



Developing arguments in paragraphs

Essay and exam questions often ask you to explain a relationship between different factors. This might be to explore how one independent variable influences another dependent variable, i.e. 'cause and effect'. Another common requirement can be to compare and contrast different theoretical models, i.e. 'pros and cons'. The relationships between variables in management studies is often complex.

So it is important to explain these as clearly and fully as possible.

The TEEE framework offers a helpful structure for developing your arguments deeply and explicitly in paragraphs. **Each paragraph should only focus on discussing one single idea (Unity), and all the sentences should relate to that single idea (Coherence).**



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NEED MORE INFORMATION?

Read Effective Learning
Service booklet '*Critical
Analysis*' for more detailed
explanation.

T

Topic sentence

Your key idea needs to be outlined as clearly as possible, normally in the first sentence.



E

Explanation

You then offer further development of that key idea in a cascade of following sentences.



E

Evidence

You need to present 'evidence' to support the idea, i.e. by citing others' research.



E

Examples

If possible, bring in real life examples to illustrate where the idea is evident in workplace practice.

You do not always have to present all four elements within one paragraph, nor do you always need to follow the above sequence. So the TEEE framework is not a prescribed formula, but rather a useful guideline to follow in most of your academic writing.