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Preface

Combining streamlined instruction in the writing process with outstanding accessibility, *The College Writer Brief*, 6th Edition is a fully updated three-in-one text with a rhetoric, a reader, and a research guide for students at any skill level. Throughout the text, numerous student and professional writing samples highlight important features of academic writing—from voice to documentation—and offer guidance for students' own papers. The sixth edition features fully refreshed sample essays, stronger instruction in argumentative writing, revamped activities and projects, and MLA 8th edition updates.

New Features

- Thirty NEW sample essays, 12 student and 18 professional, offer students fresh perspectives on relevant, current topics—from human empathy for whales to groupthink to cyberbullying. Perfect for discussion, these essays will also inspire students' own writing. New professional writers include such well-knowns as Susan Sontag, Amy Tan, Atul Gawande, Malcolm Gladwell, Ernest Hemingway, and David Brooks, along with Melissa Pritchard, Reshma Memon Yaqub, Brian Phillips, Maria Konnikova, Susan Cain, and James Kilmore. New student writers tackle topics such as family violence, cultural identity, face blindness, e-waste, and privacy in a surveillance age.
- ENHANCED Chapter 17, "Strategies for Argumentation and Persuasion," and the NEW Chapter 18, "Arguing for Positions, Actions, and Solutions," strengthen instruction in argumentative writing. Chapter 17 now includes attention to the contrast between Toulmin and Rogerian approaches to argument, along with a sample argument by Malcolm Gladwell and a fallacy-focused essay by philosopher Kathleen Dean Moore. Chapter 18 integrates and streamlines instruction in forms of argumentative writing that had previously been somewhat artificially separated into chapters on taking a position, calling for action, and solving problems. At the same time, this new chapter offers more instruction on the principles involved in forms of argumentative writing, along with new sample essays that cluster around campus controversies, environmental challenges, and social institutions (including the family).
- **NEW activities and projects** help students fully engage readings, complete their own writing, and extend their learning through critical thinking. After each sample essay, "Reading for Better Writing" questions now ask students to *connect* the reading to their own lives and experiences, show *comprehension* of the content, study *writing strategies* within the piece, and brainstorm related topics and approaches for their own projects. End-of-chapter activities now extend students' learning through critical-thinking applications such as *Photo Op, Wise Words, Living Today, Public Texts, Writing Reset*, and *Major Work*.

- NEW and ENHANCED instruction in principles of academic writing helps students to more effectively produce thoughtful, energetic, college-level prose. A new diagram of the writing process (Figure 2.2 on page 26) does justice to the recursive nature of writing, while more attention to thesis development (page 46) and an introduction to academic writing moves (pages 64–66) shows students how to strengthen, develop, and expand their ideas. A new overview of the rhetorical modes (pages 140–141) underscores how writers draw upon and integrate thinking patterns in their work. New attention to eliminating wordiness (page 102) and striving for plain English (page 105) helps students write clear, concise prose. And to reinforce new instruction, students will find tips on reviewing instructor feedback on writing (page 113).
- Fully UPDATED MLA Documentation (8th edition) gives students the instruction they need to understand the major changes to the MLA system and to implement those changes through correct and effective documentation of their research. The new system is introduced through an easy-reference quick guide, presented through clear examples, and modeled in new student essays.
- **REORGANIZED chapters in the Reader** offer a more logical progression in concepts for instructors and students. The analytical modes follow a sequence from lesser to greater thinking complexity: definition, classification, process, comparison-contrast, and cause-effect.

Key Features

- The College Writer provides students with a concise yet complete overview of the writing process. The text's unique "at-a-glance" visual format presents each major concept in a one- or two-page spread, with examples illustrating explanations, and then the opportunity for hands-on practice, with writing assignments or practice exercises.
- Consistent attention to the rhetorical situation—writer, reader, message, medium, and context—gives students a tool to analyze the works of others and create their own works. Chapter 1, for instance, begins with an illustration of the rhetorical situation and extended tips for reading actively.
- "Learning Objectives" at the beginning of each chapter help students focus on key learning points; main headings throughout the chapter reinforce those points; and "Learning-Objective Checklists" at the end of the chapter enable students to track their performance.
- "Common Traits of College Writing," introduced in chapter 2 and then
 underlying much of the instruction in the text, help students understand
 and achieve college-level writing. These traits are also in sync with the "WPA
 Outcomes Statement for First-Year Composition."

