

Analysis of Argumentation in Nam Cao's Story “Chi Pheo” Based on a Pragmatics Perspective

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This study presents the illustration of how Nam Cao's “Chi Pheo” story is interconnected with the study of argumentation. This study belongs to pragmatics, investigating Nam Cao's “Chi Pheo” story as an argumentative writing. In the written or spoken word, argumentation directs the conversation process. With the presentation of argumentation in discourse being the basis of maintaining communication relation and expressing speaker's aim. According to this basis, the paper applies argumentative theory to analyse the argumentation in ‘Chi Pheo’ of Nam Cao, and to point out the story's semantics and pragmatics. From then, it can expose the thinking, palliation and the intention of figures in the texts that the author wants to transmit to the readers. This study uses some theories such as Chau (2007) and Ban (2009). The method used in this study were the description method, semantics analysis and discourse analysis method. The results have shown the intelligence and meaning of writer and of the actors in the story. These meanings, thinking can not be noticed if should not be mirror in the scope of linguistics. From shows the exiting, the intelligent of writer's language using that exposed through short story “Chi Pheo”.

Key words: *Argumentation, reason, premise, topos, conclusion.*

Introduction

Argumentation was considered and researched by linguists, and at first argumentation was considered to belong to logicity and rhetoric. The beginning was from Western countries linguists, by the 1970's of the twentieth century, two French linguists were Jean Claude Anscombre and Oswald Ducrot had especially considered the basis of pragmatics of argumentation and then developed this theory (Anscombre & Ducrot, 1975).

In recent years, some Vietnamese linguists have researched and taken this theory into Vietnam, such as: Diep Quang Ban (2009), Chau (2007), Nguyen Duc Dan (1998). From that basis, it was the beginning for several dissertation researches about argumentation in Vietnamese, such as: Nghia (2015), Trang (2016) and some have published papers such as: Huyen (2014), Huyen (2016) and Trang-Huong (2016) etc. But until now there still hadn't been anyone who's undertaken research into the Nam Cao's short story "Chi Pheo", a very famous short story in Vietnam. So that in the basis of inheritance of having a research, the argumentations in "Chi Pheo" are approached and decided in general, and aims to point out the semantic and pragmatic features of the story as: psychological development, affection etc. and deep intentions of the author and figures in the story, that with other approaches will not be explained easily.

We can research argumentation under different aspects, such as: operator, connector, topos (common). Therefore, this paper considers argumentation under the perspective as follow: the first step is to identify argumentations, then make them appear obviously, next step is to explain them under the aspects of semantics and pragmatics to explain their meanings and their uses. In some cases, operator, connector and topos are also explained.

Theoretical review

Argumentative Opinions

Linguists have different understanding about argumentations, Ban (2009, p.321) notes that: "In the process of presenting ideal, human may go from this ideal to another ideal by the inferences. The usage of reason (reason of argumentation) aims to have any conclusions (persuade) is called argumentation".

Chau (2007, p.155) conceives: "Argumentation is giving out topos, aims to instruct listeners to a conclusion or accept a conclusion that the speaker wants to be".

Whereas, Nguyen Duc Dan (1998, p.165) supposes that: Argument is a speech act. With language tools, the speaker gives arguments in order to lead the listener to a convinced system: draw out a (or some) conclusion or accept a (or some) conclusion”

Argumentation exists in an utterance, in a discourse or in a reply of a speaker in a conversation. Argument is an illocutionary speech act that has convincing purpose, an utterance takes a very important role in controlling human communication activities.

When communicating, a speaker always has their purpose, so that for achieving the purpose, they must use argumentation, where the reason is to lead the hearer to a concrete conclusion that the speaker wants to achieve. In writing, the arguments’ aim is to persuade the reader. So, argument takes the role of constructing the text. A text constructed by different factors, but argument is one of the most important roles.

So that, argument is the main communicate activities between writers and readers. To achieve the purpose, writer gives several arguments and convinces to prove to and persuade the reader to believe or act on following what the writer wants.

Argumentative relationship can be showed as following:

$$P, Q \rightarrow R$$

In which, P and Q are arguments (reasons); R is conclusion, between P, Q and R have argumentative relationship and $P, Q \dots \rightarrow R$ is called an argumentation. But because many argumentations have multiple reasons, so that we sign all the reasons are P and number them for easier catching. Then, signpost Q is not used in this paper.

