other acts of so-called eco-terrorism. Steve Best of the University of Texas, who spoke at the conference, said, "Fresno State is the most courageous university in the country for holding this conference. Throughout history, property destruction and civil protest has been part of our heritage. If you have a problem with that, you have a problem with the Boston Tea Party."
39. Ad: "The U.S. Dream Team won the basketball gold medal at the 1992 Olympics. Our dream team will install a new computer network in your office and maintain it for three months. Contact Dream Networks today."
40. Marissa McCurdy was a fantastic singer. She was the star member of our chorus and the lead soloist when we performed outside of school. I will never forget her. Her brother Marty is coming to school this year. I can't wait for him to join the chorus. I know he will be great.
41. Mr. Smith's pet boa constrictor has a red spot on his skin. Smith has had the snake for three years and has never seen him with a red spot before. Smith's good friend, Mr. Jones, has two ribbon snakes. He tells Smith that he should just ignore the red spot. Jones says that one of his snakes had a red spot once, and the spot went away on its own.

**Propaganda Examples – Section E**  
**Grouped by Technique**

**6. Composition**

1. I love to eat oranges. Celery always tastes great to me, and rice is one of my favorite foods. I think that I shall make a salad of all three. It will be delicious.
2. Our academic games team was put together after many competitions. Only the very best students were selected. Surely our team will win the national championship.
3. Earl Campbell and George Rogers are both excellent running backs. Our team should be unstoppable on the run.
4. The new President of the university intends to satisfy the demands of the students, the faculty, the administrative staff, and the board of trustees. The result will be a much stronger university.
5. Lubonavia is a very powerful country. So is Helvania. Together they could conquer the world!
6. The revised program of General Education at Forehan University represents the work of a committee of seven distinguished faculty members. The product is, of course, equally distinguished.
7. Did you know that President Hernandez has almost abolished crime in Urokey; President Mogambi has raised the Belibeeni national income 500%; Premier Pinski of Fingieria has cut his nation's unemployment to 1/2 of 1%. We ought to import all three to the U.S. They would form a fantastic cabinet and solve our national problems.
8. I want my new home to be a real showcase of the very best in architectural harmony and elegance. Consequently, I have instructed my architect to design it using the best features of Dutch Colonial, Georgia, and Ranch styles.
9. The Renegades have three of the top ten individuals in the final Propaganda standings. They must have won the team championship.
10. New Orleans Saints Bobby Hebert, Hokie Gajan, and Rickie Jackson are healthy and performing well. The Saints should win the division this year.
11. TV ad: "If you love ketchup and you love onions, you'll really love Heinz's new Ketchup and Onions."
12. Since all men are mortal, it follows that the human race must some day come to an end.
- ~~13. Ad: "Vitamite contains all the ingredients necessary for your daily energy requirements."~~
14. Clarins Moisture Magic has the best natural moisturizers, the best skin smoothers, and the best muscle toners. It is ideal for your body.
15. Customer to designer: "I want the best. I want you to design me a wardrobe with the best features of the French, Italian, and Japanese designs."
16. The aloe plant is widely known to help in the healing of minor cuts, scrapes, and burns. The poppy plant extract is used in pharmaceutical drugs. Doctors in burn centers should utilize pharmaceutical drugs containing Aloe Vera to help in the healing process of their patients.
17. From a political speech: "Democracy is based on the principle that if each person votes according to what is best for him, society will prosper."

**Propaganda Examples – Section E**  
**Grouped by Technique**

18. The Christmas tree in Rockefeller Plaza will be the most beautiful in the world. It was specially grown on the Garst Tree Farm, the lights were made by Owens Corning Glass Company, and the decorations were supplied by Macy's.
19. I would like to hire Maltese and Falcon as the last two members of our investment business. Maltese is an expert on short sales, and Falcon was the top bond producer in the state last year. They will make our company the best.
20. Hand-picked leaders of each of the world's top religions – Catholic, Jewish, Muslim, Hindu, Buddhist, Sikh, and Baptist – are meeting for the next two weeks to discuss issues related to peace. This group should be able to come up with some far-reaching decisions.
21. One parent to another: "Joseph Stalin High School has the highest rated political science department, the highest rated economics department, and a successful agriculture program. It must be the best school in the county."
22. I can hardly wait for July to get here! We have hired that chemical company Vice President who is such a super leader. And we have the outstanding budget director from Honda of Florida coming in. Plus, our new sales director from Amway International. We should really jell this summer!
23. Every member of the United States college all-star team is an All-American player. So I know they'll defeat the professional champions in the exhibition game.
24. Anita Freedman and Elise Wells are both awesome tennis players. I bet if they competed in the doubles competition, they would win.
25. Customer to architect: "I want to be sure of getting the best. I want you to design me a house with the best features of Dutch, colonial, Georgian, ranch style, and contemporary."
26. Let's get Billy from the Warriors, plus Marcos from the Pistons, and Reggie from the Lakers. They are the three highest scorers in our Youth League. With them together, we will be unbeatable.
27. Andrea is a phenomenal violinist. I heard her play last season, and she astounded me. Then this season, I heard Jennifer play the piano in her annual benefit performance. Her music gave me chills! I can't wait for them to play together; it will definitely be a monumental event.
28. Since you love pineapple, sausage and celery, why not put them together on your pizza? That'll surely be great!
29. Ad for the Ohio State University Medical Center: "At Ohio State, we're known for our championship team. And our football team is pretty good, too. On our championship team, you'll find leading-edge researchers, nationally-recognized doctors, nurses, teachers, and some of the nation's brightest medical students all within walking distance of each other. Everyone here is focused on a single goal: improving the lives of our patients."
30. Roger Campbell, Malcolm Muggeridge, and Robyn Renfro have all agreed to join us in producing our new Personal Growth seminar. They have each put together their own fantastic seminars, and each is a star speaker. Our new seminar is going to be incredible.

