

OPPOSE

# Refuting



Refuting is one of the Oppose style behaviors in the Sphere of Influence 360°.

One way to express your disagreement with others is by refuting. When you refute you:

- Point out that someone else's argument or statement someone is incorrect, AND
- Explain why it is incorrect, supporting your explanation with evidence.

In this exercise, we help you learn to refute constructively and systematically.




**“One cannot refute  
what one has not  
understood.”**

**- Leo Strauss**

## Exercise 1: Check

Firstly, there is a step before refuting that people tend to forget. Before you begin refuting, check whether you have understood the other correctly.



**“Let me see if I have this right; what you are saying is...”**

If you have **not** understood your conversation partner correctly, you just saved yourself from an awkward conversation.

If you did understand your conversation partner correctly and want to refute their argument or statement, go over to the next exercise.

## Exercise 2: Repeat, refute, prove

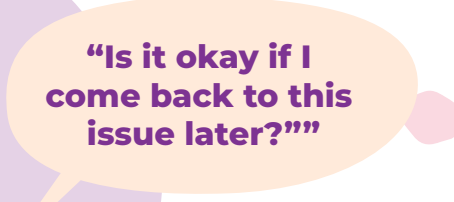
Use the following 3 steps to start practicing your refuting skills:

- **Step 1:** Repeat the argument you are going to refute,
- **Step 2:** Refute it, and
- **Step 3:** Provide evidence.

If you don't have evidence ready to substantiate your claim, buy yourself time to do more research. Ask your conversation partner if this is okay using one of the sentences below:



**“I would like to give it some more thought.”**



**“Is it okay if I come back to this issue later?”**

This way, you have time to collect evidence. Write your arguments down in the table on the next page.

Arguments that prove the other person's statement is incorrect.



If you don't have evidence ready to substantiate your claim, buy yourself time to do more research. Ask your conversation partner if this is okay using one of the sentences below:

**Step 1**  
Repeat



Repeat the argument or statement they made:

- You say ...

**Step 2**  
Refute



Express that you believe they are incorrect:

- But I disagree...
- However...
- Nevertheless...
- On the contrary...

**Step 3**  
Provide evidence



Provide evidence to demonstrate why the statement is wrong.

**Good luck!**

## Evaluation:

How did your attempt to refute work out?



1



2



3



4



5

What did you learn? What insights did you gain?

What went well? What would you repeat?

What can you do to improve your performance?

What is your next step?