

Complex Counterarguments

Classify your four likeliest objections by type, match each to its response mode, and write one full Concede-and-Redirect.

Classify Your Four Likeliest Objections

Objection 1

State it, then classify it — factual / feasibility / values / identity / self-interest — and name the matching mode (evidence, concrete path, shared values, reframe as continuity, or honest trade-off).

Objection 2

State it, classify its type, and name the matching response mode.

Objection 3

State it, classify its type, and name the matching response mode.

Objection 4

State it, classify its type, and name the matching response mode.

Concede-and-Redirect

The one that's partly true

Which of your four objections has real truth in it?

Full concession

Write one clean sentence that concedes the true part fully and first — no hedging.

Redirect

Write the sentence that redirects to the ground the concession doesn't touch.

Self-check

I diagnosed the type before answering, not after

My concession is real, not a maneuver ('fair point, but you're wrong')

I answered each objection in its matching mode, not one generic answer for all

The diagnosis is a tool for answering people better, not for dismissing them. 'That's just a values objection' is not permission to stop taking it seriously.