**Propaganda Examples – Section E  
Grouped by Technique**

31. Every action has some goal or meaning. Therefore, life as a whole must have some goal or meaning.
32. Student in a music store: "I like this group's new single. So I'm sure that the entire CD will be just as good. I think I'll buy it."
33. Ad for an investment company: "At UBS, our teams are dedicated to understanding your needs, delivering the right kind of solutions, and helping you to succeed. Of course, this demands first-rate advisory capabilities across investment banking, equities, fixed income, rates, and foreign exchange. Our first-rate teams in these areas make UBS one of the world's preeminent investment banks."

Propaganda Examples – Section E  
Grouped by Technique

7. Division

1. McNuggett must be a very poor On-Sets player. His team is in last place in the division.
2. Alabama won the national championship in football this year. So it really doesn't matter which one of the Alabama players the Steelers are able to draft. They're sure to have an outstanding rookie.
3. Don't go to ECON-CAR. Let's rent from the Mertz agent. His agency is part of the best national chain.
4. Because Miami has the top-rated team in the nation, I'm putting my money on quarterback Vinny Testaverde to win the coveted Heisman Trophy this year.
5. Danny plays for the Rock Eagle football team, the new state champions. So he must be a star.
6. America is the wealthiest nation in the history of the world. So it is absurd to say that poverty is a problem for America.
7. Felicia Rashad is a cinch to win an Emmy. After all, *The Cosby Show* won Emmys for three years in a row.
8. NBA coach speaking: "Every NBA team has a majority of black players. Some even start five black players. Blacks in the NBA are clearly superior. If we have to choose between cutting Murphy or Mount, we ought to keep Murphy, the black. He is certain to be better."
9. Art must be a good actor; the play he was in was booked solid for three years on Broadway.
10. George Bush has been Vice-President in the Reagan administration that has restored this nation's pride, strengthened the military, and improved the economy. George will make a great President in his own right.
11. Tulane is playing Ole Miss this week. Ole Miss will be tough because they're in the Southeastern Conference which everyone agrees is the strongest conference in the country.
12. Of course this makeup will be right for me. It's by Benetton, the best name in the world in beauty aids.
13. McGraw-Hill is the fastest growing publishing company. We'll adopt their science text since the company is the best in the South.
14. The Republican administration of the past 12 years has nearly destroyed this nation, crippling it economically and giving little or no hope to middle and lower income Americans. Former Secretary of Defense Robert McNamara of that administration is not fit to run for any public office this year.
15. I hope the Saints draft a defensive back from Miami. Miami's defensive backfield led the nation in interceptions last year.
16. Let's hire Ms. Rogers for our company. She formerly worked for the Welch Group, which was the top producing business in all of Kansas City.
17. I'm looking forward to meeting Don McBride, our new manager of technical operations. He has been working for MicroDyne, the leading computer software company in the Northeast. I'm sure we will learn a lot from him.

**Propaganda Examples – Section E**  
**Grouped by Technique**

18. Everybody said that Thurgood Marshall was a champion of the small and downtrodden. But Justice Marshall was a member of some of the most conservative Supreme Courts that ever existed in the nation's history. He could not have been a liberal coming from that type of Court.
19. Yes, my knees have been hurting since I began those leg weight workouts. But they are part of the FirmBody plan that has built up all of the Mr. and Ms. Body champions of the past three years. I'm sure the workouts are OK.
20. If we can get Ramona as our advertising manager, our computer sales should increase dramatically. Ramona is now part of the Wizard Wonders ad company that took General Foods to the top of the sales charts last year.
21. Hans must be a good student because it is well known that Germans are good students.
22. The teacher said the class is doing excellent work. So I should get a good grade.
23. Mary Alice lives over in Pleasure Estates with all of those other rich, snooty kids who think they are better than everyone. I don't even want to meet her.
24. You can be sure that your new puppy will be a champion one day. He comes from a long line of great show dogs with equally long pedigrees.
25. Did you hear the Boston Pops play on July 4th? They are incredible! I cannot wait until this summer when three of their musicians are coming to perform for us at camp. They will be outstanding.
26. The Westview Soccer Association is the best league in the state. Richard, our new forward, played in that league last year. We are bound to win the district championship with him on our team.
27. Three football players from schools with the top-ranked teams in our county transferred to our high school this year. They include a quarterback, a running back, and a wide receiver. We will certainly win our division this year.
28. Donald Rawls has been part of the pastoral staff at Willow Creek Church near Chicago for the past 12 years. Willow Creek is one of the three largest and fastest-growing churches in America. We need to hire him as our new pastor. He will be just what we need for our struggling church.
29. The Democratic party is corrupt. Pam Smith appears to be an attractive candidate. However, she's a Democrat. So I'm not voting for her.
30. Fan at a baseball game: "The Yankees are an arrogant team of selfish millionaires. I wouldn't trade for one of them, not even Derek Jeter."

**Propaganda Examples – Section E**  
**Grouped by Technique**

**8. Non Sequitur**

1. We are here in Miami with a large group of people who speak a different language from us. They will probably steal our wallets if they have a chance.
2. We should bet on number 7 in the seventh race. 7 is my lucky number.
3. After spending 45 minutes explaining the seasonal changes in the atmosphere, a teacher was asked the following question. "Mr. Smith, why has the fall dance been postponed?"
4. Your children deserve the best education. Send them to Nova.
5. Super Cuts only cuts hair. So we can cut your hair better.
6. Tang is the breakfast drink that went to the Moon with the astronauts. Shouldn't you be buying your kids Tang?
7. Jim is a conservative. So I'm sure he'll favor conservation.
8. Ad: "Hobie Cat has invested \$5 million in the last ten years in support of the Special Olympics. Imagine the quality of our earth movers!"
9. TV ad: "I love New York, but I love Miami more. We have what the world wants. This is where America's future is – Miami."
10. Say NO to drugs. This message has been brought to you by the makers of extra-strength Tymenol – the fastest relief possible for headache pain.
11. The attendance at New Orleans football games during its first year in the league proves that New Orleans should have been accepted into the league long ago.
12. We meet here today in the midst of those who claim they do not like us. They would, perhaps, put us in prison if they had a chance.
13. If Phillips 66 puts that much effort into road surfaces, think how much they must put into gasoline, their primary product.
14. Be part of America's Heritage of Freedom. Join the National Rifle Association.
15. Lithuanian candidate Andreas Vilnius is forceful, witty, and dynamic. He will surely be elected as Lithuania's next leader.
16. From a television commercial: "Man's only natural defense is his intelligence, and intelligent people drive Valvos."
17. Budweiser says, "Know When to Say When." Drink a Bud now!
18. Appearing before a Senate subcommittee on organized crime, the alleged organized crime leader took the fifth amendment many times, saying "I refuse to answer on the grounds that the answer could incriminate me." Senator Claghorn claimed that the fact that the witness hid behind the fifth amendment so many times proved he is guilty of the charges against him.
19. Snickers sponsored this year's Special Olympics. If Snickers cares that much about the Special Olympians, think how much care they must take in making a healthy candy bar.
20. Ad: "You deserve a more vibrant skin tone, higher energy level, and increased stamina. Drink Heinke Natural Fruit Juices."
21. Every second counts when a burglary, fire, or medical emergency occurs. And no one else makes those seconds count like Blink's Home Security.



