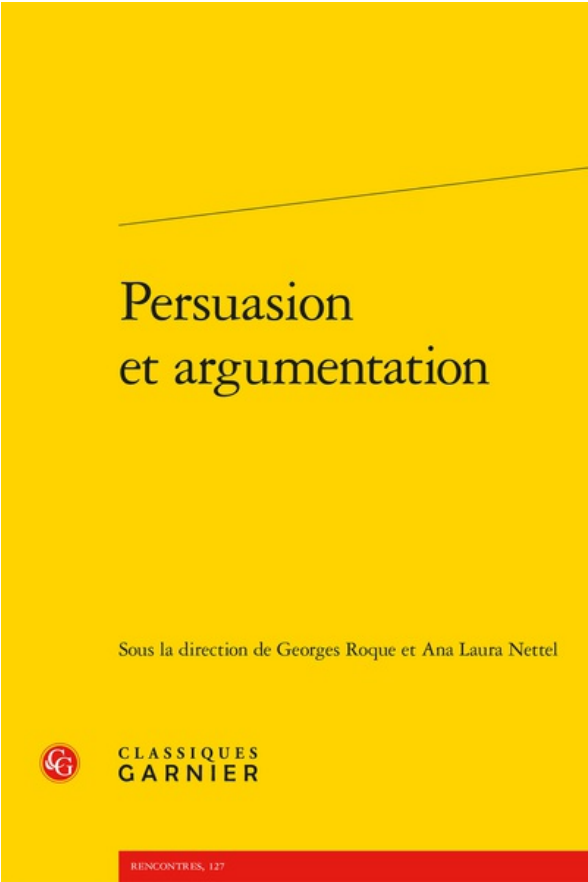


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Prêcher un convaincu Pourquoi argumente-t-on quand on est tous d'accord ?

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- **Author:** Doury (Marianne)
- **Abstract:** Departing from the analysis of a short conversational sequence between people who agree on an issue and nevertheless go on arguing, she suggests that a definition of argumentation in terms of persuasion fails to account for what people are actually doing in these situations. I propose instead that several functions may be assigned to argumentation.
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