

Modes of Reasoning: Techniques of Persuasion

AP/MODR 1770.06 A

Y

Course Information

Course Instructor: Jagdish Hattiangadi
E-mail: jagdish@yorku.ca
Phone: 416 766 4446
Office Hours & Location: By appointment on Zoom between 1:30 and 2:30 p.m. on Fridays or by appointment at another convenient time.
6 alternative Tutorials held at 9:30a.m. and 10:30 a.m. for fifty minutes on Tuesdays, Wednesdays and Thursdays

Course Time & Days: Fridays 11:30-1:30 p.m. by Zoom
Class Locations: Electronically by Zoom, and tutorial venues TBA.
Course eClass site: <https://course-outlines.laps.yorku.ca/outlines/2026y-apmodr1770a-06/>

Tutorials, Labs and TA Contact Information

TA and contact information to be announced. You can choose any one of six time slots when space is available: T, W, Th. 9:30 a.m. to 10:20 a.m. or 10:30-11:20 a.m.

Land Acknowledgment

First Nations peoples have lived on this part of Turtle Island for millennia, stewarding the land, the water and all that contributes to life in this region. Today, the culture and presence of First Nations, Inuit and Métis peoples enrich the lands and people of this territory.

More than two centuries ago, the Mississauga people welcomed settlers to this territory, providing sustenance and engaging in trade and commerce. Between 1781 and 1820, eight treaties were signed between the Crown and the Mississaugas of the Credit First Nation, who opened their territory to settlement. Today, York University's Keele Campus is located on Toronto Purchase Treaty, No. 13 lands and is situated on the traditional territory of the Huron-Wendat and Haudenosaunee.

Treaty history is foundational, and it is our collective responsibility to honour the land, as we honour and respect those who have gone before us, those who are here and those who have yet to come. We are grateful for the opportunity to be learning, working and thriving on this

land, and we commit to learn the truth and be active in the process of reconciliation. ([York University's Keele Campus Land Acknowledgment](#))

Course Overview

Course Description

This is a skills-based course focusing on critical thinking, persuasive writing, and strategic argumentation. Examples are drawn from various forms of persuasion including advertising, propaganda and political argument.

Note: This is an approved LA&PS General Education course: Humanities OR Social Science.

Pre-Requisites: None

Course Credit Exclusions (CCE): AP/MODR 1730 6.00, AP/MODR 1760 6.00.

Course Learning Objectives

By the end of this course, students will be able to improve their skill at:

- (1) Critically analyzing conceptual issues.
- (2) Actively reading a text for its meaning.
- (3) Accurately summarizing a text.
- (4) Critically evaluating a text.
- (5) Critically evaluating arguments.
- (6) Forming well-considered judgments on difficult questions.
- (7) Constructing well-thought-out arguments.

Course Organization

This course contrasts critical thinking and persuasive writing, as Socrates did, and as shown in the earlier dialogues of Plato. When we study these dialogues in the first third of this course, we will study and try to emulate Socrates' style of argumentation to seek knowledge about ethics and politics rather than merely to influence opinion. Since reading and understanding a text and its arguments is one of the main skills to be developed in this course, you will always read and comment on an assigned dialogue BEFORE the tutorial in which you discuss the dialogue. Your comments are due on a Monday, the tutorials on that very topic are held midweek on Tuesdays, Wednesdays or Thursdays, depending on your choice of session. On

Friday there will be further discussion of the topics that will engage the whole class. The discussion will be interspersed by the instructor's lectures on topics arising out of the Socratic dialogue. In the middle part of this course, beginning with the study of the *Gorgias*, we will study Plato's initial failure to show how Socrates can attain any knowledge by using his method. Plato did show how we can know any thing abstract, on any subject, not just in ethics and politics. Plato proposed an extraordinary doctrine of Forms and Ideas and of God and our eternal souls. Many of his doctrine were later taken up as dogma by theologians in Christianity and Islam. Plato's conception of how knowledge is possible and its critique, is the starting point of the later study of rhetoric and of philosophy, two modern Humanities subjects. Applying his new theory of knowledge and reality to the study of politics, Plato wrote the *Republic* where we see him begin investigations that led to the early beginnings of modern social sciences. In this way we will study the critical method, the beginning of a Humanities subject, and the beginning of a Social Science.