Propaganda Examples – Section E  
Grouped by Technique

22. From an automobile ad: "Robots are useful. Human beings, however, are indispensable. Colonel Motors is changing the way it builds cars, and it's helping the people who work there change with it. Machines can't take pride in their work. Colonel Motors workers can and do. Buy Colonel Motors cars; they're the best."
23. Your eyes are beams into your very self. They deserve to be cared for and highlighted. Clairol Eye Shadow provides them with the perfect accent.
24. Robert Malthus is one of the loudest, most crude human beings that I know. He cannot possibly know anything about investments. I will not listen to his advice.
25. Whenever you need to reach out and touch someone, your passion and concern for them must come through. Reach and touch someone with Passion Flower perfume from Loreal.
26. George Washington warned this nation against foreign alliances. So the president should not attend the upcoming conference in Europe.
27. We all seek connection with a power greater than ourselves. We want hope for the future. We long to know that we are loved. Find your love and your connection to God. Come to United Church of God.
28. Dining at the Ritz Restaurant is very expensive. People who eat there must get the best service.
29. Maria was the best swimmer in the county last year. She was on the All-State Swimming Team. Let's vote for her for Class President.
30. Ad: "When your colleagues talk about your organization, they're really talking about you and your ability to lead. That's why you should be reading *Harvard Business Review*."
31. Ad: "We know you work hard to provide what's best for your family: long days, overtime, and sometimes, even weekends. We also know that you want your children to have a healthy diet. So here at Health Heart Foods, we put a little bit of heart and health into each one of our frozen entrees. Buy one today."
32. The movie *Blockbuster* earned over \$100 million. You could not even get a ticket for the first two weekends. We have got to buy the cool Cadillac convertible shown in the opening scenes.
33. Democrats have always stood up for the little guy. We can be sure that they will increase Aid to Dependent Children.
34. Most of the computers in our new computer lab have trouble running our latest Math software. Somebody probably messed up installing that software.
35. Ad: "If Converse shoes were good enough to go on your grandfather's and father's feet, why wouldn't Converse be the best athletic shoe for you too?"
36. Margaret Haskins has taken the toughest courses available in computer programming, creative writing, and expository speech. She's going to be the best lawyer we have ever hired.
37. You pay your taxes on time every year. Since 28% of the Federal budget is used for military purposes, you must be in favor of the President's program to build up the military power of this country.

**Propaganda Examples – Section E**  
**Grouped by Technique**

38. You voted against the amendment that would allow the mayor to run for a third term. You must dislike the job he is doing.
39. When Bill had to go to the state tournament with the team, the professor told him it was perfectly all right for him to miss class. So the professor doesn't care whether any of us come to class or not.



# 1. Concurrency

## Game Book Definition

"Because things exist or appear simultaneously, it is claimed that one is the cause of the other. The form of the argument is: A is present along with B; therefore A is the cause of B. But two concurrents could never be the cause of one another, for a cause is something *antecedent* in time."

## From *Thinking Straighter*

- "Two concurrents could never be cause of one another. A cause is something *antecedent* in time."
- "The concurrent factors held to be causally related may be dynamic in character. But again, because factor X grows or declines along with the growth or decline of Y, X is said to be the cause of Y."

## Expanded Definition

- Events are concurrent when they happen at the same time.
- The impact attributed to the concurrent event could be positive or negative.
- Concurrency often claims a causal relationship when coincidence is the true explanation.

### *Example of Concurrency with a positive conclusion*

- a. All the schools that won the Purple Star Award had female principals, so women must make better principals than men.

**Comment:** The speaker asserts that *while* they had female principals, the schools won awards. Although the principal undoubtedly has an impact on school success, the awards recognize the overall merits of the schools. This includes the achievements of the faculties and student bodies.

### *Example of Concurrency with a negative conclusion*

- b. When Gerry was chairman of the department, serious corruption was uncovered in the detective bureau. We do not want a person like that as our new boss.

**Comment:** Perhaps Gerry – rather than causing the corruption – should be given credit for uncovering the problem.

### *Example of Concurrency applied to coincidental events*

- c. Mayor Enrique really brings disasters with him. He is now mayor of Miami as Hurricane Andrew destroys southern Dade County, just like he was mayor of Biloxi, Mississippi, when hurricane Camille wiped out that city.

**Comment:** The mayor can't control hurricanes. His administration's *response* to the disasters is fair game for discussion.

Concurrency is similar to Post Hoc in that both imply cause-effect relationships between events. However, Concurrency cites *simultaneous* occurrences while Post Hoc claims one event influences an event that *follows* it.

***Example of Concurrency rather than Post Hoc***

- d. Statement by a candidate at a political debate: "Since my opponent became mayor, our city has lost over 20,000 jobs."

**Comment:** The word "since" is ambiguous. In this case, it has the sense of "while." What the statement means is, "During the time my opponent has been mayor, our city has lost over 20,000 jobs." So Concurrency is the Technique since many national and even international factors affect a city's economy. Limit examples like this to Junior/Senior Divisions.

***Example of Post Hoc rather than Concurrency***

- e. Statement in an article critical of the previous mayor: "Since she left office, the economy has improved."