- Emphasis on thesis and outline creation encourages students to organize their thinking as they write.
- High-interest academic writings from students and professionals help writers understand and create a scholarly tone. Throughout the text, the authors offer examples of writing for different disciplines as well as in different work contexts.
- "Writing with Sources" boxes, integrated into the writing-process chapters, show students how attention to research-related issues might help them at a given step in the writing process.
- Each chapter includes projects or activities that may be completed individually or in groups. That way, the text is a flexible tool for cultivating individual skills and facilitating collaborative learning.
- Chapter 16, "Reading Literature: A Case Study in Analysis," addresses literary analysis as a form of analytical writing that utilizes many of the principles and practices addressed in the analytical writing chapters (11-15). In that way, the chapter consolidates and illustrates that instruction, showing how writers draw upon several analytical modes to answer their questions about poems, short stories, and even films. The chapter also includes the poem and short story analyzed by student writers.
- The Research section gives students all the tools they need to do twenty-first century research, including working with digital databases; understanding the differences between primary, secondary, and tertiary sources; working effectively with sources, while avoiding plagiarism; learning to evaluate diverse sources; and documenting their research in MLA or APA format.
- Charts, graphs, and photos help visual learners grasp concepts and cultivate visual literacy in all students. These elements range from the high-interest chapter-opening photos with a "Visually Speaking" prompt to "Photo Op" activities at the end of many chapters, critical-thinking through viewing examples in chapter 1, and graphic organizers in chapter 3.
- Color-coded cut-out tabs make it easy to flip to any of the three sections of the book.
- The entire text is available as a multimedia eBook, featuring audio, video, exercises, models, and web links.
- Chapters on "Writing for the Web," "Taking Tests," "Writing for the Workplace," and "Preparing Oral Presentations" are listed in the Table of Contents and are available online in MindTap.

New to This Edition

New Sample Essays: Thirty new sample essays include works by professionals such as Susan Sontag, Amy Tan, Atul Gawanda, Malcolm Gladwell, Ernest Hemingway, David Brooks, Melissa Pritchard, Reshma Memon Yaqub, Brian Phillips, and Maria Konnikova.



Enhanced, Streamlined Instruction in Argumentation and Persuasion: Chapter 17, "Strategies for Argumentation and Persuasion," now includes attention to the contrast between Toulmin and Rogerian approaches to argument, along with sample arguments by Kathleen Dean Moore and Malcolm Gladwell. Chapter 18, "Arguing for Positions, Actions, and Solutions," integrates instruction in three forms of argumentative writing.

Chapter 17 | Strategies for Argumentation and Persuasion

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Structuring Arguments

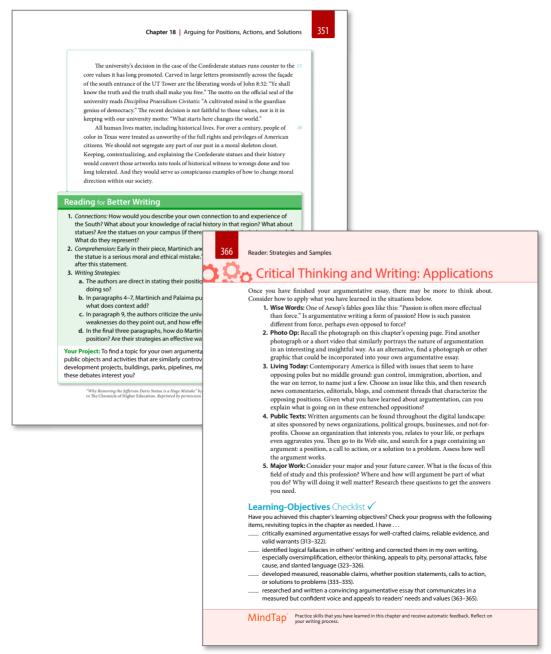
The shape of an argument often emerges organically as you think about and research an issue. While you have a lot of freedom about how to shape arguments, two patterns have become popular methods of doing so: Toulmin and Rogerian. In what follows, you will find a brief introduction to each method. Use these introductions to guide your choices for specific arguments.