Instructor Office Hours and Communication Guidelines

The instructor will meet individually with any student by appointment on Zoom during the hour following the class meeting on Fridays 1:30 p.m. to 2:30 p.m. or at another prearranged time. Please write to jagdish@yorku.ca or call him on his telephone number to arrange an individual meeting.

Required Course Materials

Course Learning Material	Cost	Availability
<i>The Collected Dialogues of Plato</i> , ed. By Benjamin Jowett Main text	0	In Scott Library and on the internet by free download
Vlastos on the <i>Gorgias</i>	0	From the Library by free download
Farnsworth, Ward: <i>The Socratic Method: A Practitioner's Handbook</i>	20.00	York U Bookstore
	Total \$20.00	

Optional Course Materials

[Include any optional course learning material(s) and note any restrictions that would prevent students from using second-hand copies or previous editions. Also include the expected costs and indicate where optional course materials are available (e.g., York U Bookstore).]

Course Learning Material	Cost	Availability

Technical Requirements

Several platforms may be used in this course (e.g., eClass, Zoom, etc.) to access course materials, submit assignments, contact the course director and/or teaching assistant (TA) and engage in learning activities.

Need technical help? Check out the following links for information, resources and support:

- [Student Guide to eClass, Zoom and AI Tools](#)
- [Online and Zoom Meeting Etiquette](#)
- [eLearning Getting Started](#) (LA&PS eServices)
- [Student Guide to Remote and Online Learning](#)

If you need technical assistance, please consult the [University Information Technology \(UIT\) Student Services](#) webpage or email askit@yorku.ca.

Course Evaluations

Course Evaluation Chart

Assessment	Due Date	Weight %	Mode of Delivery
Midterm paper	During the Fall exam period in December	20	In person, in writing

Assessment	Due Date	Weight %	Mode of Delivery
Final paper	During the Winter exam period	20	In person, in writing
Two comments and class participation each week.	Mondays 1:30 p.m. and 7:30 p.m. before each tutorial on the assigned topic	60	Two comments must be uploaded in time on the eClass Forum page for each topic, and oral discussion will be held freely in class.
+		100%	

Assignment Descriptions

One comment on the assigned text and one comment on another's comment each week, and class participation on Zoom is the main work of the course. Two written comments must be uploaded each Monday before 1:30 p.m. and 7:30 p.m., respectively. The electronic comments are to be uploaded prior to each tutorial on the assigned topic. There will be an opportunity to discuss the eClass posts in the tutorial and with the rest of the class on that Friday.

How to Submit Assignments

At least two electronic comments must upload to the e-class page for each week's assigned text. In-person comments in class, will be made and discussed on Zoom on Fridays. One midterm essay, during the December examination period, and one final exam, during the April examination period, will be held in person and handed to the invigilator.

Late Work Policy

There is no provision for uploading or handing in late discussion. A late assignment is a missed assignment. Mid term and final exams may be taken late with a good reason for missing the appointed date and time.

Missed Assessments, Tests and Exams

With a good reason, including a medical reason, the average of similar assignment will be calculated at the end of the course and applied to the reasonably excused missed assignment. Without a good reason, a missed assignment will earn a zero and the averages will be calculated on that basis.

How to Use Citations in this Course

Any form of citation is permitted. Please ensure that you cite anything that you have taken from another, whether in person, in a published text or on the internet.

Resources to help with citations:

- [I need to cite and reference](#), Learning Commons
- [Drop-in Research Support](#), York U Libraries
- [Writing Centre](#)
- [Student Papers & Academic Research Kit \(SPARK\)](#)

Grading

The grading scheme for this course conforms to the 9-point system used in undergraduate programs at York University. For a full description of the York grading system, visit the York University [Academic Calendar](#).

Grade	Grade Point	Percent Range	Description
A+	9	90–100	Exceptional
A	8	80–89	Excellent
B+	7	75–79	Very Good
B	6	70–74	Good
C+	5	65–69	Competent
C	4	60–64	Fairly Competent
D+	3	55–59	Passing
D	2	50–54	Marginally Passing
E	1	40–49	Marginally Failing
F	0	0–39	Failing

Course Schedule

Important Dates

Explore York University's [Registrar's Office](#) to find a list of important dates, including class start and end dates, drop deadlines, holidays and more.

