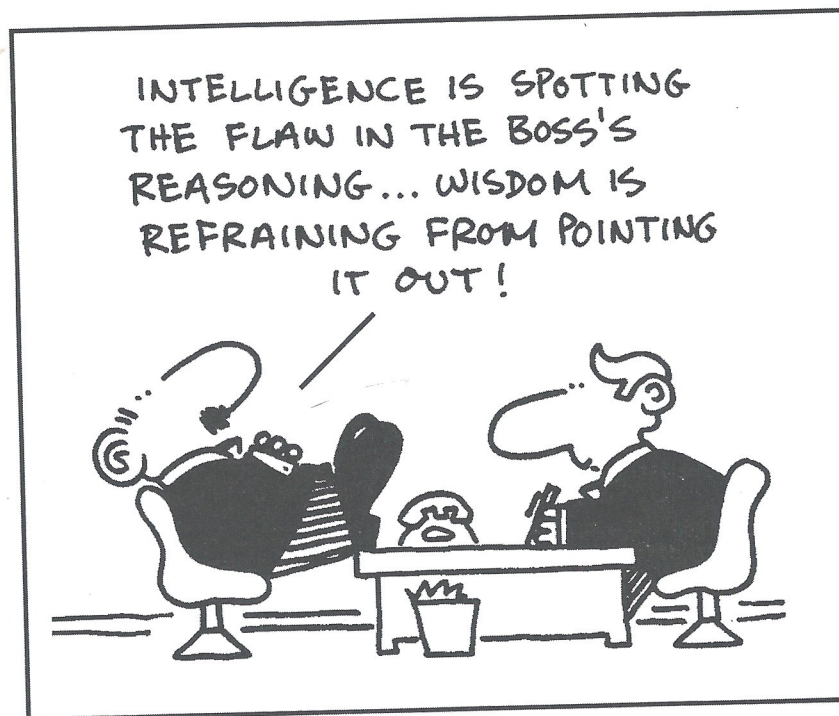


## Chapter 9

# Fallacies:

## What's a Faulty Argument?



**H**ere we have some good advice. It takes intelligence to spot fallacious reasoning, but wisdom not to always point it out. The truth is that, not only bosses, but most people don't enjoy being told they have made a reasoning error. Yet we need to learn the fallacies in order to improve our own thinking and not be manipulated and confused by others. You will learn 17 different types of fallacies in this book. Each has a different name

to describe a different reasoning error. Many are amusing; all are manipulative. Each sidesteps the work of constructing a fair and well-reasoned argument. In order to make your mastery of these many fallacies easier, they are presented in two segments. Two groups are featured in this chapter; a third group appears in Chapter 11, the “Inductive Fallacies.”

**Fallacy** comes from the Latin word *fallacia*, which means deceit or trick. A fallacy is a statement or argument that uses tricks and shortcuts to be persuasive.

## DISCOVERY EXERCISE

### Recognizing Fallacies

*5/10/11 Step* Environmental <sup>name calling</sup> zealots threaten four industries in California—agriculture, mining, timber, and construction—and the people will no longer tolerate what the zealots are doing to the ability of Californians to make a living. The zealots can shut down the American economy. (Rep. William Dannemeyer, R-Calif.) *fear*

1. Do you tend to agree with this opinion or not?
2. What exactly is right or wrong about the argument?
3. If you are familiar with some fallacies, do any of the following apply: poisoning the well, name-calling, slippery slope, bandwagon, appeal to fear, hasty generalization?

### The Fallacies

Since the times of the Greeks, fallacies of reasoning have been given names and categorized for study and identification. When we learn the names and characteristics of these fallacies, we gain the following advantages:

- We learn more about the rules for good reasoning.
- We learn not to use them ourselves.
- We are not influenced by arguments that contain them.