Argumentation normally consists in discourses that when spoken or written about, the discourse itself contains argumentation or potentially contains argumentation. But, the speaker does not notice that he is arguing at all time, that speaking but does not have purpose to argument (unconscious). Argumentative movement is a communicative strategy aimed to construct the hearer/reader to catch the speaker’s purpose conclusion.

In brief, argument is presenting the reasons to persuade others to believe and follow the speaker, it is the activities towards convincing purpose.

This article emphasises on the argumentative theory that Ban (2009) had written about in the *Communication, discourse and context construction*.

Types of Argumentations

There have two types of argumentations: complex argumentation (syllogism) and simple argumentation (common life). Complex argumentation is usually used in the sciences whereas simple argumentation is used in common day life (Ban, 2009 pp. 322-327). Besides, there also are three different techniques of argumentations such as compound argumentation, argumentative net and around argumentation. All of them will be explained in the findings and discussion bellow. “Chi Pheo” mentions the common life so that the argumentations are normally simple argumentations.

Topos of Argumentation

According to Ducrot, topoi are experimental common truths without having inevitably happened as logical premise, specific of region or ethnics but have the general build of argumentations (follow Chau, 2007, p. 191). Speakers/writers usually use the topos for arguing. Topoi are the invisible social constraints, sometimes unconscious but decide speaker’s speech and the human’s acts in his society. Finding the topos is finding cultural depth, social morality, and ethnic in the language that is the dominant language used, so that we will statistically find the topoi in the samples. But in the scope of this research, the details of topos cannot be presented here.

Operator and Connector of Argumentation

Argumentative Operator

Operator is a language unit, if it has an operator in an expressive context that may happen to include argumentative forces. It is the factor for conjuncting argument with reason, and reason with conclusion. So that, argumentative operator has the function of direction to the following utterance. An operator is always used with the directing words in Vietnamese such as: *tuy (although), nhưng (but), và (and), vả lại (otherwise), hơn thế (moreover), trái lại (otherwise), mặt khác (on the other hand), hễ (if), vậy mà (so that) etc.*

Argumentative Connector

Connector is the factor that connects two (or more than two) utterances into one argumentation. Aims has a persuading purpose and is an escape from rambling, the connector takes the role of connecting and it is the signal to notice argumentative direction. Connectors are divided into two types: same directive operator and indirective operator. Same directive operator is used to connect the same directive reasons. But indirective operator is used to connect indirective reasons.

Research Methodology

The article uses mainly linguistics theories such as: description method, semantics analysis and discourse analysis method. The methods are used to describe and analyse the utterance meanings in the text to point out the writer's intention that the writer wanted to transmit to readers and the other purpose is that of transmitting the figure's thinking, arguments and quackeries in their communication with each other.

Besides the methods we have mentioned above, we also use calligraphies as: comparison, linguistic statistics and classification in order to divide the different argumentative types and sub types and then compare their sequences. Based on these quantity results, the quality will be analysed.

In brief, these methods and calligraphies were applied for analysing the data on the scope of the story "Chi Pheo" by Nam Cao, printed in Vietnam Literary essence "Nam Cao's short stories", Literature publishing company 2016, Hanoi.

Findings and Discussion

On this research of Nam Cao's short story "Chi Pheo", some argumentations have not been consisted in full or as origin structure (reason before conclusion), that may have implicit (imp) reasons or implicit conclusion or reason and conclusion can change their places with each others. In other fact, argumentation not only consists separately in the discourses but also overlaps and covers each others. But in this paper, we try to separate and discuss them in order to make it clearer and more logical.

The details of result are as following:

Types of Argumentations

Simple Argumentation

Simple argumentation is the argumentation with a conclusion and a (or some) reason. Simple argumentation normally appears between near utterances in a paragraph or between near paragraphs. Simple argumentation has different types:

Simple Argumentation Has Same Direction Reasons with Conclusion

a). Argumentation has one same direction reason with conclusion

This is the explicit (exp) argumentation that has one same direction reason with the conclusion, for example:

And All Of You, Go Back Your Homes Now! (R) has Anything that You Gather All Like This? (P).