**Comment:** Here the word "Since" means "After." So Post Hoc applies because the writer implies that the mayor's departure *caused* the subsequent improvement.

Concurrency may lead to a general conclusion. So, in this way, Concurrency resembles Hasty Generalization. However, the *form* of the argument determines the technique. Concurrency draws a general conclusion from the fact that two events or trends happen at the same time. Hasty Generalization occurs when a person, seeing several *particular* events, jumps to a general conclusion based on only those events.

***Example of Concurrency rather than Hasty Generalization***

- f. From October to June when college is in session, the monthly auto accident rate in Kent is much higher than it is for the summer months. It is obvious that students are responsible for the high accident rate.

**Comment:** The speaker draws the general conclusion that "students are responsible for the high accident rate." However, the "reasoning" behind the deduction is that the accident rate increased *during* the time that college is in session.

***Example of Hasty Generalization rather than Concurrency***

- g. My friend Joan was in an auto accident caused by a college student. Sam had the same experience: College students are the worst drivers.

**Comment:** This general conclusion is based on two accidents involving college students.

Concurrency can resemble Faulty Analogy. Concurrency involves two events that are similar in that they occurred at the same time. Faulty Analogy takes two concurrent events and says that, because an event similar to one of them has happened again, the other event will take place also.

***Example of Concurrency rather than Faulty Analogy***

- h. I will always remember the Chicago Cubs of 1989. Not only were the Cubbies great that year, but I also fell madly in love with a wonderful girl. I'll always be grateful to the Cubs for my marriage.

**Comment:** The speaker claims that the Cubs' success was instrumental in his finding the right wife.

***Example of Faulty Analogy rather than Concurrency***

- i. I will always remember the Chicago Cubs of 1989. Not only were the Cubs great that year, but I also fell madly in love with a wonderful girl. I'm glad the Cubs are doing well again this year because my love life certainly needs a boost.

**Comment:** The speaker does not claim a cause-effect relationship between the Cubs' good play and his own romantic success. Instead, this example takes the form of, "This year and 1989 are alike in that the Cubs do well. So this year will also be like 1989 in that I will find romance."

If it is reasonable to assert a connection between simultaneous events, the answer is No Technique.

***Example of No Technique rather than Concurrency***

- j. The daughter was in the house when the father was murdered. She should be questioned about the crime.

**Comment:** The speaker does not claim that the daughter murdered her father. (That would be Concurrency.) Instead, it is logical that she might provide useful information about the crime.

## 2. Post Hoc

### Game Book Definition

"Because two events (or things) follow one another in close temporal succession the first event is claimed to be the cause of the second. The form of the argument is: A precedes B; therefore A is the cause of B. We may take as a *hypothesis* for testing, that A is a (or the) cause of B, but we should not forget that any one of a score of other preceding events is equally worthy of investigation."

### Expanded Definition

- "Post Hoc" is Latin for "after this." One thing happens, then another. It is then claimed that the first event *caused* the second.
- As with Concurrency, the alleged impact of the prior event could be positive or negative.

### *Example of Post Hoc with a positive conclusion*

- a. Sarah got her hair styled by Sassoon on Saturday, then shot her lowest score ever in golf. Sassoon styled her hair again today, so I'm expecting her to shoot well in the tournament tomorrow.

**Comment:** Since there is no logical reason why Sarah's hair style would affect her golf game, coincidence is the real explanation.

### *Example of Post Hoc with a negative conclusion*

- b. Senator Brown: "I feel that Congress should fund the new Medicaid Program through a cut in the Defense budget."

Senator Long: "Every time the U.S. makes a cut in the Defense budget, the Russians develop a new weapon. We cannot afford to add to the Russian arsenal by making such a move."

**Comment:** Senator Long's response can be rephrased as, "After the U.S. makes a cut in the Defense budget, the Russians develop a new weapon." It is possible they revise their military plans in response to U.S. decisions. However, Long gives no evidence that this is the case.

Post Hoc sometimes verges on Concurrency. See the discussion and examples d and e on page E-3.

Some Post Hoc examples draw general conclusions. And Hasty Generalization jumps to a conclusion *after* witnessing several events. So, in these ways, Post Hoc resembles Hasty Generalization. It is the *form* of the argument leading to the conclusion that determines the technique. Post Hoc derives its conclusion by claiming that an event was caused by a preceding event. Hasty Generalization jumps to a conclusion based on a few examples.

### *Example of Post Hoc rather than Hasty Generalization*

- c. "It's true that standing armies produce wars," said the professor. "Before every war in history there have been armed soldiers on both sides ready for combat."

**Comment:** The general statement is “standing armies produce wars.” The professor “justifies” the conclusion by implying that nations go to war after developing ready armies.

***Example of Hasty Generalization rather than Post Hoc***

- d. High school history student: “I’ve noticed an historical trend. Just before World War I, all European nations increased the size of their armies. Then the same thing happened in the years leading up to World War II. Standing armies cause wars.”

**Comment:** The speaker draws the same conclusion as example c on the previous page. However, the “reasoning” is based on two specific instances where military buildup preceded war. The technique is not Selected Instances since a high school student does not know enough to ignore counterexamples.

Post Hoc can sometimes resemble Faulty Analogy. Post Hoc claims an event was caused by a prior event. Faulty Analogy claims that, since event A was followed by event B and now an event similar to A has happened again, outcome B will result.

***Example of Post Hoc rather than Faulty Analogy***

- e. We lost today’s game because we played Giantville last week. If we had played an easier opponent last week, we would have won today.

**Comment:** The speaker claims that the earlier game *caused* today’s loss. If evidence were given such as the star player being hurt against Giantville or the team’s lingering fatigue from the effort of that game, the answer might be No Technique. Instead, the claim is that simply playing Giantville last week doomed us to defeat this week.

***Example of Faulty Analogy rather than Post Hoc***

- f. This year our team has lost every game in which they have been ahead at the half. In the one game they won, they were behind at the half. Today they are behind at the half, so we’ll win.

**Comment:** The speaker is not advocating that the team intentionally fall behind at halftime. In other words, losing at the half is not the *cause* of their victories. Instead, the example fits the Faulty Analogy structure: This game is like each of our victories in that our team is behind at halftime. So this game is analogous to the earlier games in that our team will prevail.