The effectiveness of fallacies rests in their pseudo-reasoning, their use of hidden appeals to our emotions, and their ability to distract our attention from their weaknesses. On the surface their argument may appear plausible, but a closer study reveals confusion or intentional manipulation. Fallacies fan the smoke of fear, pity, or prejudice; they distract from

the issue, play with language, and assume what they should prove. In this chapter, you will learn how to avoid using—or being influenced by—the following fallacies that manipulate through language, emotions, and distraction.

### Manipulation Through Emotions

1. **Appeal to fear:** Seeks to persuade by arousing fear.
2. **Appeal to pity:** Seeks to persuade by arousing sympathy and pity.
3. **Appeal to false authority:** Seeks to persuade by citing a fake or inappropriate authority or by appealing to the authority of vague entities, tradition, popular wisdom or the popular momentum (bandwagon).
4. **Appeals to prejudice:**
  - a. **Personal attack:** Name-calling or raising irrelevant issues about the character of a person instead of addressing and refuting their argument.
  - b. **Poisoning the well:** Seeking to prejudice others against a person, group, or idea so that their arguments will not be heard on their own merits.

### Manipulation Through Distraction

5. **Red herring:** Instead of proving a claim, diverts attention into other issues.
6. **Pointing to another wrong:** Distracts attention from a wrongdoing by claiming that similar actions went unnoticed and unpunished.
7. **Straw man:** Misrepresents or caricatures an opponent's position, then refutes the false replica created; also attacks a minor point in an argument, then claims this maneuver invalidates the whole argument.
8. **Circular reasoning:** Assumes what it is supposed to prove by merely repeating the conclusion—sometimes in different words—without providing any supporting reasons. The assumption—or pretence—is that the conclusion is self-evident and needs no support.

### Fallacies That Manipulate Emotions

Some fallacies manipulate by seeking to arouse such emotions as fear, anxiety and pity, insecurity, hatred, and prejudice. Once a person is influenced by such emotions, the lack of a sound argument may not be noticed. Such fallacies seek to persuade by exploiting our weaknesses

instead of inviting conscious consideration and consent. They can be insidiously effective in clouding rational study of an issue. All of this does not mean that any argument that arouses emotion is fallacious. To be sane on many issues is to feel clear anger, fear, or grief. However, a fallacious argument avoids or omits sound reasoning, depending instead on arousing reactions that overwhelm clear rational thinking. What follows are fallacies that are included under Emotional Appeals to Fear and Pity, Appeal to False Authority, and Appeals to Prejudice.

### Emotional Appeals to Fear and Pity

Appeals to fear are the staples of commercial advertising. The following examples may serve as familiar reminders:

1. "What your best friends won't tell you . . ."
2. (Picture of a frantic traveler who has lost her traveler's checks.) "Next time be safe with our fast call-in service."
3. (Picture of man in hospital bed in a state of shock after seeing his bill.) "Did you think one insurance coverage plan was enough?"
4. (Picture of burglars breaking into a house.) "Are you still postponing that alarm system?"

Again, there are times when appeals to fear or pity are appropriate. You certainly would not argue if someone cried "Fire" in a movie theatre. Nor would you ignore a frightened child. What we are talking about here are appeals that manipulate and exaggerate in order to advance an argument. Yet sometimes the difference between legitimate and illegitimate appeals is not that easy to discern. One such example has to do with appeals to fear and pity used by presidents to lead their people into war. Both of the quotations given below were highly effective in consolidating public support for the War in Iraq and World War I. Whether or not these appeals were justified remains a matter of debate.

- "America must not ignore the threat gathering against us. Facing clear evidence of peril, we cannot wait for the final proof, the smoking gun that could come in the form of a mushroom cloud." (George W. Bush, 2002)
- The object of this war is to deliver the free peoples of the world from the menace and the actual power of a vast military establishment controlled by an irresponsible government which, having secretly planned to dominate the world, proceeded to carry the plan out without regard either to the sacred obligations of treaty or the long-established practices and long-cherished principles of international action and honor; which chose its own time for the war; delivered its blow fiercely and

suddenly; stopped at no barrier either of law or of mercy; swept a whole continent within the tide of blood—not the blood of soldiers only, but the blood of innocent women and children also, and of the helpless poor; and now stands balked, but not defeated, the enemy of four-fifths of the world. (Woodrow Wilson, 1917)

### Class Discussion

Listed here are some appeals to fear and pity. Read the arguments and decide which you think are appropriate calls for such feelings and which are appeals that appear misleading and manipulative. Again, your judgments may depend on your personal values. Defend your answers.