This argumentation with conclusion before reason aims to emphasize the force of conclusion. Because, opening with the exclamative utterance with imperative purpose, launch out an implicit imperation (go back) to the listeners (seeing that Chi Pheo and Ba Kien's family are quarrelling and fighting), after an imperative utterance is a question utterance with a negative purpose of a situation (has nothing here). Because, according to Vietnamese language, there has a topos that any situation not dealing with me (others) so they don't take care, so that, Ba Kien has used this topos with the hearers, with the intention that the dealing do not have anything with all of you so that you do not need to see and should not be part of the dealing. So that, Ba Kien wants to advice and chase away and declare with force to all peoples who then see must go back their homes. (go back home).

Above is the argumentation with front conclusion, the following is an argumentation with conclusion after reason, example:

Women Do Not Have Wine Yeast But Still Make Man Drunk (P). And He Drunk Her So Much (R)

There is a topos being as a female at anyways attractive male so that the writer has described with a reason that affirms women themselves make men like and passion their beauty, gentleness, kindness and thoughtful...She is beautiful but she is thoughtful (caring others). 'Chi Pheo' has not connected with any woman in his life, has not ever had to take care of a woman's hand so when he has to take care of her that makes Chi moving and grateful. So Chi has "drunk her". In here, argumentation has the connector "and" that has function of connecting reason to the conclusion, conjunct reason with the conclusion "he drunk her so much".

b). Argumentation has several same direction reasons with conclusion

This is the most typical argumentation which is the easiest to notice in the simple argumentation, here are some examples:

(3). Because the wife at home alone is still young, (P1) only has two children, (P2), the eyes are as a sharp knife (P3) and with pink cheek, (P4) suddenly empty husband (P5) good taste in front of the eyes, no one can stand it? (R)).

The above discourse mentions Binh Chuc's wife. This is an argumentation with five reasons which complement each other and all direct to the conclusion. In terms of signs in directional argumentation, there appear three auxiliary particles "because....and" and "suddenly" are same directional connectors that perform the function of introducing reasons and increasing more forces of following reasons to the conclusion. First four reasons in the content describe Binh Chuc's wife as: young (P1), has only two children (P2), the eyes are as a sharp knife (P3) and with pink cheek, (P4). These four reasons describe the beauty of a very strong and attractive girl and has the strongest and highest sexual demand. Common sense, the woman likes this will have many men seeing and wanting to conquer. But, if only a young strong and beautiful girl with high sexual demand may not directly mean Binh Chuc's wife having sexual relationship with other man. But the last reason "empty husband" (husband is not at home) (P5) is the most necessary reason direct this woman falls in love and has sex with many other man. "Husband is not at home" is the most forcible reason directed to the conclusion "No one can stand it". Because, if Binh Chuc is at home, there may not any man dare to come to her and flirt and solicit his wife. Moreover, the wife gets into difficulty or dare not to have sexual relation with them. So that, his wife's sexual relation got very difficult or can not have a chance to be happened. For clarity, this argumentation is modelled as follows:

$$P1, P2, P3, P4, P5 \rightarrow R$$

Following is the argumentation with conclusion between reasons.

(4). See his aggressive gesture, (P1) the first wife extrusion second wife, the second wife forces third wife, third wife calls fourth wife, but the results have not any wife can talk to him some words right or wrong. (R) Because of the very reckless guy, (P2) he is wine drunk, (P3) in his hand has an empty glass bottle, (P4) but at that moment only woman present at house (P5)).

Above argumentation has a conclusion base between reasons, reasons describe the appearance of aggressive attitude, reckless, drunk and bring to him an empty glass bottle (a weapon) and with the reason describes the difficult situation of all the wives "only woman presents at house". On common sense, woman can't fight (victory) man, and although this is a drunk and reckless guy who has weapons, so that all wives decided to keep silent to survive. This status shows the true mentality of Ba Kien's wives: they stand and accept the injustice, angry and waiting to have a chance to revenge later.