If it is logical that an earlier event is responsible for a later occurrence, the answer is No Technique. The same is true if the speaker merely calls for further investigation to determine if two events are related.

***Example of No Technique rather than Post Hoc***

- g. Jackson was seen running from the building after the fire broke out. He should be questioned about what happened.

**Comment:** This is a reasonable suggestion that does not accuse Jackson of setting the fire.



- h. Since the Three Mile Island nuclear plant scare, over three times the normal rate of people from that area have contracted some form of cancer. It seems to me that there may be some sort of connection.

**Comment:** The speaker suggests a hypothesis for investigation without drawing a conclusion.

### 3. Selected Instances

#### Game Book Definition

"Support is drawn for a position by choosing only those cases or instances which back it up and disregarding those cases or instances which either contradict or do not support the position. The form of the argument is: All A is B; because A1, A2, A3, and A4 are B. The form is invalid; the arguer knows that at least A5 is not B."

#### From *Thinking Straighter*

- "By its very nature this fallacy is deliberate deception. No one in intellectual honesty can hold to the proposition that 'All professors are conceited' if he knows of one that is not. ... This fallacy occurs where sweeping generalizations are made."
- "In some areas Selected Instances is so commonly done that it has come to be the expected thing. In advertisements giving testimonials as to cures brought about by some patent medicine, only letters from satisfied customers are reproduced."
- "Statistics easily lend themselves to this fallacy. ... One can easily select those figures (or that method of compiling or collecting figures) which support one's preconceived position. ... all sides on practically every great national issue are able to quote statistics as proof."

#### Expanded Definition

- I believe in a certain proposition. I then look for examples that support my belief. I select instances to back up the belief while ignoring examples that contradict it.
- Selected Instances may be applied to justify a general statement.
- Sometimes examples are chosen to explain why a person took a certain action or to convince customers to buy a certain product.

#### *Examples of Selected Instances justifying a general statement*

- a. "Construction workers don't need more benefits," said the National Union Representative. "Why, carpenters in Florida make \$12 per hour and bricklayers in Pennsylvania have the best pension plan in the United States."  
**Comment:** A National Union Representative can be expected to know benefit statistics across all states. This representative selects two instances of workers with good plans to justify the general statement, "Construction workers don't need more benefits."
- b. Who got the United States into World War I? Woodrow Wilson, a Democrat. Who took us into World War II? Franklin Roosevelt, a Democrat. Who involved us in the Korean War? Harry Truman, a Democrat. How can any peace-loving American vote for a Democrat?  
**Comment:** The general statement is implied here: "Every U.S. involvement in a war occurred during the administration of a Democratic president." However, the speaker ignores Democratic presidents (such as Grover Cleveland)

who did *not* involve us in a war and also conveniently forgets about Republicans who *did* engage in war.

### **Examples of Selected Instances justifying a person's decision**

- c. Judy Benjamin called to tell her mother she was joining the Army. "The recruiter showed me the pictures of the condos, the sailboats, and the shops. He said I could earn a high salary. He described the superior medical benefits. I couldn't resist."

**Comment:** Selected Instances was utilized first by the recruiter and then by Judy to explain her decision to her mother.

- d. Ad for a motel chain: "A survey of motel users showed that our customers rated the comfort of our rooms higher than Marriott's, our maid service more efficient than Howard Johnson's, and our reservation system better than Holiday Inn's."

**Comment:** The ad presents examples where this chain rated higher than *one* other competitor. It does not mention how many competitors it *trailed* in each category.

A statement needs to present only a single example to qualify as Selected Instances. Sometimes an ad is built around *one* person's story of success with the product.

### **Example of Selected Instances with only one example**

- e. Our Hull Craft boats are clearly the best buys on the market. At the recent International Trade Show, our Hull Craft *Seasport* model was chosen as the most stunning new hull design.

Selected Instances resembles Hasty Generalization in that both involve general statements and particular examples. With Selected Instances, the speaker starts with the conclusion and selects instances to "prove" it. With Hasty Generalization, the speaker has no opinion to start with but, after noticing several instances, jumps to a conclusion. In either case, the general statement may appear first or later. The question is whether the speaker made up his or her mind *before* choosing examples or *after* noticing particular cases.

### **~~Example of Selected Instances rather than Hasty Generalization~~**

- f. Fact: Ford Pintos exploded upon impact.  
Fact: GM put Chevy V-8 engines into their Oldsmobile's and Cadillac's without telling the owners.  
Fact: Chrysler had to secure Federal government loans to keep from going bankrupt.  
How can anyone trust American-made cars?

**Comment:** The conclusion is stated last. However, this is Selected Instances because the speaker attempts to justify a prior belief by citing negative examples and ignoring positive evidence about U.S. cars.

### ***Examples of Hasty Generalization rather than Selected Instances***

- g. I've bought several things advertised on TV and have never yet been satisfied with one of these products. TV ads always lie about their products.

**Comment:** Presumably the speaker had no preconceived notion about TV ads or he would not have purchased any TV-advertised products in the first place. However, dissatisfied with the products, he generalizes that "TV ads always lie about their products."

- h. I have had bad back pain for several years. My doctor has been telling me that the only cure is an operation, but I was afraid. Then I met a lady in the waiting room of his office who had had a similar operation. She is in a wheelchair for the rest of her life. She told me about another person who also was crippled by the operation. I told my doctor I'll live with the pain.

**Comment:** This is not a "coldly calculating" conclusion (Selected Instances) but rather has "an emotional basis" (Hasty Generalization) in response to the sad stories told by the woman in the wheelchair.

In distinguishing between Selected Instances and Hasty Generalization, *assume the speaker is justifying a prior opinion* unless the example makes it clear that the speaker had no previous opinion concerning the issue.

### ***Example of Selected Instances rather than Hasty Generalization***

- i. Kansas City has got to be the dirtiest city in America. Look at the trash on Jayhawk Avenue and the filth on Seventh Street.