Weekly Course Schedule

Week	Readings and Activities	Assessment Due Dates	Learning Outcomes
First class	September 11, 2026. Introduction to the Course. Nuts and bolts. Assignments prior to tutorials and lectures. Grading. Topics Covered.	Sept. 14 th 1:30 and 7:30 p.m. two comments are due i.e. 72 hours and 78 hours after Friday session, prior to tutorial on assigned topic.	How the course is taught, what the assignments are and how to earn a grade.
Week 1 Date Location	Sept.18 The Apology Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics. Also assigned: Farnsworth Chs. 1, 2.	72 hours and 78 hours after Friday session, prior to tutorial.	The Socratic Method Comprehension of texts, arguments and critical examinations
Week 2 Date Location	Sept. 25 The Crito Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics. Also assigned: Farnsworth Chs. 3, 4.	72 hours and 78 hours after Friday session, prior to tutorial.	The Socratic Method Comprehension of texts, arguments and critical examinations
Week 3 Date Location	Oct. 02 The Euthyphro Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics. Also assigned: Farnsworth Chs. 5, 6.	72 hours and 78 hours after Friday session, prior to tutorial.	The Socratic Method Comprehension of texts, arguments and critical examinations
Week 4 Date Location	Oct. 09 The Laches Meeting by Zoom 11:30-1:30. and lectures on the topics.	On Oc. 19 th before 1:30	The Socratic Method Comprehension of

Week	Readings and Activities	Assessment Due Dates	Learning Outcomes
	Also assigned: Farnsworth Chs. 7, 8.	and 7:30 p.m. prior to tutorial.	texts, arguments and critical examinations
Week 5 Date Location	Oct. 23 The Lysis Meeting by Zoom 11:30-1:30 Discussion of your two comments and lectures on the topics. Also assigned: Farnsworth Chs. 9, 10.	72 hours and 78 hours after Friday session, prior to tutorial.	The Socratic Method Comprehension of texts, arguments and critical examinations
Week 6 Date Location	Oct. 30 The Charmides Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics. Also assigned: Farnsworth Chs. 11, 12.	72 hours and 78 hours after Friday session prior to tutorial.	The Socratic Method Comprehension of texts, arguments and critical examinations
Week 7 Date Location	November 6 The Euthydemus, The Hippias Major Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics. Also assigned: Farnsworth Chs. 13, 14, 15, 16.	72 hours and 78 hours after Friday session, prior to tutorial.	The Socratic Method Comprehension of texts, arguments and critical examinations
Week 8 Date Location	November 13 The Protagoras Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics. Also assigned: Farnsworth Chs. 17 to end.	72 hours and 78 hours after Friday session, prior to tutorial.	The Socratic Method Comprehension of texts, arguments and critical examinations
Week 9 Date Location	November 20 The Gorgias Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	72 hours and 78 hours after Friday session, prior to tutorial.	The Beginnings of Plato's Philosophy Comprehension of texts, arguments and critical examinations

Week	Readings and Activities	Assessment Due Dates	Learning Outcomes
Week 10 Date Location	November 27 Vlastos on the Gorgias Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	72 hours and 78 hours after Friday session, prior to tutorial.	The Beginnings of Plato's Philosophy Comprehension of texts, arguments and critical examinations
Week 11 Date Location	December 4 The Meno Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	On the 7 th of December before 1:30 p.m. and 7:30 pm.	The Beginnings of Plato's Philosophy Comprehension of texts, arguments and critical examinations
Week 12 Date Location	January 08 The Gorgias and the Meno Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	72 hours and 78 hours after Friday session, prior to tutorial.	The Beginnings of Plato's Philosophy Comprehension of texts, arguments and critical examinations
Week 13 Date Location	Jan. 15 The Phaedo Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	72 hours and 78 hours after Friday session, prior to tutorial.	The Beginnings of Plato's Philosophy
Week 14 Date Location	Jan. 22 The Republic I Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	72 hours and 78 hours after Friday session, prior to tutorial.	The Beginnings of Social Science Comprehension of texts, arguments and critical examinations
Week 15 Date Location	January 29 The Republic II Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	72 hours and 78 hours after Friday session, prior to tutorial.	The Beginnings of Social Science Comprehension of texts, arguments and critical examinations
Week 16 Date Location	February 5 The Republic III Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	72 hours and 78 hours after Friday session, prior to tutorial.	The Beginnings of Social Science Comprehension of texts, arguments and critical examinations