Understand Toulmin Argumentation

Made popular by British philosopher Stephen Toulmin in his book *The Uses of Argument* (1958), this method lends structure to the way people naturally make arguments. Not exactly formal logic, this pattern offers a practical approach that allows writers and their readers to wrestle over debatable issues through sound thinking. Toulmin's elements do not map out a strict sequence of elements, but writers may draw upon the elements to unfold their thinking within a paragraph or for an entire essay. Many of these elements are addressed more fully later in this chapter (pages 315–322), but here is an overview:

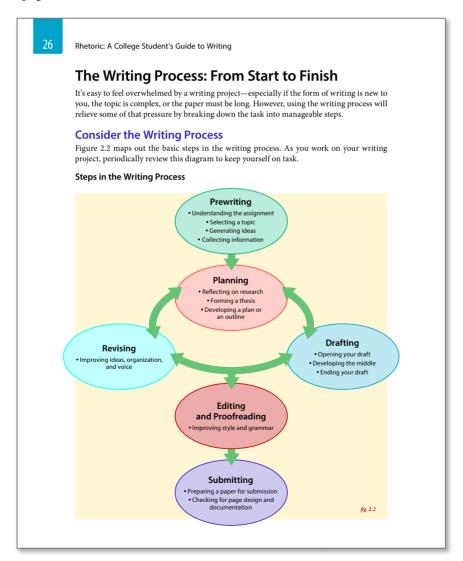
- Claims The debatable statement the writer aims to prove or support.
 - Planting trees is a practical step to fight climate change.
- Qualifiers Any limits the writer puts on claims in order to make those claims more reasonable, precise, and honest.
 - Although it is a small step, planting trees is one practical way that many people can fight climate change.
- Support The reasoning that the writer offers to explain and defend the claim; the evidence that the writer offers to back up the reasoning and thereby ground the claim (various forms of data, information, experience, narratives, authority, and so on).
 - According to the UN, "Deforestation causes 12-18 percent of the world's carbon emission, almost equal to all the CO2 emissions from the global transport sector."
- Warrants The logical glue that holds together claims, reasons, and evidence; the
 assumptions, principles, and values (sometimes unstated), that lie behind the writer's
 reasoning.
 - Stopping climate change is more important than the economic benefits of deforestation.
- Backing When warrants aren't shared or understood by readers, the special reasoning and evidence writers offer to convince readers to accept those principles.
 - Recent research has determined that the 32 million acres of forest lost each year make a significant contribution to global warming.
- Conditions of Rebuttal The writer's anticipation of and response to possible
 objections; his or her sense of other perspectives and positions.
 - Economies dependent on deforestation can take a number of steps toward sustainable practices.

Enriching Questions, Activities, and Projects: After each sample essay, "Reading for Better Writing" questions ask students to *connect* the reading to their own life, show *comprehension* of the content, study *writing strategies* within the piece, and brainstorm related topics and approaches for their own *project*. End-of-chapter activities extend students' learning through critical-thinking applications such as *Photo Op, Wise Words, Living Today, Public Texts, Writing Reset*, and *Major Work*.



Enhanced Instruction in the Principles of Academic Writing: The following new elements help students to more effectively produce thoughtful, energetic, college-level prose:

- A new diagram of the writing process illustrating the recursive nature of writing (Figure 2.2 on page 26).
- Expanded instruction on thesis development (page 46).
- An introduction to academic writing moves (pages 64–66) showing students how to strengthen, develop, and expand their ideas.
- A new overview of the rhetorical modes underscores how writers draw upon and integrate thinking patterns in their work (pages 140–141).
- New instructions that help students write clear, concise, and compelling prose (pages 78–81).





Updated Chapter 23 Instructions on MLA Documentation and Style (8th edition): Clear instructions and illustrations help students understand and use the current MLA system for documenting research writing. The new system is introduced through an easy-reference quick guide, presented through clear examples, and modeled in new student essays.

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Research and Writing

Guidelines for Works-Cited Entries

The works-cited section lists only those sources that you have cited in your paper. For guidelines on formatting your works-cited list, see pages 487–488, as well as the sample works-cited list on pages 501–502. In what follows, you will first find a template for works-cited entries, showing the essential pattern to follow. After the template, you will find guidelines for constructing any entry by drawing upon the nine core elements of source identification and arranging those elements in the order listed.

Works-Cited Template

Every works-cited entry will include some or all of nine elements, formatted and punctuated in the manner indicated.

Author. Title of Source [normally italicized or in quotation marks]. *Title of Container*,
Other Contributors, Version, Number, Publisher, Publication Date, Location.