**Comment:** Assume the speaker is intentionally ignoring clean streets in the city.

### ***Example of Hasty Generalization rather than Selected Instances***

- j. A tourist on her first trip to Kansas City: "I've been here less than 48 hours and already I'm disgusted by the filth. This morning there was trash all along the street in front of our hotel. Last night I had to step around debris on Seventh Street."

**Comment:** Since she had never been there before, the tourist had no prior knowledge of Kansas City's cleanliness.

No Technique is the answer if the examples cited justify the conclusion or if the speaker does not draw a hard-and-fast conclusion but merely says an option "should be considered" or there is "evidence in favor of" an action and further investigation is needed.

### ***Examples of No Technique rather than Selected Instances***

- k. Several magazines I have read in recent years have been telling about the positive effects of taking high amounts of Vitamin C during the winter cold season. Even my friend Joan says that she has been free from colds for the last three years because of her intake of Vitamin C. I think I am going to try taking a lot of Vitamin C this year.

**Comment:** The speaker gives good reasons to "try" Vitamin C. He or she does not say, "Vitamin C will *definitely* improve my health."

- I. *Laptop Computer* magazine rated our laptop computer tops in its class. Our desktop model earned the "Editor's Choice" award from *Desktop Computing* magazine. And *Business Computing* magazine rated our new minicomputer "Buy of the Year." We have a computer to fit any price range.

**Comment:** The ad brags about the top ratings the company's computers have received. However, the approach is "we offer our machines for your consideration" rather than "we are definitely the best."

## 4. Hasty Generalization

### Game Book Definition

"The arguer jumps to a general or blanket conclusion about members of a given group on the basis of an unrepresentative or insufficient number of cases. The form of the argument is: A1, A2, and A3 are B; therefore all A is B.

"Selected Instances and Hasty Generalization have much the same effect. There are important differences, however. Hasty Generalization typically occurs on an emotional basis, while Selected Instances is typically coldly calculating. In the former case there is, at the time at least, no awareness of opposed instances; in the latter case, there is. Selected Instances is not merely crooked thinking but dishonesty. On the surface the two are apt to look alike, and until we have evidence that the arguer is really deliberately closing his eyes to contradictory cases, we cannot label the technique as Selected Instances."

### From *Thinking Straighter*

- "The sweeping, blanket assertion (or denial) is often a spontaneous outburst due to anger or some other deep feeling of the moment."
- "We pass snap judgments on first impressions and superficial examination of the facts. We say many things in our haste which we repent of in our leisure."
- "Strictly speaking 'all women are poor drivers' is not a Hasty Generalization, and is not a fallacy. It is just a statement that is likely to be false. The fallacy of Hasty Generalization always consists of two parts: (1) a statement of particular cases, one or more; (2) a general statement based on these particulars."

### Expanded Definition

- The speaker notices a few examples of a certain group or a certain situation, then concludes that *all* members of that group or situation must be like those few examples.
- The speaker is innocent of bias but does not investigate enough examples to draw a good conclusion.
- Unlike Selected Instances, the Hasty Generalizer is not yet aware of counterexamples.
- *The generalization can be so hasty that it is based on only a single observation.*

### Example of Hasty Generalization

- a. Flibberdee, the produce buyer for Pivlux, examined the first three pieces of corn from the new farm manager. Flibberdee said, "This is the best corn I have seen for a long time. We will take immediate shipment of all 28 truckloads."

**Comment:** Three pieces of corn are excellent. So all 28 truckloads must be good.

### *Example of Hasty Generalization based on a single example*

- b. I couldn't understand the professor's lecture on analogies. He's a very poor teacher.

Hasty Generalization must be distinguished from Selected Instances. See the discussion and examples f, g, h, and i on pages E-7 and E-8.

Some Hasty Generalization examples can border on Faulty Analogy. In fact, there is usually a Hasty Generalization lurking beneath the Faulty Analogy. However, the *form* of the example determines whether it is Hasty Generalization or Faulty Analogy.

### *Example of Hasty Generalization rather than Faulty Analogy*

- c. Tompkins in Georgia, Russell in Wyoming, and Miller in California were all lieutenant governors before becoming governor. And they are all rated highly for their performances leading their states. Obviously former lieutenant governors make the best governors.

**Comment:** The speaker generalizes from three cases.

### *Example of Faulty Analogy rather than Hasty Generalization*

- d. An ad for Jones, who is running for governor: "She was voted the most effective judge in the state by the Bar Association. Then in the state legislature, she was voted Legislator of the Year. As Lieutenant Governor, she brought more industry to the state than any lieutenant governor in history. Obviously, she will make a great Governor."

**Comment:** Serving as a judge or a legislator or lieutenant governor is only *partly* analogous to being governor. Some aspects of each job (such as serving the public) are the same but the challenges of governorship are much different from the demands of the other roles. In short, success in the other positions does not guarantee effectiveness as governor. The example is not Hasty Generalization because no generalization is stated.

No Technique is the answer if the examples cited do justify the conclusion or if the speaker does not draw a hard-and-fast conclusion but merely says an option "should be considered" or there is "evidence in favor of" an action and further investigation is needed.

### *Examples of No Technique rather than Hasty Generalization*

- e. Woman to her brother about their elderly father: "I'm getting worried about Dad. Yesterday when I visited him, he dropped a glass and couldn't seem to concentrate on our conversation. We need to monitor him closely. He may be developing Alzheimer's Disease."

**Comment:** The incidents mentioned are cause for concern. The speaker does not claim that her father has the disease, just that further observation is needed.

- f. Michael Jordan returned to basketball after playing baseball for a year-and-a-half. His team has just won six games in a row. Jordan still has that old magic on the court.

**Comment:** It is reasonable that a great player's return to the lineup would have a beneficial impact on a team's play. Also the speaker does not claim that Jordan's team will win the championship.



## 5. Faulty Analogy

### Game Book Definition

"Last quarter I had a student by the name of Orzyski who did good work. This quarter I have another student by that name, and I'm expecting good work from him."

"To reason analogically is to reason that because two or more things or types of things are alike in some one or more respects (we may call this the antecedent resemblance), they will therefore be found alike in some other respect(s) – the consequent resemblance. In cases of reliable analogies the antecedent factor is already known to have some bearing on the consequent factor. In faulty analogies such knowledge is lacking. The form of the argument is: A is like B in respect c; therefore A is like B in respect d.

