

Solutions

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

2.1

- it buys the attention of a reader who expects to disagree; it must not cost the central claim

2.2

- conceding grants a point and states what survives; retreating withdraws the claim itself

2.3

(a)

- a real concession about something other than the claim, e.g. that deliveries and access for disabled residents become harder

(b)

- it grants a cost, not the claim that the change is worth making

3.1 B

- the claim is the one thing that cannot be conceded

3.2 B

- the conclusion states what the concessions leave standing

3.3

- acknowledges the conceded costs; states what remains true and why it is decisive