

discourse without having to explicitly bring in all the protocols of the applicable formal dialogue structures that are there in the background. The application of the tool also reveals a means for repairing the fault.

Technically, profiles of dialogue are very close to the dialogue templates used by Bex and Reed [2] as schematic representations that combine argument structures with transitions in the dialogue from a move to a reply. Dialogue templates look very much like the profiles in this paper, and they are visualized as graphs that look somewhat like familiar argument diagrams except that they represent dialogue sequences in formal dialogues such as CB.² If we look back to Figure 3, the dialogue shown at the bottom left in the large rounded rectangle node can be seen as a dialogue template. Further research is needed to establish the exact relationship between dialogue templates and profiles of dialogue. It would appear that profiles work in a comparable way to dialogue templates that can also incorporate arguments in some instances.

In particular, it has been shown that some real life examples of examination dialogues (as illustrated by the Zeidman example) illustrate how the profiles technique can successfully be applied to cases where the sophisticated tactics type of *ad verecundiam* strategic maneuvering is a highly powerful and dangerous type of argumentation. This particular example is a very interesting one because it brings out a novel and heretofore largely uninvestigated aspect of the *ad verecundiam* fallacy. Our findings provide evidence to suggest that widening our horizons on how to study this fallacy will enable argument analysts to tackle very important cases that are highly worthwhile to study when one realizes the problems they give rise to.

Acknowledgements. Douglas Walton would like to thank the Social Sciences and Humanities Research Council of Canada for support of this research through Insight Grant 435-2012-0104. We owe thanks to Bob Zeidman for his help in making his paper available and for checking the accuracy of our account of the deposition used as our main example. We would also like to thank the anonymous reviewer of this journal for the

² The dialogue system CB [22, pp. 133–135] consists of locution rules (that determine permissible locutions, withdrawals, questions and challenges), commitment rules (that indicate e.g. when a statement can be included in or withdrawn from a player’s commitment store) and dialogue rules (that state what is the proper sequence of dialogue moves).

comments that were very helpful in preparing our final version of the paper.

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MARCIN KOSZOWY
Department of Logic, Informatics and Philosophy of Science
University of Białystok
Plac Uniwersytecki 1
15–420 Białystok, Poland
koszowy@uwb.edu.pl

DOUGLAS WALTON
Centre for Research in Reasoning
Argumentation and Rhetoric (CRRAR)
Philosophy Department
University of Windsor
401 Sunset Avenue
Windsor, Ontario, N9B 3P4, Canada
dwalton@uwindsor.ca