1. Sorry I turned in my paper late. I finished it, but then my printer broke down. Then my dog got sick and I had to take him to the vet. Then, you won't believe this, my car broke down! *pity*
2. Magazine ad: You can help this sad and ragged orphan or you can turn the page. *pity*
3. Ad for exterminator company: Bedbugs are like vampires. They feed on human blood and they are challenging pests to eliminate. They are fast growing pests that multiply at an alarming rate. Although small; when not controlled these nocturnal blood suckers can cause intensive problems. *fear*
4. News item: The off-the-coast hurricane is expected to hit this region by 10:00 this evening. *non fallacious*
5. In December 2001, 110 of 112 revellers at a wedding died, thanks to a B-52 and two B-1B bombers using precision-guided weapons to essentially wipe out a village in Eastern Afghanistan (and then, in a second strike, to take out Afghans digging in the rubble). The incident got next to no attention here. It wasn't, after all, a case of American "violence," but a regrettable error . . . Tom Engelhardt, "When Does Violence Matter?" (*Common Dreams*, 22 Feb 2012)\*. *pity*
6. By this summer, gas will be spiraling beyond \$5.00 per gallon. We've got gas all over and around this country. Let's drill for it! *fear*

### Appeal to False Authority

The appeal to false authority has many variations, beginning with a popular public figure:

- *Buzz Bonanza*, star of stage and screen, prefers Tasty Toothpaste.

\*Common Dreams, 22 Feb 2012 <http://www.commondreams.org/view/2012/02/22-2>.  
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**Appeal to false authority** is an argument whose support depends on a false, questionable, or vague authority. The argument is not supported by sound reasons but depends on the alleged endorsements of celebrities without pertinent credentials or upon vague general entities, tradition, popular wisdom, and bandwagon appeal.

Of course no one thinks Buzz Bonanza is a toothpaste expert. But many admire and envy his success. Advertising psychology research has shown that if consumers can be made to equate a positive figure with a product, then unconsciously they will believe that by buying the product, they will acquire the attributes they admire. Thus, we have so many product testimonials by film stars, athletes, and other celebrities.

On the other hand, an appeal to a false authority can also take the form of vague entities that invite our imaginations to fill in the blanks.

- *Some people say* we don't need to brush our teeth.
- *Doctors say* you should brush your teeth every day with Florident.
- *Experts agree* you should use an electric toothbrush.
- *Inside sources* at the White House say the President likes to brush his teeth.

An argument can also make a false authority of tradition, popular wisdom, and the popularity bandwagon. Here are some examples of the appeal to the authority of tradition.

- You can't be an American male unless you like beer and football.
- You have to go to law school. Every oldest child in this family for the past four generations has gone to law school.
- We are the party that stands for old-fashioned values.

False authority can also be claimed to reside in popular wisdom or the infallible knowing of the masses:

- If you have any doubts about the status of American health care, just compare it with that in the other industrialized nations! *Ask anyone you know* from a foreign country where they would most like to be treated if they had a medical emergency. Ask them which country is the envy of the world when it comes to health care. (Rush Limbaugh)
- It is not fair to blame the U.S. government for not signing the international treaty to destroy all existing land mines. *Ask anyone in the world* about the U.S. record on human rights and about all it has done to alleviate human suffering.