"In our example, while it is true that Orzyski is a rare name in English-speaking societies and while it is even probable that a second Orzyski enrolled at the same college would be related to the first, we need evidence that heredity is the decisive factor in scholastic performance. But an analogy is no stronger than its linking generalization, which in this case is 'Heredity determines scholastic performance.' Since our experience contains an abundance of cases of relatives with widely different scholastic records, we can have no confidence in an analogy based on such a linking generalization.

"Some arguments take the form of alleging a complete analogy: two things are alike to the point of identity. The argument is: A (or all A) is c and B (or all B) is c; therefore B is A (or A is B). 'Communists will not take the oath of allegiance and neither will Jones. Therefore he must be a Communist.' The absurdity of this sort of argument becomes readily evident when we see it is just like saying 'Dogs have tails; this cat has a tail; so this cat is a dog.'

"In discussing Metaphor and Simile the point was made that neither one, especially Metaphor, should be used in controversial situations. That remains true. But a metaphor or simile appearing by itself is not an argument, and is very uncertain in meaning. Analogies make use of simile and make clear how A is compared to B, but it still must be said that analogical argument is strong only when A and B are essentially the same kind of thing, and A has a property deriving from its essential nature, therefore B must have the same property."

### From *Thinking Straighter*

- "Analogy is a permissible form of argument and is often used in science. ... Do we know whether or not an atom bomb will explode if dropped over the Atlantic? No, but we accept that it will because we have tried out the same sort of bomb elsewhere, and we reason that if it exploded under certain conditions at one place, it will explode under the same conditions at another place."
- "Apart from its use in the area of the physical sciences, analogy is used in law and related concerns. The case at hand falls under a precedent. It is so analogous to a previously decided case that the decision there must be applied here."

## Expanded Definition

- An analogy is a comparison. Reasoning based on analogy says that, because two or more things are alike in one way, they must be alike in some other way. The reasoning is valid if the way the things are alike has some bearing on the other aspect. If the similarity of the two persons or things really has no connection to the conclusion, the analogy is faulty.
- Faulty Analogy may produce either a positive or a negative conclusion about something or someone.
- A Faulty Analogy may "lay it on thick" by listing more than one similarity between two entities. Nevertheless, the conclusion is still not warranted.

### *Examples of Faulty Analogy with a positive conclusion*

- a. I greatly enjoyed Stephen King's *Pet Sematary* so you can be sure that his newest effort, *The Talisman*, will be just as good.

**Comment:** One King novel was good. So the other one will be also.

### *Example of Faulty Analogy with a negative conclusion*

- b. We can't vote for a divorced man for president. If he can't manage his own private life, how can he run the country?

**Comment:** Lack of success in one area of life means a person cannot be successful in another area?

### *Example of Faulty Analogy listing several similarities*

- c. Look, Jones played at USC and now Smith is there. Jones played running back; that is Smith's position. Jones played at 220 pounds; that is Smith's exact weight. Jones became an All-American. Smith will too.

An example using Faulty Analogy may assert an analogy between two items that is itself debatable. However, even if the metaphor or simile is granted, the conclusion still does not follow.

### *Example of Faulty Analogy with a debatable metaphor or simile*

- d. Ad: "Beer is like sunshine. Without sunshine your day is spoiled. Without beer, especially Steuben's, your day is a loss."

**Comment:** Even beer drinkers would question whether "beer is like sunshine." Even accepting the simile, the conclusion that a day is ruined without beer does not follow.

Even if the conclusion is a true statement, the reasoning is still invalid if the only justification is a Faulty Analogy. *Such examples should be limited to Junior/Senior.*

### *Example of Faulty Analogy with a true conclusion*

- e. Squares are quadrilaterals. Rectangles are quadrilaterals. Therefore, squares are rectangles.

**Comment:** The conclusion is valid but does not follow from the premises. If you accept this argument as legal, you also must accept the alternate conclusion, "Therefore, rectangles are squares," which is *not* true.

Some Faulty Analogy examples resemble Post Hoc. See the discussion and examples e and f on page E-6.

Some Faulty Analogy examples can resemble Hasty Generalization. See the discussion and examples c and d on page E-13.

Occasionally a Faulty Analogy example can exhibit aspects of Division.

***Example of Faulty Analogy rather than Division***

- f. Miami, Florida, and Florida State are among the football elite of the nation. They are a dominating force every year. I'm looking forward to seeing the University of Central Florida play this week. They must be awesome, too.

**Comment:** The speaker may seem to say that the whole of Florida produces excellent teams and therefore every team in Florida is good. This might make more sense if applied to players. ("Florida leads the nation in producing Division I football players. So Adams must be good because he's from Florida.") However, each team forms a whole within itself but not with other teams. Instead, the structure of the example is that of Faulty Analogy: Central Florida is like Miami, Florida, and Florida State in that they are a Florida school. Therefore, they will be good in football like the others.

***Example of Division rather than Faulty Analogy***

- g. Miami and Florida State belong to the Atlantic Coast Conference, the best in the country. So they will both do well in football this year.

**Comment:** The conference is good and so each team in it is good.

If the comparison in the example is not faulty, the answer is No Technique.

***Examples of No Technique rather than Faulty Analogy***

- h. School counselor to a distraught student: "I know you're worried about taking algebra II next year. Many students in your situation feel the same way. There's really nothing to be concerned about because you've done so well in algebra I this year."

**Comment:** It makes sense that a student who does well in algebra I should also do well in algebra II. The counselor does not say, "You made an 'A' in algebra I; so I'm sure you'll also make an 'A' in algebra II."

- i. My bank accounts reflect my financial health. Just like my body's health, I have to take care of my bank accounts to make them healthy.

**Comment:** The speaker makes a general comparison between financial health and physical health. At that level, the analogy is valid. If the speaker were to make specific recommendations ("Just as you get a medical checkup yearly, you should let Finance Care review your investments at least once a year"), the analogy would become faulty or the example would fall under Passing from the Acceptable to the Dubious in Section D ("Your physical health is important. So you get a complete medical checkup every year. In the same way, your financial health is important. Finance Care will review your investments and make recommendations.").