This argumentation is modelled as follow:

$$P1 \rightarrow R \leftarrow P2, P3, P4, P5$$

Simple Argumentation with Reason against Conclusion

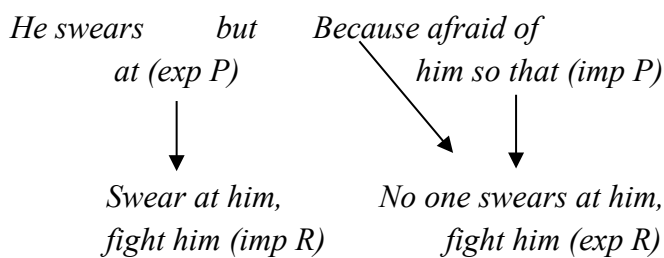
In fact, argumentation with reason(s) against conclusion is two simple argumentations. In ‘Chi Pheo’s story, we find two small types as below:

a). Argumentation with one reason against conclusion

This kind of argumentation has one explicit reason directed to one implicit conclusion and has one implicit reason directed to one explicit conclusion. Now we can see the sample and we reconstruct it as follows:

He Must Swear at Anyone’s Father Who Does Not Swear with Him (P). But No One Dare to Talk With Him Anything (R).

This argumentation can be fully reconstructed as follow:



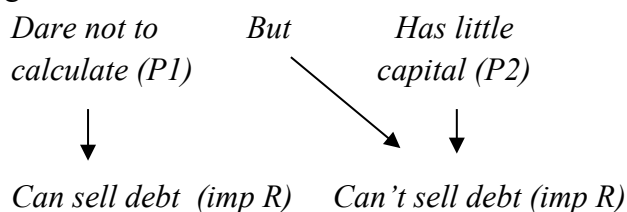
Through the reconstruction of this argumentation, we can see the full argumentation and can analyse why Chi “swear the father” of everyone in his village who do not swear with him, in the common sense, Chi will be sworn at by all people in the village and may be hit seriously as a lesson so that he never dares to repeat. But behind the situation, “no one dare to talk with him”, Chi has nothing to lose that’s why they are afraid of him and no one can fight him.

b). Argumentation with two opposite reasons against two implicit conclusions

Different with argumentation has one reason against conclusion, this argumentation has two reasons against each other direct to two conclusions against each other, example:

We Dare Not To Calculate (P1) but Have Little Capital (P2)

This argumentation can be reconstructed as follow:



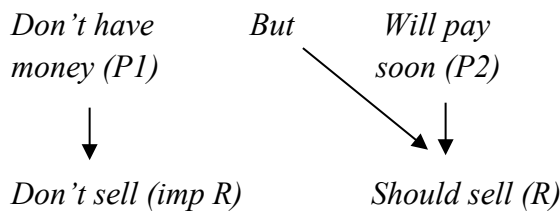
We can explain why the seller does not want to sell goods for Chi, seller has rejected indirectly with the clever explanation to avoid his unhappy attitude, the seller has used a topos that if who has “little capital”, they cannot “sell debt”: I want to sell debt for you but I have little capital so I can not sell debt you. But this is the cleverest reason that the seller tells him to avoid selling for him, in fact the seller understands that if she sells for him, she will never get back her money, the same as giving him free because seller knows and understands him very clearly.

Argumentation Has Same Direction Reasons and Not Same Direction Reasons with Conclusion

Above are three types of simple argumentation. Following is the argumentation that has same direction and not same direction reasons with conclusion, and that also belongs to simple argumentation, please see below sample:

Today I Don't Have Money, (P1) You Sell Debt a Bottle for Me. (R) Tonight I Will Pay You (P2)

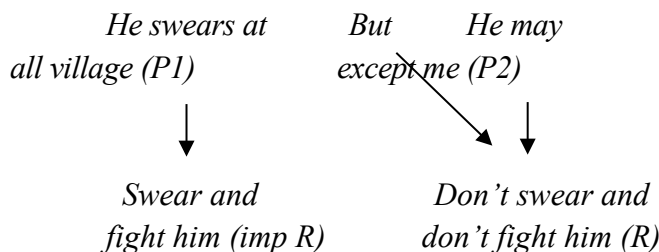
Follow is the reconstruction of the argumentation:



According to the argumentative reconstruction, we can clearly see the full argumentation then can explain why Chi can persuade the seller “sell debt” for him. Normally, no one sells their good if they don’t get paid immediately. But Chi can persuade the seller because of his date of paying: now I don’t have money but I will pay you very soon, only until tonight I will take money with me to pay you, so that you should go into pay debt me without worrying.