Another variety of false authority is called the *bandwagon fallacy*. If a parade is headed in one direction, that must be the right direction. The bandwagon fallacy promises the exhilaration of joining in a march of irrepressible instinctive wisdom. It offers all the comfort of joining the crowd and coming over to the winning side. Here are some examples of bandwagon appeals:

- Don't vote for Proposition 9. The polls show it will lose 5 to 1.
- Everyone else does it; why can't I?
- Last year over 10 million people switched to Buckaroo Trucks!
- Buddy Springs! America's Beer!
- Join the Pepsi Generation!

In all these appeals to false authority, you will notice the conclusions are unsupported by reasons. What appears instead is pressure to trust bogus authorities or to trust the wisdom of conformity. Whereas a good argument lays all its claims and proof on the table, an appeal to false authority suggests that one should not trust one's own reasoning but depend on some vague others who know better. However—and this is most important to remember—the existence of the fallacy of false authority *does not mean that a good argument should avoid using and quoting authorities*. On the contrary, authorities with relevant expertise provide excellent support for reasons and are used routinely to lend them more credibility.

The first comprehensive study of the geographic skills of America's youngsters shows they are "getting the message that they are part of a larger world," Education Secretary Richard Riley said yesterday. "We're not at the head of the class yet, but it's a good start," said National Geographic Society President Gilbert Grosvenor in releasing the results of National Assessment of Educational Progress tests. Nearly three-quarters of the 19,000 students tested in the first national study of geographic knowledge showed at least a basic understanding of the subject, the Education Department reported. (Associated Press, October 18, 1999)

In this example you will notice that each claim is attributed to an authority. If you, as the reader, are in doubt about the opinions and qualifications of Richard Riley and Gilbert Grosvenor, at least you have been given enough clues for further research. However, when you decide to use authorities to support your own argument, admittedly it is not always easy to determine their suitability and reliability. So-called experts may have credentials, but you must also research their track records; furthermore, you might want to know whether other authorities agree or disagree with them. In summary, authority citation can offer impressive support for an

argument, but assessing the qualifications and appropriate expertise of the authority requires experience and research.

An **authority** is someone who has expertise in a particular subject. Authority expertise depends on the person's credentials, accomplishments, reputation for competence and reliability, and peer recognition. *A confirming quotation from an appropriate, reputable, and unbiased authority can provide excellent support for claims made in an argument.*

### Class Discussion

Explain how the following statements are different kinds of appeals to authority. Which are fallacious? Which are legitimate?

1. My doctor says that I should take a nap every afternoon. *legitimate*
2. A ten-year study by leading scientists has found that Tuff toothpaste prevents decay in four out of five cases. *False*
3. Brad Pitt, star of stage and screen, drives a Macho Motorcycle.
4. I read it in the newspapers. *False authority*
5. Interviewer: "Do you feel national parks should be privatized?"  
Woman: "My husband says they should." *False*
6. "Women have babies and men provide the support. If you don't like the way we're made you've got to take it up with God." (Phyllis Schlafly) *False*
7. "One out of every five Americans experience a mental disorder in any given year, and half of all Americans have such disorders at some time in their lives but most of them never seek treatment says the U.S. surgeon general in a comprehensive new report." (Robert Pear, *New York Times*, December 13, 1999) *legitimate*
8. Right thinking Americans agree with me when I say "No more taxes." *False authority*

### Appeal to Prejudice: Personal Attack and Poisoning the Well

Prejudice is a complex feeling of mistrust, fear, and dislike. Once prejudiced, a person cannot maintain the openness necessary for clear reasoning. Arguments that seek to incite prejudice avoid the work of

poisoning  
the well

5. "The New Anti-Science Assault on U.S. Schools. In a disturbing trend, anti-evolution campaigners are combining with climate change deniers to undermine public education." (Katherine Stewart, *Common Dreams*, February 13, 2012)

poisoning  
the well

6. There is one movie theatre downtown; you can go there if you don't mind the smell of rancid popcorn or going deaf from the booms of the sound system.

poisoning

7. "Do you think the U.S. really promotes democracy around the world? You would have to be brainwashed to believe that." (Noam Chomsky)

## Fallacies That Manipulate Through Distraction

Fallacies based on distraction include red herring, pointing to another wrong, straw man, and circular reasoning.

