

A Physician, again, reasons from what he has read, and heard, and seen, in order to draw his conclusions on medical questions;—a Statesman, in political questions;—a Merchant, in mercantile matters; and so, of the rest.

§ 4. But when any dispute does take place, between persons of opposed opinions, it may be observed that the worst educated—those who are the most unskilful in reasoning, or in clearly expressing their reasons,—are almost always the most apt to grow angry, and to revile each other, and quarrel.

And even when they do not give way to anger, they usually, after a long discussion, part, without distinctly understanding what the difference between them really consists in; neither of them having clearly expressed his own meaning, or fully understood the other's.

Indeed it often happens that two persons who are disputing, do, in reality, disagree much less in their opinions, than they themselves imagine: or, perhaps not at all. And hence it is that the word "misunderstanding" has come to signify, a *quarrel*; because quarrels so often arise from men's not clearly understanding each other's meaning.

Again, it often happens that a person not without good sense, will give such weak and absurd reasons for his opinion, even when it is a right one, that instead of convincing others, he will even produce an opposite effect.

§ 5. In order to avoid such inconveniences, and to conduct the process of Reasoning as clearly, as correctly, and as easily, as is possible, it is a great advantage to lay down accurate explanations of the *principles* on which Reasoning proceeds, and to employ for the purpose a technical *language*; that is, a regularly-formed set of expressions, distinctly, defined, and agreed on; and to establish certain plain simple *rules*, founded on, and expressed in, this technical language.

Even in the common mechanical arts, something of a technical language is found needful for those who are learning or exercising them. It would be a very great inconvenience, even to a common carpenter, not to have a precise, well-understood *name* for each of the several operations he performs, such as chiseling, sawing, planing,