

however, has reference only to the argument. The manner in which the arguments have been presented will also figure with the judges.

### Division of Speech

The speech may be divided into three main parts: (1) Introduction; (2) Proof; (3) Conclusion.

**Introduction**—In his introduction, the speaker should make a clear statement of the subject, and may or may not give the several points by which he proposes to establish his case. If he does so, it is because he believes it will assist his audience to follow him. This brief introduction will afford him an opportunity of getting right with his audience. The voice, appearance and general deportment of the speaker will be deciding factors. Seldom, if ever, should apologies as a means of winning the sympathy of the audience be resorted to. These, as a rule, are futile, and weaken rather than assist.

**Proof**—The second division contains the proof and should be clear and logical. As the lawyer calls his witnesses into the box, so the debater quotes his authority, and shows why the authority quoted should be believed. It may be because the authority quoted is considered an expert on the subject, or it may be that he is a disinterested party, or the view expressed opposed to his own interest. But the young debater must guard against making a speech which is just a series of statements of his own opinion about the subject.

**Conclusion**—The conclusion may give a summing up of the arguments advanced, or it may be an emphatic restatement of the strongest argument, the one on which he stakes his hopes. If the points are all summarized at the end, it should be done to show the audience where the argument stands, and not just to be systematic, and it should be done in such a way as to win the audience and judges, and not to prejudice them. It seems to me boastful to sum up as follows: "I have proven to you, first—, I have proven in the second place—, I have proven thirdly—." Better say: "I have endeavored to prove to you." "I trust I have proven first, secondly," and leave to the judges and the audience to decide to what extent you have succeeded in advancing certain proof.

### Reply

So much for the main speech, but the debater will be called upon to reply, and this reply must be as carefully prepared as the main speech, for the debate is often won by a clever reply. In the first place, no new matter may be introduced in the reply. In the second place, reply to only the leading arguments of your opponent. A mistake often made by debaters on rising to reply to the arguments of their opponents is to appear before their audience with a long list of points which they proceed to attack by making a single thrust at each one. This is never very effective. If these points were carefully analysed it would be found that some of them could be safely admitted and others ignored without endangering the argument. But, as a rule, there are one or two arguments ad-