: : */*

```
المراجع . ( ) :
  : ( )
: _____ ( )
    : ( ) .
      ( )
  . : .
:( ) _____ ( )
 : ( ) : .
     ( ) .
      . :
: ( ) ____ ( )
```

: : */*

```
____( )
. ( )
( )
 : ( )
  ·
: ( ) .
  ; .
( )
  ( )
  . ( )
   ( )
```

. -

: :/ () ____ () () () : () () ____ () () () · : ()

•

: : /

```
(
    )
_ ( )
____ ( )
    ( )
   ( )
   ( )
```

- Antaki, C, &Leudar, (1992) Explaining in Conversation: Towards an Argument Model, European journal of social psychology, 22, 181-194.
- Baron, R.A. & Byrne, D (1997) Social Psychology (7ed) Boston: Allyn & Bacon.
- Boldwin T,T (1992). Effects of Alternative Modeling Strategies on Outcomes of Interpersonal Skills Training, Journal of Applied Psychology 27,2, 147-154
- Bonaiuto, M & Fasulo, A (1997) Rhetorical Intentionally Attribution: Its Ontogenesis in Ordinary Conversation, British Journal of Social Psychology, 36, 911-936
- Cronbeck, B, E, Mckerrow, E; Ehninger, D & Monroe, A, H (1990) Principles and Ttypes of Speech Communication (2ed), London: Scott, Forrsman and Company.
- Gentner, D & Holyoak, K, J (1997) Reasoning and Learning by Analogy, American psychologist, January, 92,1,32,34.
- Gudykunst, W, B (1991) Bridging Differences Effective Intergroup Communication, London: Sage pub
- Halpern, D, F (1994) Rethinking College Instruction for a Changing World. in Halpern, W, F, Changing College Classroom, San Francisco, Jossey - Boss Pub,1-12
- Hellriegel, D, Slocum, T & woodman, (1986)
 Organizational Behavior (4ed), New York
- Hilton, D. J (1990) Conversational Processes and Casual Explanation, Psychological Bulletin, 197, 1, 69-81.
- Johnson, K, L, & Roloff, M, E (1998) Serial Arguing and Relational Quality,

- Communication Research, 29,3, June, 327-343
- King, A (1994) Inquiry as a Tool in Critical Thinking, in Halpern, D, F, Changing College Classroom, San Francisco. Jossey- Bass Pub, 13-38.
- Lambert, K, M, (1997) Revealing the Process and Outcome of Hostage Negotiation: the Utility of Structural Analysis, The Social Science Journal, 34, 1,11-20
- Mcgee, M, G & Wilson, D, W (1984)
 Psychology: Science and Application, New York: West Publishing Co.
- Mcpeck, J, E (1990) **Teaching Critical Thinking**, New York: Routledge.
- Nisbett, R,E, Krantz, D, H, Jepson, C. & Kunda, Z (1983) The Use of Statistical Heuristics in Everyday Inductive Reasoning, Psychological Review, 90,4.339-363
- Nofsinger, R,E, (1991), Eveready Conversation, London: Sage Publications
- Rancer, A.S.; Baukus, R, A & Infants, D, A (1989) Relations Between Argumentitevness and Belief Structures about Arguing.
 Communication Education 34, January, 37-47.
- Rancer, A, S, kosberg, B.L& baukus, B, A (1992) Beliefs about Arguing as Predictors of Trait Argumentativeness Implications for Training in Argument and Conflict Management.
 Communication Education, 41, October, 375-387.
- Rancer, A, S, Whitecap, V, G, Kosberg, R, L & Avtgis, T, H (1997) Testing the Efficacy of a Communication Training Program to Increase Argumentativeness and Argumentative Behavior in Adolescents, Communication

: :/

Education, 40 October 273-284.

- Slusher,M,R, & Anderson C,A (1996) Using Causal Persuasive Arguments to Change Beliefs and Teach new Information the Mediating Role of Explanation Availability and Evaluation Bias in The Acceptance of Knowledge, Journal of Educational psychology, 37,110-122.
- Verderber, R,F (1991) The Challenge of Effective Speaking (8ed), California: Wadsworth Inc.