Angry, He Swears at All Vu Dai Village. (P1) But All Vu Dai Village, All People are Thinking: “He May Except Me”. (P2) No One Talks Anything (R)

Follow is the reconstruction of the argumentation:



For Vietnamese in general, no one dares to threaten or to cause with all villages or all any families. But at this, Chi has sworn “all village”, normally, people in village will not forgive Chi. But, has no one “talks anything because people in village thought “he may except me” (P2). In fact, Chi has sworn at all people in the village but every person tries to find any reasons to avoid fighting with Chi but still keep their face. People in village have taken the reason that he did not swear directly at their name so they can ignore it. But in fact, people in village have taken untrue reason to sophisticate that Chi “except me”. Truly Chi has sworn at a hundred percent of all people in Vu Dai village.

Complex Argumentation

Complex argumentation is an argumentative type which has two reasons that do not equal: one reason shows the general that is called major premise (MaP), one reason shows the particular that is called minor premise (MiP) and one conclusion (CL) (on the particular), this type of argumentation is called syllogism. Syllogism always appears in sciences. However, syllogism still appears in normal life too. Syllogism is the typical argumentation. ‘Chi Pheo’s syllogism has explicit and implicit premise.

Explicit Syllogism

See example bellow:

(9). They said, Mr. Ly in the village public house is bossy, all villagers are afraid of him, but at home he is afraid of his third young wife. Her body is fat, her cheeks are red pink, but Mr. Ly always has backache, anyone who has backache is normally afraid of his wife but has very strongly jealousy. Someone said Mr. Ly has a jealousy of a strong and young farmer but does not dare to talk because of afraid to his third wife. Other one said that the farmer has the third wife believe and favour so he steals money and rice. They said very different with each others. But no one knows exactly. They only know one day Chi was brought to the district then hearing him to be arrested for prison.

Above discourse has two syllogisms as follow:

First syllogism:

MaP: *Who has backache, is normally afraid of his wife*

MiP : *Mr Ly has backache*

CL: *Mr Ly is afraid of his wife*

Second syllogism:

MaP: *Who is always afraid of his wife, will strongly jealousy*

MiP : *Mr Ly is afraid of his third wife*

CL: Mr Ly has strongly jealousy

First syllogism, major premise mentions on general rule that who has backache will not have enough ability to meet his wife sexual demand so that, he must be afraid of his wife. Minor premise shows the fact that Mr. Ly has backache so that will direct to the conclusion where Mr. Ly is afraid of his wife. There is a question that why Mr. Ly had backache? May be, because of the old age of Mr. Ly whereas his wife is young with too strong sexual demand meanwhile Mr. Ly had try the best but can not meet his wife demand, so he got backache. The same as first syllogism, the second syllogism has major premise mentions the general rule that who afraid of their wives, normally strongly jealousy. But Mr. Ly is always afraid of his wife so that Mr. Ly will have very strong jealousy.

Above are syllogisms in the full type. Here is one sample that has implicit premise:

Syllogism with Implicit Premise

(10). I don't tell lie you, I have murdered. If you don't love me, arrest me to prison my wife and children will starve. They must die anyways, I kill them here then you arrest me to prison onward.

The discourse has one syllogism:

MaP(imp) : *Murder must be arrested to prison*

MiP: *I have murdered*

CL: *I have to go to prison*

Above syllogism has implicit major premise that can be deduced from the minor premise and the conclusion. Major premise mentions the general rule is murder must be arrested to prison, minor premise mentions Mr. Binh Chuc murdered so he must be arrested to prison (conclusion). The following discourse concentrates meanings for Binh Chuc's arrested to prison. "They must die anyways" is the natural rule because human must all die. But I murder, I have to go to prison, lack of the man feed them so they will be starving so that I kill them (not natural way) then go to prison onwards. In fact, Binh Chuc wants to threaten and force Mr. Ly to act in following his demand: if my children and my wife die here (your house) so you got problem also. I may kill my wife and children so I may kill you also, so you should do as per my demand.