Fallacies that use the ploy of distraction can be classified in many ways, but what they all have in common is a lack of support for their arguments. All use different tricks to divert attention away from their arguments' weaknesses. Some, such as red herring and pointing to another wrong, divert attention from the issue at hand to a different issue. The straw man fallacy falsely represents the opponent's position, pretends this depiction is accurate, and then destroys its own misrepresentation. Circular reasoning distracts through the illusion of support. Each of these fallacies can be difficult to identify because they can actually succeed in distracting us.

### Red Herring

The **fallacy of red herring** does not offer reasons to support its conclusion but diverts attention to other issues that are irrelevant. The term *red herring* is said to have come from times when prisoner escapees smeared themselves with herrings to throw dogs off from following their own personal scents.

The red herring fallacy diverts our attention from the question at hand and throws us off track into irrelevancies. Four red herring tactics can be identified.

This first example shows a typical red herring side-tracking maneuver:

- Marijuana smoking is not all that harmful. I would feel safer in a car with a driver who had smoked weed than one under the influence of liquor any day.

Here, the claim that needs to be defended is “marijuana is not all that harmful.” However, instead of offering support for this claim, the writer diverts our attention into comparing the safety of drivers under the influence of marijuana versus alcohol. Thus, we become completely side-tracked as we discuss their relative effects on reflexes and perception. Meanwhile, the original claim that marijuana was not all that harmful is either forgotten or incorrectly assumed proven.

A red herring can be the most difficult of all fallacious arguments to detect because it can actually prove a claim; however, the claim proven will not be the claim that was originally presented.

- Guns are not America’s major problem, or even high on the list of our problems. Cars, cancer, accidents in the kitchen all kill far more people than guns do. It is not *guns* that we should be frightened of but the effects of poverty, lack of education, a judicial system that sends criminals and psychopaths back out into the streets. Guns are not a solution, but they are not the problem, either!

In this case, it could easily be shown that guns do not cause the majority of American fatalities. Also it would not be difficult to support the claim that the problems of gun violence are tied into a complex social system. But the argument never supports the claim that “guns are not America’s major problem or even high on the list of our problems.”

Another red herring tactic is to make one claim and pretend to support it with another claim, without ever supporting either claim.

- I cannot understand why the environmentalists feel it is harmful to cut down the redwood forests. This work provides a good living to loggers and their families.

Here, no reasons are given as to why it is not harmful to cut down the redwoods. Nor is the meaning of the word *harmful* clarified. Instead, the writer diverts our attention to other issues by introducing another ambiguous phrase “good living to the loggers.” He could then lead us into debating whether the loggers have a right to maintain their livelihood, diverting attention from the profits and responsibilities of the lumber companies. We might not even notice the writer’s assumption that nothing is harmful as long as it provides an income for someone.

Finally, there is the more familiar bumper-sticker example of a fallacious red herring argument:

- Guns don’t kill people. People do.

In this case, the argument does not prove the claim that guns do not kill people. Nor does it prove an implied claim that guns in themselves are not harmful. Instead it distracts attention into arguing about the nature of people. In addition, this slogan also serves as a false dilemma

argument, since the issue is not a matter of either people or guns, but of both necessarily operating together to kill other people.

### Class Discussion

Study the following examples of red herring arguments. For each one, determine (a) the issue, and (b) the diversion.