Works-Cited Components

The following table provides you with guidelines for presenting each of the nine main components of works-cited entries. Review both the instructions and examples to understand the logic of each element.

1. The Author is the person, people, or organization that created the source. Note that for online sources, pseudonyms and handles may be used. In general, omit titles and degrees from names, but present the name accurately from the source. Follow the author with a period.

- One author: Invert the author's name.
- Two authors: Follow the order given in the source.
 Invert the first author's name, but put the second in traditional order. Separate the authors' names with a comma.
- Three or more authors: Name only the first author listed, followed by *et al.* (meaning *and others*).
- Other contributors: If appropriate, you may put another contributor in this first position to emphasize the focus in your writing: an editor, a director, a performer, and so on. Spell out the role after the name and a comma.

Jacob, Mira.

King, Martin Luther, Jr.

@PiradorUSA.

Environmental Protection Agency.

Pratchett, Terry, and Neil Gaiman.

Raabe, William A., et al.

Dunham, Lena, performer.

Reorganized Chapters in the Reader: The new organization offers a more logical progression of instruction. The analytical modes (chapters 10-15) follow a sequence from lesser to greater thinking complexity: definition, classification, process, comparison-contrast, and causeeffect. Also in chapter 18, three forms (arguing for positions, actions, and solutions) are integrated and enhanced.

Part II Reader: Strategies and Samples

- 9. Forms of College Writing
- 10. Narration, Description, and Reflection
- 11. Definition
- 12. Classification
- 13. Process
- 14. Comparison and Contrast
- 15. Cause and Effect
- 16. Analyzing Literature: A Case Study
- 17. Strategies for Argumentation and Persuasion
- 18. Arguing for Positions, Actions, and Solutions

Comparison and Contrast

In his plays, William Shakespeare creates characters, families, and even plot lines that mirror each other. As a result, we see Hamlet in relation to Laertes and the Montagues in relation to the Capulets. In the process, we do precisely what the writer wants us to do-we compare and contrast the subjects. The result is clarity and insight: by thinking about both subjects in relation to each other, we understand each one more clearly.

But writers in college and in the workplace also use comparison-contrast as an analytical strategy. To help you read and write such documents, the following pages include instructions and four model essays.

Visually Speaking Look closely at Figure 14.1. What do you see? What does the photo suggest about how comparing and contrasting help one analyze and understand a topic?

MindTap[®]

Understand the goals of the chapter and complete a warm-up activity online.



By working through this chapter, you will be able to examine and assess writers' use of comparison-contrast reasoning.

- differentiate between subject-by-subject and trait-by-trait strategies for comparison-
- use transitional words and supporting details to clarify compare-contrast claims.
- establish a clear basis for comparison between two or more topics.
- choose clear elements or features for comparison
- compose an analytical essay using primarily compare-contrast reasoning (with other analytical strategies).



MindTap

MindTap* English for Van Rys/Meyer/VanderMey/Sebranek's *The College Writer*, 6th edition engages your students to become better thinkers, communicators, and writers by blending your course materials with content that supports every aspect of the writing process.



- Interactive activities on grammar and mechanics promote application in student writing.
- An easy-to-use paper management system helps prevent plagiarism and allows for electronic submission, grading, and peer review.
- A vast database of scholarly sources with video tutorials and examples supports every step of the research process.
- Professional tutoring guides students from rough drafts to polished writing.
- Visual analytics track student progress and engagement.
- Seamless integration into your campus learning management system keeps all your course materials in one place.
- MindTap lets you compose your course, your way.

MindTap* English now comes equipped with the diagnostic-guided JUST IN TIME PLUS learning module for foundational concepts and embedded course support. The module features scaffolded video tutorials, instructional text content, and auto-graded activities designed to address each student's specific needs for practice and support to succeed in college-level composition courses.

Instructor's Resources

The instructor's manual provides teaching suggestions, suggested answers to exercises, and a sample course syllabus to assist instructors in teaching the course. The instructor's manual and other resources for teaching can be accessed in MindTap.



Acknowledgements

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Joseph A. Wolcott, Erie Community College

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Critical Thinking Through Reading, Viewing, and Writing

Every day, we encounter words and images; often, we create them for others to read and view. Exchanging these messages constitutes communication, a complex process that involves several variables: the writer/designer, the message and the medium used, the reader/viewer, and the context.

In college, such communication—whether in reading articles, viewing films, or writing essays—requires critical thinking. Such thinking puts ideas in context, makes connections between them, and tests their meaning and logic. This chapter provides strategies that will help you think critically as you read, view, and write.

