

Solutions

Each answer shows the steps, then the **result**.

2.1

- talking down by explaining what the audience knows; assuming too much and losing them

2.2

- it grants a real but limited point, showing you understand the objection; it must not give away the central claim

2.3

(a)

- cost, or disruption to transport and staffing

(b)

- figures on cost or on outcomes that offset it

3.1 B

- explaining the known reads as condescension

3.2 B

- a limited real concession builds common ground

3.3

- addresses a stated parental concern; evidence a parent would accept; a genuine concession; claim maintained throughout