Above is the result of our research on argumentative types in story "Chi Pheo". For the whole picture, we can look at the following statistics table:

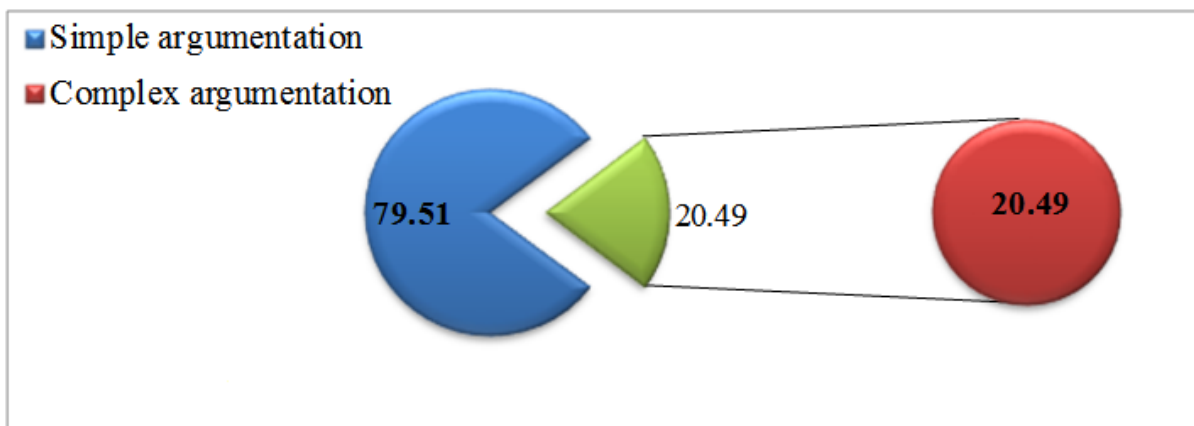
Table 1: Statistics of argumentative types

No	Argumentation			Frequency	Percentage
	Types	Sub types	Sub types		
1	Simple argu	Reason (s) direct to conclusion	One reason directs to conclusion	19	15.57
			More than one reason directs to conclusion	51	41.80
		Reason (s) indirects to conclusion	One reason indirects to conclusion	13	10.66
			Two opposite reasons direct to two implicit conclusions	5	4.10
		Reason (s) directs and indirects to conclusion	9	7.38	
	Plus			97	79.51
2	Complex argu	Syllogism with explicit premise		8	6.56
		Syllogism with implicit premise		17	13.93
	Plus			25	20.49
	Plus in total			122	100

“Chi Pheo” of writer Nam Cao has 931 utterances. In which, there are 122 argumentations so that the average is over 9 utterances per argumentation. According to the statistics table above, we can see two types of argumentations (simple argumentation and complex argumentation) among them, simple argumentation appeared with the highest number is 97 and with 79.51%. This shows that in “Chi Pheo”, because of the story is talking of the common lives so that actors’ speech may have simple and rude features, is easy to understand and close to general people, so that the writer has used the highest number of simple argumentations.

A special stand out, simple argumentation with multi same directive reasons direct to conclusions, it has 51 argumentations. Otherwise, complex argumentation has 25 argumentations with 20.49%. However, in the common lives of farmers with low level of knowledgeability argumentations that are complex, with multi steps and sciences rarely appear. But the writer has a flexibility to make use of different argumentative types to transmit his thinking and the actors’ thinking also to the readers. This is the specific features in story “Chi Pheo” of writer Nam Cao. Chart below shows clearer rates of these two argumentative types.

Chart 1. Percentage of two argumentative types



The Argumentative Techniques

The argumentative techniques are the ways that speakers and writers use sub argumentations in different ways aiming to encourage the highest force for the argumentation. In other words, argumentative techniques are to arrange and combine many sub argumentations together directing to the last conclusion with highest force. We have found three argumentative technics in ‘Chi Pheo’ of Nam Cao, as follows:

Compound Argumentation

Compound argumentation is an argumentation with several discourses, including several sub argumentations that stand as reasons, these sub argumentations have relation with each other directing to the main conclusion, and the main conclusion concludes all the text meanings of the argumentation.

