



## UNIT 10.5: ARGUMENTATION TRAINING

### Exercise

1. Assess the text passages you have written already
  - Check for indicator words
  - Separate descriptive and prescriptive parts
  - Try to avoid prescriptive language
2. Re-formulate your text passage
  - Formulate chains of argumentation

You have 70 minutes to complete this exercise.

### Indicator Words

- bad, good
- false, right
- positive, negative
- little, a lot
- important
- does not make sense
- has to
- unfortunately
- luckily
- hopefully
- it is essential
- ...

### Example

In the 2017 non-financial information report, *Company XYZ* refers to three regions: Europe, Middle-East-North-Africa (MENA) and Asia-Pacific (APA). In the annual management report, these regions are also referred to, but country specific information is provided in addition. No additional country specific information could be found in the



non-financial information report in general and for the *KPI XYZ* specifically. A reason for leaving out this information was not provided. In the opinion of *Trade Union XYZ* this limits the informative value of the data, as experience shows that the numbers vary strongly among the different countries in these regions. In the opinion of *Trade Union XYZ* it is necessary to carry out non-financial information reporting with the same level of accuracy as it is done for financial reporting obligations. *Trade Union XYZ* demands for future reports to include country specific information for the non-financial information reporting with the same accuracy as in the financial reporting. The data should be accessible via the quarterly regional reports provided in the *Database XYZ*. If the data is not yet part of the quarterly reporting routine *Trade Union XYZ* demands to make it part of this in the future. Due to legal obligations, the data already has to be collected at national level and the additional administrative burden would therefore be economically feasible.



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