1. TV can't be harmful to children, because it occupies their attention for hours and keeps them off the streets. (S. Morris Engel, *With Good Reason*, St. Martin's Press, 1982)
2. Congressman: Did you use steroids?  
Baseball player: I am not here to talk of my past; I am only here to make a positive influence.  
Congressman: What do you mean by a positive influence?  
Baseball player: I am here to let all young athletes know that they should never resort to using steroids.
3. Christie Whitman, EPA chief in 2001, was accused in a senate hearing of having been "dead wrong" in assuring the public that it was safe to breathe the Manhattan air in the weeks after 9/11. This was her reply: "There are indeed people to blame. They are the terrorists who attacked the United States, not the men and women at all levels of government who worked heroically to protect and defend this country." (Devlin Barrett, "Whitman on Hot Seat over 9/11 Aftermath," Associated Press, June 26, 2007)
4. Neighbor A: I am sorry, but I need to ask you to turn down your television. I can hear it from every room in my apartment.  
Neighbor B: Well, you have good reason to be sorry. You are always waking me up by taking showers at midnight.
5. Policeman: It is against the law to smoke in a car with children present.  
Driver: Well, I only smoke when I have my window open. I exhale and hold the cigarette outside.
6. Of course we have these problems of high unemployment and the need for more jobs. But right now we have to keep all our attention on reducing the public debt in order to assure a future for our grandchildren.

### Pointing to Another Wrong

The **fallacy of pointing to another wrong** is also called *two wrongs make a right*. It distracts attention from a wrong-doing by claiming that similar actions went unnoticed or unpunished.

This fallacy is also called *two wrongs make a right* because it assumes that two wrongs cancel one another out. This weak defense can go unnoticed because it diverts attention into other issues, such as discussing whether or not the other instances are relevant or related. Pointing to another wrong can also divert attention from the issue by making attacks that would lure another to focus on self-defense. Consider these examples of pointing to another wrong, and discuss, either with a class partner or in writing, how each argument lacks reasonable support.

1. On hearing that China now exceeds the United States as the world's top carbon polluter, a Chinese diplomat said: "Given that the United States has been a major polluter for so long, it has no right to ask the Chinese to cut down on their emissions."
2. Motorist to police officer: "Why are you giving me a ticket for going the wrong way on a one-way street? Didn't you see that red sedan I was following doing the same thing?"
3. So what if I don't separate the cans and newspapers out from the garbage for recycling. I don't have that much time. Neither do most other people.
4. The politically correct people will tell you that Columbus brought oppression, slavery, and genocide to the peaceful Indians. But Indians committed as many atrocities against the white people as well as against one another.
5. Why do you complain about cruelty to animals in scientific experiments? Look at the way animals are cruel to one another. Have you ever seen the way lions bite into the necks of zebras, rip open their insides, then eat their hearts and entrails?

### Straw Man

The **straw man fallacy** makes a false replica of an opposing argument, then destroys what has been created. It uses caricature, ridicule, and oversimplification by way of refutation. It can also attack and disprove an insignificant point in an argument, then claim that the whole argument has been demolished as a result.

This fallacy appears in two variations. In the first, it misrepresents and distorts the argument opposed.

- Those who are in favor of national health care want to give us army-style medicine. If the government starts running health care for us,

we'll find ourselves waiting all day in barracks full of sick people, while the doctors are shuffling through piles of red tape in their offices and leaving for home by the time our turn arrives.

- When you support picketing, you are supporting a conspiracy to commit extortion through disruption of business, intimidation, and slander. I have no sympathy for strikers who always have the option of going to work for someone else if they don't like the compensation or conditions offered by their employer. I feel they have no right to force the employer to change employment policy to suit them. Why does hiring people to do a specific job, for specific pay, force the employer to practically adopt the employee, catering to him or her from the cradle to the grave? It must be stopped and the extortionists jailed for long terms.
- Environmentalists argue that we would all be better off if we conserved more. They are mistaken for it is easy to show that conservation will not produce heaven on earth.

Another straw man tactic is to seek to discredit an idea on the basis of objections that are beside the point.

- Doctor: "You need to get more exercise. Why don't you walk to work?"  
Patient: "I can't walk to work—I work at home!"
- Father: "Why don't you wear your helmet when you ride your motorcycle? It's both unsafe and illegal to go without it."  
Son: "Dad, I can't do that. It's not cool."
- Boss: "What we need to get this business off the ground is for all the employees to meet together on a regular basis."  
Manager: "But we don't have a meeting room large enough for all of us!"

### Class Discussion

Which of the following are straw man arguments?