(11). Nam Tho was a thief, embellish man. (R) At that moment, Ba Kien has become the head of the commune, he may have opposite opinion with him; (P1) Ly Kien wants to teach him a lesson but have no chance. (P2) after a while of time, he involved in a snatch so be arrested (P3); Ly Kien finds a secret way taking him to prison. (R1) No one thinks a powerful man like Nam Tho got to prison may not come back to the village? Ly Kien is very happy because of sending him to prison. But on a night, when Ly Kien sits alone to do his duty, suddenly Nam Tho brings with him a knife (weapon) to his house (P1). He stands at the door and says: If shout he kills immediately (P2). He escaped from prison to here, wanted Mr. Ly give him a card with a good name man and hundreds Dong (money) for him go away. (R2) He also said: follow him, he will go away forever (P1), if don't follow him, he will kill by a knife (P2), then he does not care anything; (P3) if want to live with wife and children (P4) Mr. Ly must meet his demand. (R3)

The above discourse is a compound argumentation with three sub argumentations, each sub argumentation has its own reason and conclusion, three sub argumentations concentrate with each other direct to the main conclusion.

Sub argumentation 1: At that moment, Ba Kien has become the head of the commune, he may have opposite opinion with him; (P1) Ly Kien wants to teach him a lesson but have no chance. (P2) after a while of time, he involved in a snatch so he is arrested (P3); Ly Kien finds a secret way taking him to prison. (R1)

Below is the structure of this sub argumentation:

P1, P2, P3 → R1

Sub argumentation 2: But on a night, when Ly Kien sits alone to do his duty, suddenly Nam Tho brings with him a knife (weapon) to his house (P1). He stands at the door and says: If shout he kills immediately (P2). He escaped from prison to here, want Mr. Ly to give him a card with a good name man and hundred Dong (money) for him going away. (R2)

The structure of this argumentation is as follows:

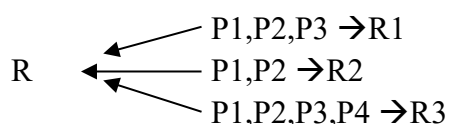
P1, P2 → R 2

Sub argumentation 3: He also said: follow him, he will go away forever (P1), if don't follow him, Mr. Ly will be killed (by a knife) (P2), then he doesn't care anything; (P3) if want to live with wife and children (P4) Mr. Ly must meet his demand (R3).

Below is the structure of this sub argumentation:

P1, P2, P3, P4 → R3

So the above paragraph is a compound argumentation, in which Nam Cao had used several sub argumentations that play the role of reasons direct to the main conclusion. Three sub argumentations have same direction, have relation with each other, all show the action and the sound of actors, aim to the main headline (main conclusion) is “Nam Tho was a theft, embellish man”. Now we can brief this argumentation as follows:



Argumentative Net

Argumentative net can be understood as a chase of argumentations follow each other as the chase relation, in which the conclusion of the first argumentation take the role of the reason of the second argumentation and so on until the last conclusion.

At the number (9) sample that has been analysed above, it shows syllogism may also have argumentative net, now we reconstruct this argumentative net as follows:

Who has a backache (P) will afraid of his wife (R) - Who is afraid of his wife (P) has strongly jealousy (R) - Strongly jealousy (P) will revenge (imp R) – Mr. Ly revenges (P) so Chi goes to prison (R).

We can see, the above argumentative net show as “Who has a backache (P) will be afraid of his wife” (R), conclusion “afraid of his wife” takes the role of reason for the second argumentation, “who is afraid of his wife” (P) has strongly jealousy (R), conclusion “strongly jealousy” takes the role of reason for the next argumentation, “strongly jealousy” (P) “will revenge (implicit R)”, conclusion “revenge” takes the role of reason for the last argumentation “Mr. Ly revenges (P) so Chi goes to prison (R)”. All four argumentations concentrate their meanings direct to the last conclusion that is “Chi goes to prison”. Through this argumentative net, this can show out why ‘Chi Pheo’ arrested to prison, Ba Kien does not only revenge because Chi had stolen his money and rice but also revenge because Chi had sexual relationship with his third wife, so Ba Kien must try his best to find a secret way to put him to prison.

