What is most useful about Perry's scheme is his account of the transitions from position to position. The scheme helps not only to identify "where students are coming from" but also in stimulating thought about ways to help them progress.

Understanding Arguments, p. 38.

Professor Fogelin made this suggestion in a letter to me and I do not know whether he would still abide by it. That this is not his published view should be borne in mind throughout.

I am reminded of this point by my colleague, Al Hayward, who also uses Fogelin's text and who has made many helpful suggestions to me about its use.

See, for example, the papers by Donnelin and Kripke in Contemporary Perspectives in the Philosophy of Language, edited by Peter A French et al (The University of Minnesota, 1979).

abstract

The Speech Acts of Arguing and Convincing in Externalized Discussions
F.H. van Eemeren and R. Grootendorst

In discussions directed towards solving a conflict of opinion the participants try to convince one another of the acceptability or unacceptability of the opinion that is under discussion. If the participants are co-operative, this means that they are prepared to externalize their position with regard to the opinion and to advance argumentation for or against it. In this article, which is a condensed translation of an article originally published in Dutch (Eemeren and Grootendorst 1980), the authors try to indicate, by reference to the speech act theory, what this entails.

In the way in which it was originally conceived, the speech act theory is inadequate to characterize argumentation. In the author's view this objection can be met by regarding argumentation as an illocutionary act complex at a textual level. They formulate the conditions obtaining for a happy performance of this act complex and explain that for the speaker the performance is linked by convention to the perlocutionary act of convincing. In the case of an externalized discussion this means that with his argumentation the speaker tries to make the listener, in turn, perform an illocutionary act in which he expresses his acceptance or non-acceptance of the opinion.