

Solutions

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

2.1

- experts expect claims at their real strength; overstatement is noticed and costs the writer standing

2.2

- it keeps a hostile or unconvinced reader reading rather than rejecting the claim at the first sentence

2.3

(a)

- a general reader may read qualification as uncertainty, so the claim lands first

(b)

- the claim's force, since the qualification would blunt it before it registers

3.1 B

- an expert who checks and finds the claim overstated discounts the rest

3.2 B

- it links the choice to an observable feature of the situation

3.3

(a)

- heavy

(b)

- a hostile reader will stop at an unqualified claim, so qualification buys the hearing the argument needs