Around Argumentation

Around argumentation is an argumentation in which reasons for a clause is including of this clause. This kind of argumentation uses around reasons, conclusion can be withdrawn from premise but the premise also withdrawn from the conclusion. This kind of argumentation is as follows: have A because of having B and have B because of having A. The example:

(12). He also said: follow him, he will go away forever (P1), if don't follow him, he will kill by a knife (P2), then he does not care anything; (P3) if want to live with wife and children (P4) Mr. Ly must meet his demand. (R3)

Nam Tho has used the reasons to persuade Ba Kien meet his requirements, these can be separated into three argumentations:

Argument 1: follow him (meet his demand) (P) he goes away forever (R)

Argument 2: If don't follow him(P) he will kill (R)

Argument 3: If want to live (P) must follow him (meet his demand) (R)

Nam Tho has used an around argumentation by using several reasons to threaten Ba Kien. Although he threatens Ba Kien by many reasons, his target is to persuade, as he wants Ba Kien to meet his demand.

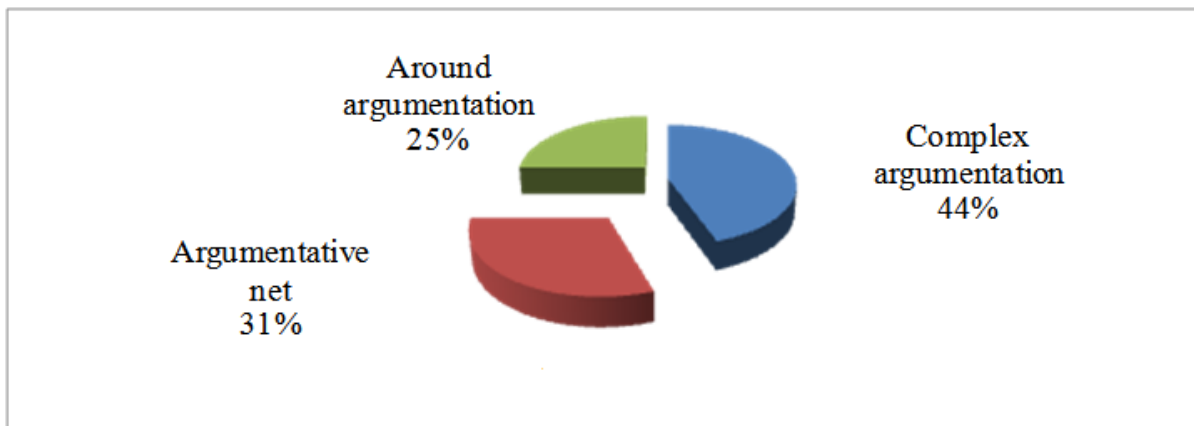
Table 2: Statistics of argumentative technics

No	Argumentative technics	Frequency	Percentage
1	Compound argumentation	16	44.44
2	Argumentative net	11	30.56
3	Around argumentation	9	25.00
Total (1+2+3)		36	100

As we have mentioned, 'Chi Pheo' is the story of common life so simple argumentation is mostly used. Besides two types of argumentations, some argumentative techniques are used to create the highest forces for the argumentation. There are three techniques: complex argumentation, argumentative net and around argumentation. In which, complex argumentation is used with highest rate of 44.44%, the argumentative net is 30.56% and the last is around argumentation with only 25%. Because common daily life of human with restrict knowledge, so they almost use the simple argumentation, the complexible and science argumentation is restrictly used. Besides, the writer also used different argumentative techniques to achieve the highest target in the argument. This encourages the identification that the writer has flexibly used types, sub types and deferent techniques to transfer the real meaning to readers.

See the chart bellow for the percentages of argumentative techniques:

Chart 2. The rates of argumentative techniques



Conclusion

We have tried to stress out the researching history of argumentation and argumentative theory and also point out the way to research, besides that we have to point out some methods that we used to settle the research this article.

Argumentation in “Chi Pheo” had set up and statistically, split into two types: simple argumentation and complex argumentation. Each type of argumentation also has sub argumentation. For example, simple argumentation has reason(s) directing to conclusion and reason(s) in-directing to conclusion etc. All of these show the whole view of multi flexibility using of writer in short story “Chi Pheo”.

The paper had analysed the case of types, sub types of argumentation in scope of pragmatics, semantics and a view of discourse analysis. The results have shown the intelligence and meaning of writer and of actors in the story. These meanings and thinking can not be noticed if not placed in the mirror in the scope of linguistics. For showing the exiting, the intelligence of writer’s language was used and exposed through short story “Chi Pheo”.



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