## 6. Composition

### Game Book Definition

"We reason as if the properties of elements or individuals were always (i.e., necessarily) the properties of the wholes which they constitute. But the assumption that what holds true of a part is automatically true of the whole cannot be justified. The form of the argument is: A is part of B and A is c; therefore B is c."

### Expanded Definition

Because many of the individual parts of a collective unit (a machine like an automobile or a group of people such as a company or team) has a certain good quality, then the entire unit has that same quality.

### *Examples of Composition*

- a. The choral director said, "John and Bill both have superior singing voices. They'll make a great duet for our school play."

**Comment:** The choral director should know better. Many problems could develop: their voices don't blend together; both want to be the lead; they can't agree on selections to sing, and so on.

- b. We use only the finest ingredients in all our candies to be certain that every box you buy will be the freshest and tastiest that you've ever eaten.

Sometimes putting certain parts together does produce a predictable whole unit. In this case, the answer is No Technique. This is also true if the speaker does not claim the whole unit will *definitely* be good just because certain parts are good.

### *Examples of No Technique rather than Composition*

- c. Every person the president has appointed to the Supreme Court has been white. Even his nominees have all been white. At this rate, the whole Court will be white again.

**Comment:** The key phrase is "At this rate." It is logical that if every appointee is white, eventually the court will be all white.

- d. Mitch has to be the best soccer goalie around here. Sam is last year's outstanding forward. Together they have heightened everyone's expectations of competing for the city championship.

**Comment:** Adding two excellent players should make the team more competitive. The speaker does not conclude that the team will compete for the championship but just that they will do better, which is a reasonable expectation.

## 7. Division

### Game Book Definition

"We reason as if the properties of any whole are always (i.e., necessarily) properties of each part. But the assumption that what holds true of a whole is automatically true of its parts cannot be justified. The form of the argument is: A is part of B and B is c; therefore A is c."

### Expanded Definition

Unlike Composition, *Division examples may have a either a positive or a negative conclusion*. That is, the whole is good; therefore all the parts are good. Or the whole is bad, and so each part is bad.

#### *Example of Division with a positive conclusion*

- a. Joe must be good soccer player. He was on West View High School's team the year they won the state championship.

*Comment:* Did it occur to you that Joe may have sat on the bench all year?

#### *Example of Division with a negative conclusion*

- b. Fred's fraternity does some pretty silly things. I don't want anything to do with him.

*Comment:* Clearly *some* of the fraternity members do silly things. However, that doesn't mean Fred is the culprit.

If one or more parts of a successful whole do provide what you are looking for, the answer is No Technique. The same is true if it is reasonable that a part played a key role in the negative performance of the aggregate.

#### *Examples of No Technique rather than Division*

- c. Regina Downsey should be a wonderful accounting manager for us. She has had ten years experience with the Arthur Anderson Company; she managed a staff of 20 people for the last three years; her recommendations from her clients are outstanding; and she seemed to fit our personality when we interviewed her. I think we have a winner coming.

*Comment:* Regina was with a successful firm. But her record shows that she made important contributions to that success.

- d. Yes, this makeup is just right for me. It complements my skin tones, highlights my eyes, and helps hide some of my bad facial features. And it is from Revlon, the #1 company in the field. I am going to buy it.

*Comment:* The fact that the makeup is from Revlon (presumably a successful company) is just one factor in this person's decision.

- e. He was the CEO of Enron during the time when it was embezzling from the employee Retirement Fund to avoid bankruptcy. We shouldn't hire him to lead our company. Surely we can do better.

*Comment:* As CEO, he either approved the illegal activity or was unaware of it. Either way, he failed as a leader.

## 8. Non Sequitur

### Game Book Definition

"Your children deserve the best milk. Buy Lorden's."

"The conclusion is not necessitated by the premise(s). Strictly speaking, all techniques so far covered where the conclusion is invalid are *Non Sequitur*. There is, therefore, no one form for a Non Sequitur. In the example cited above no more reason is given to buy Lorden's than to buy Healtest or any one of a hundred other brands of milk.

*"Since the Non Sequitur label can be applied to so many other techniques, the label will be reserved here for only those invalidities that cannot be classified under some other heading. They are, at least, Non Sequiturs."*

### Expanded Definition

- "Non sequitur" is Latin for "does not follow." This means the conclusion is not justified by the given statements (premises).
- Strictly speaking, *all* techniques of Propaganda are Non Sequitur. Therefore, this is a "catch-all" category. If an example does not fit into any other category, it is probably Non Sequitur.
- An example of this type has at least two sentences. Usually one or more sentences state facts that are obviously true. Then the last sentence drops the "zinger" – the conclusion that does not follow from the previous statements. Or the first sentence states the conclusion, followed by one or more statements "justifying" the conclusion. In this sense, Non Sequitur can be thought of as a shorter form of Passing from the Acceptable to the Dubious (Section D).

### Examples of Non Sequitur

- a. Mr. Bailey's car isn't in his regular parking space. I'll bet he isn't coming to work today.

**Comment:** Other explanations for the missing car are possible. Maybe Bailey is at a meeting or his car is in the shop.

- b. David has never smoked a cigarette in his life. He must be afraid of contracting cancer.

**Comment:** The speaker jumps to a conclusion that is not warranted by the fact that David has never smoked. Maybe he just doesn't like the taste of cigarettes or doesn't want the expense.

If the conclusion logically follows from the premise(s), answer No Technique.

### Examples of No Technique rather than Non Sequitur

- c. As we get older, health care becomes important to us. A trusted doctor can help calm our fears and offer encouragement when sudden aches and pains occur.

**Comment:** "Find a doctor you can trust, especially as you get older" is sound advice.

- d. The techniques for making computer chips are almost perfect these days. There is no use paying big bucks for Intel computer chips. Let's just buy from an off-brand company. Any chip we get stands a great chance of being perfect.

**Comment:** *If* the first statement is true, then it follows that buying from non-name brand companies saves money without sacrificing quality.