Week	Readings and Activities	Assessment Due Dates	Learning Outcomes
Week 17 Date Location	February 12 The Republic IV Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	Monday 22 1:30 p.m. and 7:30 p.m. resp. prior to tutorial.	The Beginnings of Social Science Comprehension of texts, arguments and critical examinations
Week 18 Date Location	February 26 The Republic V Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	72 hours and 78 hours after Friday session, prior to tutorial.	The Beginnings of Social Science Comprehension of texts, arguments and critical examinations
Week 19 Date Location	March 5 The Republic VI Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	72 hours and 78 hours after Friday session, prior to tutorial.	The Beginnings of Social Science Comprehension of texts, arguments and critical examinations
Week 20 Date Location	March 12 The Republic VII Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	72 hours and 78 hours after Friday session, prior to tutorial.	The Beginnings of Social Science Comprehension of texts, arguments and critical examinations
Week 21 Date Location	March 19 The Republic VIII Meetings by Zoom 11:30-1:30. Discussion of your two comments and lectures on the topics.	72 hours and 78 hours after Friday session, prior to tutorial.	The Beginnings of Social Science Comprehension of texts, arguments and critical examinations
Week 22 Date Location	March 26 The Republic IX No meeting (Good Friday) Discussions on Zoom and lectures postponed until next week.	Monday, March 22 before 1:30 p.m. and 7:30 p.m.	The Beginnings of Social Science Comprehension of texts, arguments and critical examinations
Week 23 Date Location	April 2 The Republic X Meetings by Zoom 11:30-1:30. Discussion of your 2x2 comments, and lectures on both the topics.	Monday, March 29 before 1:30 p.m. and 7:30 p.m.	The Beginnings of Social Science Comprehension of

Week	Readings and Activities	Assessment Due Dates	Learning Outcomes
			texts, arguments and critical examinations

Course Policies

Please review the course policies in this section. All students are expected to familiarize themselves with the following information:

- [Student Rights & Responsibilities](#)
- [Academic Accommodation for Students with Disabilities](#)

Academic Integrity and Conduct

Academic integrity is a fundamental and important value of York University. To maintain a fair and honest learning environment, students are responsible for understanding and upholding standards of academic integrity in all courses and academic activities. Students are encouraged to use reliable [on-campus resources](#) that support coursework and academic honesty. To better understand the serious consequences of academic misconduct, review the [Senate Policy on Academic Conduct](#).

Generative Artificial Intelligence (GenAI)

Students are not permitted to use generative artificial intelligence (AI) in this course. Submitting any work created, in whole or part, using generative AI tools will be considered a violation of York University's [Senate Policy on Academic Conduct](#). The use of AI tools, such as Microsoft Copilot, ChatGPT, DALL-E, translation software or similar applications, to complete academic work **without the knowledge or permission of the instructor** is considered a breach under York's Academic Conduct Policy. For more information, review [AI Technology & Academic Integrity: Information for Students](#).

If you are unsure whether the use of an AI tool for your academic work is permitted:

- Carefully review the assessment guidelines
- Check for any messages from the course instructor on eClass
- Consult with the instructor or TA before using these tools

Accessibility

York University is committed to creating a learning environment which provides equal opportunity to all members of its community. If you anticipate or experience any barriers to learning in this course, please discuss your concerns with your instructor as early as possible. For students with disabilities, contact [Student Accessibility Services](#) to coordinate academic accommodations and services. Accommodations will be communicated to course directors

through a Letter of Accommodation (LOA). Requests for test and/or exam accommodations normally require three (3) weeks or 21 days before the scheduled test or exam to allow for appropriate arrangements. To learn more, visit [Accommodated Exam/Test Scheduling](#).

Academic Consideration for Missed Course Work

This policy applies to course assessments worth 20% or less of your overall course grade and does not apply to exams held during the final examination period. Students may self-declare two (2) 7-day consideration periods each 12-week term and one (1) 7-day consideration period per six (6)-week term. An Attending Physician's Statement (APS) is not required for these self-declared absences. However, an instructor may request a signed APS for the final examination period, coursework worth more than 20% of the course grade and missed work outside of the self-declared academic consideration period(s).