Visually Speaking Figure 1.1 shows people viewing art in a museum. Look closely at the image: how would you describe what these people are doing? What thinking practices does such viewing involve? Consider, as well, other types of images. What viewing do you do, for what reasons, and using what brain power?

MindTap®

Understand the goals of the chapter and complete a warm-up activity online.



By working through this chapter, you will be able to

- actively read different written texts.
- produce personal responses to texts.
- objectively summarize texts.
- actively view, analyze, and critique visual images.
- implement strategies to think critically about topics.
- practice modes of thinking through writing.

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Critical Thinking Through Reading

Critical reading involves a kind of mental dialogue with the text. To initiate that dialogue, engage the text smartly by using strategies like these: reading actively, mapping the text, outlining it, responding to it, summarizing it, and evaluating it.

Read Actively

Active reading is reading that is mentally alert. Practically speaking, you can read actively by following techniques like these.

- Remove distractions. Engaged reading requires that you disengage from all distractions such as your cell phone, Facebook, or TV.
- Take your time. Read in stretches of about 45 minutes, followed by short breaks. And when you break, think about what you read, what might come next, and why.
- Assess the rhetorical situation. Where and when was this text written and published? Who is the author, and why did he or she write the piece? What are the writer's qualifications to address this topic? Why are you reading it?
- **Preview, read, review.** Start by previewing the text: scan the title, opening and closing paragraphs, headings, topic sentences, and graphics. Next, read the text carefully, asking questions such as "What does this mean?" and "Why is this important?" Finally, review what you have learned and what questions remain unanswered.
- **Read aloud.** Do so for especially difficult parts of the text.
- Write while reading. Take notes, especially when working on research projects. Annotate the text by highlighting main points, writing a "?" beside puzzling parts, or jotting key insights in the margin.

Sample Text

The following article was written by Dan Heath and was first published in the June 2, 2010 edition of *Fast Company*. Read the essay, using the active reading tips above and answering the questions that follow.

Why Change Is So Hard: Self-Control Is Exhaustible

You hear something a lot about change: People won't change because they're too lazy. Well, I'm here to stick up for the lazy people. In fact, I want to argue that what looks like laziness is actually exhaustion. The proof comes from a psychology study that is absolutely fascinating.

The Study

So picture this: Students come into a lab. It smells amazing—someone has just baked chocolate-chip cookies. On a table in front of them, there are two bowls. One has the fresh-baked cookies. The other has a bunch of radishes. Some of the students are asked to eat some cookies but no radishes. Others are told to eat radishes but no cookies, and while

they sit there, nibbling on rabbit food, the researchers leave the room—which is intended to tempt them and is frankly kind of sadistic. But in the study none of the radish-eaters slipped—they showed admirable self-control. And meanwhile, it probably goes without saying that the people gorging on cookies didn't experience much temptation.

Then, the two groups are asked to do a second, seemingly unrelated task—basically a kind of logic puzzle where they have to trace out a complicated geometric pattern without raising their pencils. Unbeknownst to the group, the puzzle can't be solved. The scientists are curious how long individuals will persist at a difficult task. So the cookie-eaters try again and again, for an average of 19 minutes, before they give up. But the radish-eaters—they only last an average of 8 minutes. What gives?

The Results

The answer may surprise you: The radish-eaters ran out of self-control. Psychologists have discovered that self-control is an exhaustible resource. And I don't mean self-control only in the sense of turning down cookies or alcohol; I mean a broader sense of self-supervision—any time you're paying close attention to your actions, like when you're having a tough conversation or trying to stay focused on a paper you're writing. This helps to explain why, after a long hard day at the office, we're more likely to snap at our spouses or have one drink too many—we've depleted our self-control.

And here's why this matters for change: In almost all change situations, you're substituting new, unfamiliar behaviors for old, comfortable ones, and that burns self-control. Let's say I present a new morning routine to you that specifies how you'll shower and brush your teeth. You'll understand it and you might even agree with my process. But to pull it off, you'll have to supervise yourself very carefully. Every fiber of your being will want to go back to the old way of doing things. Inevitably, you'll slip. And if I were uncharitable, I'd see you going back to the old way and I'd say, "You're so lazy. Why can't you just change?"

