

**AUSTHINK**  
CONSULTING

# Argument Mapping

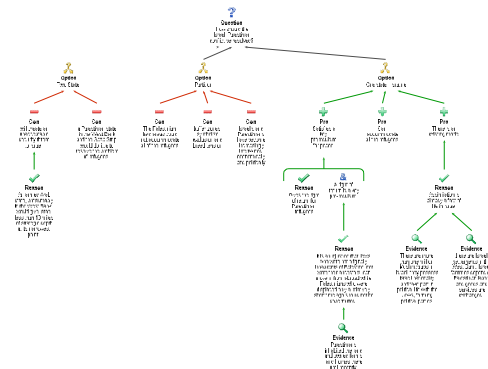
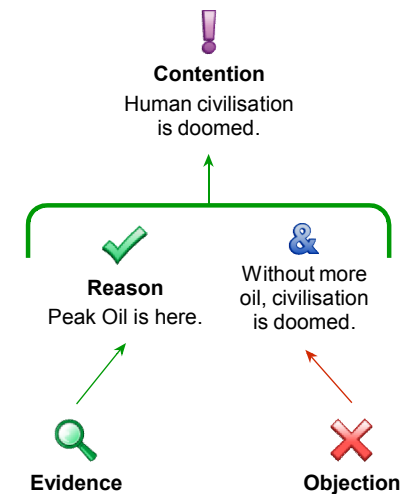
A one day workshop in the skills of reasoning, argument and critical thinking, based on argument mapping

# Argument Mapping

What is argument mapping?

Argument mapping (AM) is diagramming the structure of complex arguments, debates or deliberations. As compared with standard practice, with AM you can:

- Gain greater clarity and insight into complex arguments
- Produce better arguments (more complete, rigorous, well-organised)
- Pinpoint critical weaknesses and gaps
- Communicate complex arguments more effectively
- Resolve disagreements, and secure rational consensus and buy-in
- Improve deliberative judgements or decisions



Applications of argument mapping

AM can be used in a range of workplace activities, including:

- Policy or strategy development and adoption
- Drawing and defending analytical judgements (e.g., intelligence assessments)
- Preparing documents or presentations presenting complex cases (e.g. board papers, audit reports, business cases)
- Trial or debate preparation
- Design rationale

# Workshop Outline

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## Hands on

The workshop is conducted in a “hands-on” manner, using the bCisive software and numerous exercises, leaving participants able to engage in AM as soon as they return to their desks.

## Content

The workshop covers the core concepts and practical skills involved in argument mapping:

- Basics – key concepts and basic structures
- General guidelines for good argument mapping
- Some common pitfalls
- Using the bCisive software
- Practicalities

## Session Structure

The workshop is conducted in four sessions of approx. 90-105 minutes with breaks for morning tea, lunch, and afternoon tea.

Generally the workshop runs from 9.00-5.00 on a single day. However alternative arrangements are possible.



# About Austhink Consulting

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Austhink Consulting is a critical thinking and communications consultancy based in Melbourne, Australia.

Since 2000 we have been providing facilitation, training and consulting services to organisations in all sectors (government, professional, corporate and non-profit) in Australia and overseas, particularly the US.

Our unique expertise lies in using our distinctive mapping techniques to improve the clarity and rigour of thinking about complex issues.

Our techniques are based on extensive original research at the University of Melbourne. The techniques are now being adopted by organisations around the world.

Current and recent clients include Rio Tinto, ANZ, Vanguard, Green Cross, ANU, and the Victorian Department of Sustainability and Environment.

In 2004 we set up a sister company, Austhink Software to develop tools for the diagrammatic display of complex reasoning in both education and the workplace. Austhink Software has released the bCisive and Rationale packages. bCisive 2 is the main tool used in Austhink Consulting activities.



# Pricing – One Day Workshop

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## Price Structure

The fee for Austhink Consulting one-day training workshops is \$795 (ex. GST) per participant (min 6 participants). The fee includes:

- Prior consultation with customer
- Preparation and Organisation (e.g. facilities)
- Facilitation by an appropriate number of Austhink staff
- Training materials, inc. workshop booklet for participants
- Evaluation and follow-up with customer

## Terms and Conditions

### Key points

1. Additional direct expenses (travel, facility fees, catering) charged at cost plus 10% for overheads.
2. 50% deposit paid in advance to secure booking; balance payable on delivery.

For more information please ask for our full Terms and Conditions.

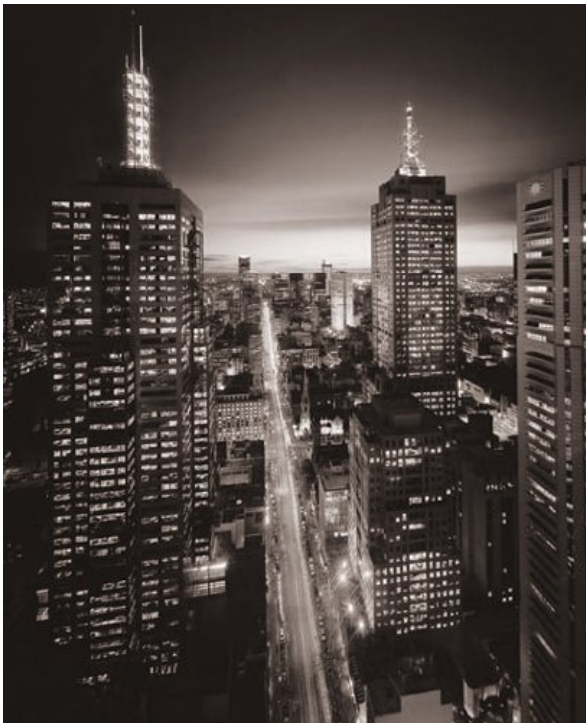
## Special Arrangements

We recognize that many organisations have unique constraints in relation to training expenditures. Austhink is frequently able to make special arrangements to accommodate these constraints. Please feel free to discuss your needs with one of our Principal Consultants.



# Contacting us

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Austhink Consulting  
Level 50, 120 Collins St  
Melbourne VIC 3000, Australia  
Australia  
Ph +61 (0)3 9225 5215  
Fax +61 (0)3 9225 5050  
[info@austhinkconsulting.com](mailto:info@austhinkconsulting.com)  
ABN 15 081 992 547

To reach our Principal Consultants directly:

Dr. Tim van Gelder  
+61 (0)438 131 266  
tvgl@austhink.com

Dr. Paul Monk  
+61 (0)433 128 818  
pmm@austhink.com

Jane Lewis  
+61 (0)411 759 951  
jml@austhink.com