1. People looking for full-time permanent positions expect to be cared for from the cradle to the grave. I only hire contract workers who don't use extortion to get entitlements.
2. Son to mother-in-law: "What do you mean your grandson might be getting colds from eating too much sugar? Sure he likes Cokes and candy, but I don't exactly open his throat and force a cup of sugar down it!"
3. Doctor: "You need to get more exercise. Why don't you walk on your lunch break over to the cafeteria and back?"  
Patient: "Doctor, I can't do that. I don't like the food in the cafeteria."

- Non fallacious
4. Senator, contrary to your objections, building an oil pipeline across the U.S. from Canada to the Gulf is not going to be an apocalypse.
  5. Headline: Push to Train more Primary Care Doctors. (*Los Angeles Times*)
  6. I am bewildered by those who support the “three strikes and you’re out” law. This tough position denies all possibility for change in people. Thus we buy into a cycle of hate and fear in a total rejection of compassion, locking ourselves up in our houses of fear just like we lock up the prisoners.

### Circular Reasoning

The **fallacy of circular reasoning** is the assertion or repeated assertion of a conclusion without offering supporting reasons. It may imply that the conclusion is self-evident or rephrase the conclusion to make that appear to be a reason.

The fallacy of circular reasoning creates an illusion of support by simply asserting its conclusion as though it were a reason, or by reasserting the same claim in different words. In translation, this argument claims “A is true because A is true.”

- Roses have a scent; therefore they have a fragrance.

This fallacy also has another name: *begging the question*, which means to assume what one is supposed to prove, or to beg for acceptance rather than earning it through a sound argument. However, it may be easier to remember this fallacy by the term *circular reasoning* because that is just what it does: it goes in circles. Let’s look at some examples:

- Taxing inheritances is justified because people should pay a tax on money they have been given by their families.

Here, the first half of the sentence is repeated in different words in the second half, as though the second half were a supporting conclusion.

- Running is good for your health. If you want to be healthy, you should run.

Circular reasoning can deceive by offering inference indicator words like *therefore* that suggest an inference is being drawn from the first claim. In actuality, however, no valid inference follows. Instead of having a conclusion and a reason, we have two conclusions.

- Adultery and fornication are wrong. Therefore, it follows that contraception is wrong.

Here, the gap between the first claim and the second is huge. If we agree that adultery and fornication are wrong, why is contraception also wrong? To make a good argument, we have to provide links of explanation to show that one claim follows logically from another.

### Class Discussion

See if you can find the circular reasoning in these examples. Show how these are conclusions with missing reasons.

1. Movie stars are intelligent. If they weren't intelligent, they wouldn't be movie stars.
2. Concealed weapons should be discretionary. After all, people should have the right to conceal their guns if they wish.
3. To curse is immoral because it is wrong.
4. Elect Donna Brown supervisor—she is a mother and realtor.
5. Isn't it obvious that when we have the best-funded defense in the world, we will have the best defense in the world?
6. Interviewer at 1994 Miss USA Beauty Pageant: "Miss Alabama, if you could live forever, would you and why?"  
Miss Alabama: "I would not live forever because we should not live forever, because if we were supposed to live forever, then we would live forever, but we cannot live forever, which is why I would not live forever."
7. "The reason I keep insisting that there was a relationship between Iraq, Saddam and Al Qaeda is because there was a relationship between Iraq and Al Qaeda." (George W. Bush)

## READING

### "Checkers Speech"

*Richard M. Nixon*

*In 1952 Richard Nixon, a Senator from California, was chosen by Dwight D. Eisenhower to be his vice presidential running mate. Just days later an article appeared in the New York Post with the headline "Secret Rich Men's Trust Fund Keeps Nixon in Style Far Beyond His Salary." Eisenhower wanted Nixon to resign. Nixon balked, choosing to take this issue directly to the people through the new medium of television. The excerpt that follows is taken from the middle part of that famous September 23 speech. It is preceded by a summary of the first part.*