Concessions

❓What is it❓

It’s a strategic discussion of the main objection to the author’s argument. Writers intentionally include such commentary to disarm the naysayers.

❓Why is concession great for the SAT essay❓

It’s a strong rhetorical device that requires a certain level of mastery to spot and write about. If done correctly, writing about a concession can help you get a higher point on analysis.

❗️Spelling Alert❗️

If you are going to be writing about concessions to appear clever and educated, make sure you spell the word concession correctly. There is a “CESS” embedded in the word conCESSion.

Concession can have THREE different effects in non-fiction writing:

ONE: address objections

TWO: answer objections persuasively

THREE: pave the way for the author’s argument by clearing objections.

Concession helps the WRITER to

* appear more knowledgeable about the issue
* present as someone who has considered the “other side”
* quell the doubts and objections of the reader
* make the reader feel heard

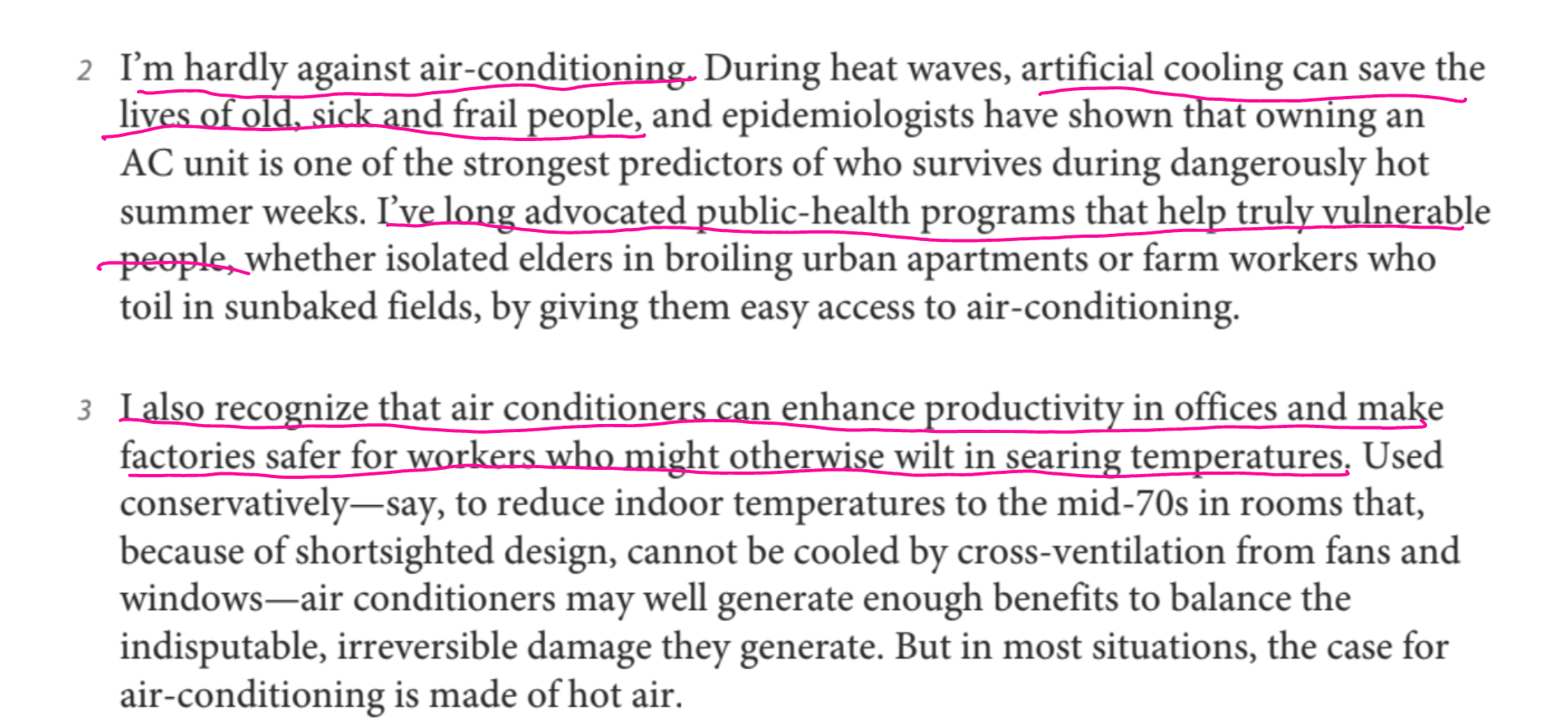
Concession helps the ARGUMENT to

* seem well - rounded
* appear well considered
* address both sides and look more researched
* appeal even to radical opponents

Concession helps the READER to

* feel heard and understood
* weaken the resistance/assuage their opposition
* be willing to hear what the author has to say
* trust the author as he/she did the research on objections

Here is an example from the official SAT Essay ([Test 5](https://drive.google.com/file/d/18BYiWLCh5KmkrzCh6YSwrpeDUgWK_TJ2/view?usp=sharing)) prompt:



**I:** Since Eric Klienenberg urges people to cut down on using their well-liked ACs, he must concede to avoid altogether losing the interest of his audience.

**Q**: He says, “I’m hardly against air - conditioning.” This sentence helps him establish common ground with the majority of his readers. He adds that “ artificial cooling can save lives” as well as “enhances productivity in offices and factories.”

**W**: Eric Klinenberg concedes that air - conditioning can play a critical role in people’s lives, but he maintains that the use of AC by the masses must be reduced. That way, the author can carve his way past a significant objection to his proposal. In doing so, he frames the argument differently. It is now coming from someone who also enjoys the cool air that ACs generate.

**A**: As a result, the argument transcends the objections and doubts that many readers may have and becomes more persuasive.

**R:** Readers feel “heard” and weaken their resistance to the argument. Therefore, readers can now tune into the author’s reasoning instead of getting bogged down in their self-monologues.