

**Table E.6b Common fallacies in argumentation**

Fallacies in argumentation	Example
Authorities/big names	'as Weber already stated...' or 'I agree with Marx that...'
Normative adjectives	'exceedingly expensive houses', 'incredible statements', 'honourable major'
Normative assessments	'everyone knows', 'it is clear', 'it is obvious that', 'naturally', 'it is a fact'
Clichés	proverbs like 'unknown, unloved'
Stereotypes	'the Italian', 'the Chinese', 'women', 'men'
Rationalisations	making something or someone look more purposeful afterwards than was the case
Conclusive words	'thus', 'therefore' (→E13)
Suggestive dots	'but we know better...'
Improper inductions	'this is only an example'; only generalise examples after proving their representativeness
Improper deductions	apply a general statement to a specific case only when the statement holds true for all cases (which is very unlikely in social sciences)
Improper causality	if X comes <i>after</i> Y, it is not necessarily caused by Y (<i>post-hoc reasoning</i>)
Tautologies	rephrasing the same argument as if it were additional evidence