This brings us back to the point I promised I'd make: That what looks like laziness is often exhaustion. Change wears people out—even well-intentioned people will simply run out of fuel.

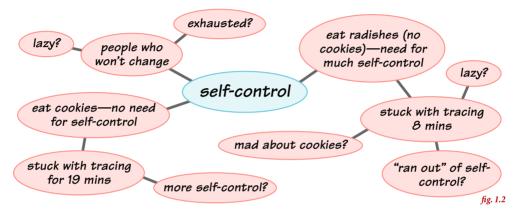
Reading for Better Writing

- 1. Connections: Think about your own life. Which activities require you to exert a great deal of self-control? How might this article help you with those struggles?
- **2.** *Comprehension:* In a single sentence, what is the thesis of this essay? How does that thesis grow out of the findings of the psychology study that the essay discusses? Summarize those findings.
- **3.** Reading Strategies: Which active-reading practices did you follow when reading this essay? Which ones helped you understand and engage the essay fully? Compare your notes and annotations with a classmate's.

Your Project: Dan Heath's essay explains the results of a research study. For your own writing, consider finding a research report on a topic that interests you. Then use the active reading strategies in this chapter to write an essay like Heath's.

Map the Text

If you are visually oriented, you may understand a text best by mapping out its important parts. One way to do so is by "clustering." Start by naming the main topic in an oval at the center of the page. Then branch out using lines and "balloons," where each balloon contains a word or phrase for one major subtopic. Branch out in further layers of balloons to show even more subpoints, as in Figure 1.2. If you wish, add graphics, arrows, drawings—anything that helps you visualize the relationships among ideas.



Outline the Text

Outlining is the traditional way of showing all the major parts, points, and subpoints in a text. An outline uses parallel structure to show main points and subordinate points. See pages 49–52 for more on outlines.

Sample Outline for "Why Change Is So Hard: Self-Control Is Exhaustible"

- **1.** Introduction: Change is hard not because of laziness but because of exhaustion.
- **2.** A study tests self-control.
 - **a.** Some students must eat only cookies—using little self-control.
 - **b.** Some students must eat only radishes—using much self-control.
 - **c.** Both sets of students have to trace a pattern without lifting the pencil—an unsolvable puzzle.
 - Cookie-only students last an average of 19 minutes before quitting.
 - Radish-only students last an average of 8 minutes before quitting.
- **3.** Results show that self-control is exhaustible.
 - **a.** Avoiding temptation and working in a hard, focused way require self-control.
 - **b.** Change requires self-control.
 - **c.** Failure to change often results from exhaustion of self-control.

Evaluate the Text

Critical reading does not mean disproving the text or disapproving of it. It means thoughtfully inspecting, weighing, and evaluating the writer's ideas. To strengthen your reading skills, learn to evaluate texts using the following criteria.

1. Judge the reading's credibility. Where was it published? How reliable is the author? How current is the information? How accurate and complete does it seem to be? In addition, consider the author's tone of voice, attitude, and apparent biases.

Discussion: Dan Heath, the author of "Why Change Is So Hard" is a *New York Times* best-selling author, a consultant to the Aspen Institute, and a monthly columnist for *Fast Company*. How do these credentials affect your reading of the article? How does the article itself build or break credibility?

2. Put the reading in a larger context. How do the text's ideas match what you know from other sources? Which details of background, history, and social context help you understand this text's perspective? How have things changed or remained the same since the text's publication? Which allusions (references to people, events, and so on) does the writer use? Why?

Discussion: "Why Change Is So Hard" centers around a single psychological study and draws from it specific conclusions about self-control. What other studies have attempted to track self-control? Is this a new subdiscipline in psychological research, or a well-established one?

3. Evaluate the reasoning and support. Is the reasoning clear and logical? Are the examples and other supporting details appropriate and enlightening? Are inferences (what the text implies) consistent with the tone and message? (Look especially for hidden logic and irony that undercut what is said explicitly.)

Discussion: In "Why Change Is So Hard," Heath identifies exhaustion of self-control as the reason for the difference between the performance of the two test groups. What other explanations could there be for the difference in performance between the two groups of subjects? Is Heath's reasoning sound and convincing?

4. Reflect on how the reading challenges you. Which of your beliefs and values does the reading call into question? What discomfort does it create? Does your own perspective skew your evaluation?

