

Types of Dialogue

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Introduction:

- **Burden of proof** is the obligation on somebody presenting a new idea (a claim) to provide evidence to support its truth (a warrant). Once evidence has been presented, it is up to any opposing "side" to prove the evidence presented is not adequate.
- Each model of dialogue is defined by its:
 - Initial situation
 - Participant's individual goals
 - Aim of the dialogue as a whole
- A dialogue is formally defined as an ordered 3-tuple $\{O,A,C\}$
 - O= opening Stage
 - A= argumentation stage
 - C= closing stage

- Dialogue Rules: Define what kind of moves are allowed by parties during argumentation stage.
- Individual goal and collective goal
- Global and local burden of proof
- Opening Stage: set type and goal of dialogue, initial situation, participants and their goals

Seven Types of Dialogue:

TYPE OF DIALOGUE	INITIAL SITUATION	PARTICIPANT'S GOAL	GOAL OF DIALOGUE
Persuasion	Conflict of Opinions	Persuade other Parties	Resolve or Classify Issue
Inquiry	Need to have Proof	Find and Verify Evidence	Prove(Disprove) Hypothesis
Discovery	Need to Find an Explanation of Facts	Find and Defend a Suitable Hypothesis	Chooses Best Hypothesis for Testing
Negotiation	Conflict of Interests	Get what you Most Want	Reasonable Settlement both Can Live With
Information-Seeking	Need Information	Acquire Give Information	Exchange Information
Deliberation	Dilemma or Practical Choice	Co-ordinate Goals and Actions	Decide Best Available Course for Action
Eristic	Personal Conflict	Verbally Hit out at Opponent	Reveal Deeper Basis of Conflict

Persuasion Dialogue:

- Has most intensively been investigated
- Adversarial, each party wants to win
- Critical discussion: resolve a conflict of opinions by rational argumentation
- Law and court dialogues

Inquiry Dialogue:

- Cooperative
- Cumulativity
 - Once a statement accepted as true at any point, statement must remain true
 - not always
- Truth-Directed Type of Dialogue
- Central aim is proof
- Negative aim : avoid retraction of proposition

Discovery Dialogue:

- The proposition that is to be proved true, determined during the course of dialogue itself.
- Participants began by discussing the purpose of the dialogue
- Tools
 - Criteria: used to compare one data item to another(e.g. cost, benefits etc.)
 - Test: procedure to ascertain the truth or falsity of some propositions

Deliberation Dialogue:

- Do not have a central aim of proving that a particular proposition is true or false
- There is no burden of proof
- Explain something that questioner claims to fail to understand
- Important in science and philosophy
- Has a tendency to be carried over into other types of dialogue
- The goal is the best course of action to do
- Taking all interests into account
- Optional proposal for group may not be optimal for individuals

Questions?

Thanks for your attention.