Students can submit their self-declaration(s) for academic consideration [using eClass](#). Students are then responsible for contacting the instructor no later than two (2) business days after the end of the consideration period(s) to arrange details of any accommodation for missed coursework. If you do not do this, you may get a zero (0) on the missed work. Where courses have built-in accommodations already established, the instructor may decline providing additional accommodations under this policy. For further details, please review the [Policy on Academic Consideration for Missed Course Work](#).

Religious Observance Accommodation

York University is committed to respecting the religious beliefs and practices of all members of the community and to making reasonable and appropriate [accommodations for days of religious significance](#). If any of the dates listed in this course outline for assignments, tests or deadlines conflict with a day of religious significance, students should contact the instructor at least two (2) weeks, or 14 days, before the relevant deadline.

If the accommodation request relates to an exam or falls within the formal examination period, students must complete and submit the [Religious Accommodation Agreement \(PDF\)](#) at least three (3) weeks, or 21 days, before the start of the exam period.

Intellectual Property

Course materials are designed for use as part of this specific course at York University and are the intellectual property of the instructor, unless otherwise stated. Third-party copyrighted materials, including book chapters, journal articles, music and videos, have either been licensed for use in this course or are used under an exception or limitation permitted by Canadian copyright law.

Students may not publish, post to an internet site, sell, or otherwise distribute any course materials or work without the instructor's express permission. Course materials should only be used by students enrolled in this course.

Copying or distributing this material, such as uploading content to a commercial third-party website, may result in a charge of misconduct under York's [Code of Student Rights and Responsibilities](#), the [Senate Policy on Academic Conduct](#), and/or legal consequences for copyright violations.

Final Examination Identification Policy

For final exams in this course, students must present a valid York University official photo identification card ([YU-card](#)) to verify their identity and sign the examination attendance roster. Students are encouraged to prepare for exams by reviewing York's Policies on the [Conduct of Examinations](#) and the Registrar's Office [Examination Tip Sheet](#).

Turnitin

To promote academic integrity in this course, students will normally be required to submit written assignments to Turnitin through the course's eClass site for a review of textual similarity and the detection of possible plagiarism. In doing so, students consent to their material being included as source documents in the Turnitin reference database, where it will be used solely for the purpose of detecting plagiarism. The terms that apply to the University's use of the Turnitin service are available on the [Turnitin website](#). Students may opt out of using Turnitin. Those who wish to opt out, should contact the instructor as soon as possible.

Student Support and Resources

York University offers a wide range of student support resources and services, including writing workshops, peer mentorship, wellness support and career guidance. Explore the links below to access these on-campus resources:

- [Academic Advising](#) provides support and guidance to students in making academic decisions and goals.
- [Student Accessibility Services](#) offers support and accessibility accommodations, as required.
- [Student Counselling, Health & Wellbeing](#) provides resources and counselling to support personal wellness and academic success.
- [Peer-Assisted Study Sessions \(PASS\) Program](#) and [Student Numeracy Assistance Centre at Keele \(SNACK\)](#) offer free study sessions and academic supports that enable students to collaborate and enhance their understanding of course content in select courses.
- [The Writing Centre](#) offers drop-in sessions, one-to-one appointments, a Multilingual Studio and access to an accessibility specialist.
- [Centre for Indigenous Student Services](#) provides a community space with academic, spiritual, cultural and physical support, including writing and learning skills programs.
- [ESL Open Learning Centre \(OLC\)](#) supports students in developing English language skills, including reading, writing and speaking.

- [Roadmap to Student Success](#) is a collection of timely and targeted resources to help students achieve academic, personal and professional success at different stages of their university journey.
- [Office of Student Community Relations \(OSCR\)](#) administers the [Code of Student Rights & Responsibilities](#) and provides critical incident and conflict resolution support.
- [goSAFE](#) is staffed by York students and provides escorted accompaniment for members of the York community to and from any on-campus locations, including the parking lots, bus stops or residences.

For a full list of academic, wellness and campus resources visit [Student Support & Resources](#).