

UNIVERSITY OF HAMBURG BUSINESS SCHOOL

PhD Course

Debate Training – Basic Course "The art of persuasive argumentation"

either 30 June 2025 or 10 September 2025 (one full-day course on two possible dates)

Esplanade 36, room 4030/31 (HCHE)

Course Instructor: Christoph Saß

Course Value: 1 day = 2 LP (Ergänzungsbereich/supplementary course)

Course Language: German or English (depending on participants)

Software: N/A

Prerequisites: tba

Registration: Please register via STINE (maximum number of participants = 10)

Initial situation

Having a good idea is one thing - convincing people of it is quite another. You need to make a convincing case so that your idea gets the support it deserves.

Objective

In the basic course "The art of persuasive argumentation" you will test your argumentative skills in the supreme discipline of rhetoric: the debate. Can your arguments withstand the attacks of the other side? Can you show why your points are more relevant than others? Can you convince the audience of your idea? With short theoretical inputs and lots of practical exercises, you will expand your argumentative skills. Learn to be even more convincing than before - and, of course, to be more convincing than the other side!

Contents

- Finding valid arguments
- Arguing in an addressee-oriented way
- Checking the relevance of arguments
- · Construct arguments coherently and comprehensibly
- Develop a persuasive strategy

Methodology

In this seminar, we work with lots of practical exercises, concise theoretical input and, of course, the supreme discipline of rhetoric: the debate. The learning success is supplemented by group and trainer feedback.

Agenda

09:00 -10:30	Introduction to debating
	Finding valid arguments
10:45 – 12:30	Addressing the audience
	Checking the relevance of arguments
13:30 – 15:00	Confident appearance
	Building arguments in a coherent and comprehensible way
15:15 – 17:00	Debate
	Evaluation of the debate
	Practical transfer

For preparation (optional):

- In German: https://www.faz.net/aktuell/karrierehochschule/hoersaal/studentische-debattierklubs-lasst-uns-streiten-17608070.html
- In English: https://news.mit.edu/2001/debate-0411
- Videos of debates: If you want to see what debating can look like, you can find the final of a
 - German championship here, for example: https://sagwas.net/event/livestream-deutschsprachige-debattiermeisterschaft-2019/
 - or in English the final of a world championship: https://youtu.be/Ys0Sgicnjz4?si=zUY9QWLHzd9FazGx

About the Trainer:

Christoph Saß, Münster

- Master's debating trainer (IDEA, DDG)
- VDCH-certified debating trainer
- Intermediate examination in theology
- German vice-champion in debating 2017
- West German debating champion 2016 and 2017