Discussion: What self-control issues have you faced? What might this article have to say about those who work two jobs, run single-parent households, serve extended terms in war zones, or otherwise must exert superhuman levels of self-control? What social changes could help keep people from "snapping"?

fyi

For additional help evaluating texts, see pages 384–387. For information on detecting logical fallacies, which weaken writers' arguments, see pages 323–326.

Responding to a Text

In a sense, when you read a text, you enter into a dialogue with it. Your response expresses your turn in the dialogue. Such a response can take varied forms, from a journal entry to a blog to a posting in an online-comments forum.

Guidelines for Response Writing

On the surface, responding to a text seems perfectly natural—just let it happen. But it can be a bit more complicated. A written response typically is not the same as a private diary entry but is instead shared with other readers, who may be in your class or elsewhere, including online. To develop a fitting response, keep in mind common expectations for this kind of writing, as well as your instructor's requirements, if the response is for a course:

- 1. Be honest. Although you want to remain sensitive to the context in which you will share your response, be bold enough to be honest about your reaction to the text—what it makes you think, feel, and question. To that end, a response usually allows you to express yourself directly using the pronoun "I."
- **2. Be fluid.** Let the flow of your thoughts guide you in what you write. Don't stop to worry about grammar, punctuation, mechanics, and spelling. These can be quickly cleaned up before you share or submit your response.
- **3. Be reflective.** Generally, the goal of a response is to offer thoughtful reflection as opposed to knee-jerk reaction. Show, then, that you are engaging the text's ideas, relating them to your own experience, looking both inward and outward. Avoid a shallow reaction that comes from skimming the text or misreading it.
- **4. Be selective.** By nature, a response must limit its focus; it cannot exhaust all your reactions to the text. So zero in on one or two elements of your response, and run with those to see where they take you in your dialogue with the text.

Sample Response

Here is part of a student's response to Dan Heath's "Why Change Is So Hard" on pages 4–5. Note the informality and explanatory tone.

Heath's report of the psychological experiment is very vivid, referring to the smell of chocolate-chip cookies and hungry students "gorging" on them. He uses the term "sadistic" to refer to making the radish-eaters sit and watch this go on. I wonder if this mild torment plays into the student's readiness to give up on the later test. If I'd been rewarded with cookies, I'd feel indebted to the testers and would stick with it longer. If I'd been punished with radishes, I might give up sooner just to spite the testers.

Now that I think of it, the digestion of all that sugar and fat in the cookies, as opposed to the digestion of roughage from the radishes, might also affect concentration and performance. Maybe the sugar "high" gives students the focus to keep going?

Summarizing a Text

Writing a summary disciplines you by making you pull only essentials from a reading—the main points, the thread of the argument. By doing so, you create a brief record of the text's contents and exercise your ability to comprehend, analyze, and synthesize.

Guidelines for Summary Writing

Writing a summary requires sifting out the least important points, sorting the essential ones to show their relationships, and stating those points in your own words. Follow these guidelines:

- **1. Skim first; then read closely.** First, get a sense of the whole, including the main idea and strategies for support. Then read carefully, taking notes as you do.
- 2. Capture the text's argument. Review your notes and annotations, looking for main points and clear connections. State these briefly and clearly, in your own words. Include only what is essential, excluding most examples and details. Don't say simply that the text talks about its subject; tell what it says about that subject.
- **3. Test your summary.** Aim to objectively provide the heart of the text; avoid interjecting your own opinions and presence as a writer. Don't confuse an objective summary of a text with a response to it (shown on the previous page). Check your summary against the original text for accuracy and consistency.

Sample Summary

Below is a student's summary of Dan Heath's "Why Change Is So Hard," on pages 4–5. Note how the summary writer includes only main points and phrases them in her own words. She departs from the precise order of details, but records them accurately.

In the article "Why Change Is So Hard," Dan Heath argues that people who have trouble changing are not lazy, but have simply exhausted their self-control. Heath refers to a study in which one group of students was asked to eat cookies and not radishes, while another group in the same room was asked to eat radishes and not cookies. Afterward, both groups of students were asked to trace an endless geometric design without lifting their pencils. The cookie-only group traced on average 19 minutes before giving up, but the radish-only group traced on average only 8 minutes. They had already used up their self-control. Heath says that any behavioral change requires self-control, an exhaustible resource. Reverting to old behavior is what happens due not to laziness but to exhaustion.

INSIGHT Writing formal summaries—whether as part of literature reviews or as abstracts—is an important skill, especially in the social and natural sciences.