

**Exercise Booklet for Scott Norton,  
*Developmental Editing: A Handbook for Freelancers,  
Authors, and Publishers, 2nd Edition***

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## ***General Instructions***

For the second edition, I've created this set of exercises to allow you to practice on a chunk of manuscript while following the core restructuring process described in chapters 2 through 8. The manuscript is a draft essay—to appear in a fictional edited volume—that is bedeviled with organizational errors. At roughly seven thousand words, it is significantly shorter than a book yet long enough, I hope, to provide a sense of the challenges long-form content can pose to a developmental editor.

The Draft Manuscript and other exercise materials can be accessed online at <https://press.uchicago.edu/sites/norton/>. Although the materials may be downloaded as a bundle, resist the temptation to read ahead if you want to get the most out of the process. Instead, complete the numbered exercises at the end of each chapter as you finish reading it. The exercises will prompt you to first assess your own efforts and then compare your results with specific sample materials provided.

The exercise materials consist of five files, including the one you're reading now:

- Exercise Booklet (PDF): Gathers prereading (publisher's memo, author bio, table of contents) and various working documents (review notes, diagrams, draft outlines, etc.) to which you may compare your own efforts.
- Draft Manuscript (MS Word): May be marked up directly using Track Changes.
- Developmental Plan (PDF): Models the writing of a plan addressed to the publisher but shareable with the author.
- Edited Manuscript (PDF): Contains an edited version of the same manuscript (with queries at the back) with which you may compare your own editing choices and querying style.
- Clean Manuscript (PDF): Replicates the Edited Manuscript, but with all edits accepted and queries removed for ease of final review.

There is no one way to edit the sample essay, no “right” answers to the individual exercises. My own working documents and editorial solutions are provided for illustrative purposes—readers may well devise better solutions than mine.

## Item 1

### Publisher's Memo

To: [Insert Your Name Here]  
From: Aimee Olsen-Borovitch, Haphazard House  
Date: October 30, 20\_\_\_\_  
Re: "The Barter Complex" by Carina Freitas  
Enclosures

Thank you for agreeing to take a look at this essay. As I mentioned in our phone conversation, we'd really like to find a way to salvage this piece and keep Carrie Freitas in the book. A person of her stature and, dare I say, celebrity will help sell many copies; more importantly, her global campaign for the economic empowerment of women via barter adds an important dimension to this book's conversation.

The lead volume editor, Veronica Nelson Chase, is CEO of the Women's Enrichment Fund and a Pulitzer Prize-winning economics reporter for the *Washington Post*. She's used to editing other people's work, but she has never worked with a writer as inexperienced as Freitas. Here's an excerpt from a recent email:

In retrospect, I should have given Carrie more careful guidance up front. When she agreed to do the piece, we set up a conference call, and I thought her speechwriter or publicist would be sitting in. But she said, no, she wanted to write this contribution herself—and I encouraged her, knowing what a great, saucy extemporaneous speaker she can be. She asked what topics I'd like her to focus on, and I rattled off *why barter?* *why Zimbabwe?* *why you?*, little realizing that she would simply transcribe my offhand promptings and use them as her organizational structure.

The initial assignment was for Freitas to situate barter in the global movement to empower women. She was encouraged to draw on her own experiences to add color, and she was asked to offer specific recommendations for how to move the program forward internationally. Instead, what she has given us—apart from some pithy observations about the emerging "global sisterhood" in foreign aid—is a personal narrative leavened by folksy advice to women about how to engage in barter as individuals. It is clear that this author will not provide the sophisticated analysis we'd initially hoped for, but her engaging voice is still worthy of inclusion.

This essay needs to move in one of two directions. The first option is to thoroughly reorganize the material as a personal narrative. This essay would be the only chapter-length "testimonial" in the book, although other essays do contain stories about individual women who have succeeded (or failed) in their efforts to achieve economic growth. The second, more ambitious option—and our preference if you can manage it—would be to draw out the policy implications of her homespun advice and restructure the essay as a more comprehensive "how to" guide for either local or international activists. I say "either . . . or" because, in this draft, her attention is equally divided between the two.

I can pay you \$\_\_\_\_ per hour. If you think you'll need more than 30 hours to complete the developmental plan, liaise with the author, and submit the revised essay, please let me know. We'd like to see the plan by November 11, the final edited essay by November 25.

As ever, thanks for your willingness to tackle this tough but, I hope, rewarding project.

***Item 2***

**Author Biography**

Carina Freitas is executive producer and host of the television show *The Barter Lady* on the Lifetime Network. In 2006, she established House of Stone Enterprises, a nonprofit that coordinates barter trade between Zimbabwean sculptors and American collectors with goods of value to the African nation, including HIV drugs and digital devices. She is the recipient of awards from the Gates Foundation, CARE, and the Center for Women's Economic Alternatives. She lives in Oakland with her cat Langston.

*Item 3*

Edited Volume Table of Contents

***Seizing the Global Purse Strings:  
Advice from Female Economic Leaders***

Edited by Veronica Nelson Chase

Part I. Promoting Family

- Chapter 1. Toward a Constitutional Amendment for Family Leave, by Andrea Carter  
Chapter 2. Keeping the Kids Busy: Adapting Rural Child Care Models to Urban Living, by Maeve Larson and Olga Smirnova  
Chapter 3. Wedding Lullaby: How Child Marriage Constrains Women's Economic Development, by Zahara Boutros Shalhoub  
Chapter 4. The Effects of Prison Phone Rates on Family Coherence, by Tinecia Miller Johnson and Monserrat Gutierrez  
Chapter 5. Mama's Boy: The Role of Men in Supporting Women's Financial Independence, by Alice Baker Schwartz

Part II. Reducing Violence

- Chapter 6. The Economics of Rape: A Global Perspective, by Noor Malhotra  
Chapter 7. The New Underground Railroad: The Growth of Networks Combatting Spousal Abuse, by Grace Moynihan  
Chapter 8. Chained Melody: The Risk of Enslavement for Women Seeking Work in Depressed Economies, by Annisa Kazemi and Ji-min Park

Part III. Involving Government

- Chapter 9. Dancing on the Glass Ceiling: The Final Push for Pay Equity, by Mathilde Overgaard  
Chapter 10. Against Tipping: The Service Economy's Unequal Treatment of Women, by Elizabeth Ann Toliver and Nicole Ruiz  
Chapter 11. The Politics of Maternal Death: The Battle over Prenatal Care in Developing Nations, by Fatima Eyadema

Part IV. Promoting Enterprise

- Chapter 12. From Micro to Macro: Women Entrepreneurs in Developing Economies, by Lucia Diaz Garcia  
Chapter 13. The Barter Complex: Empowering Women without Money, by Carina Freitas  
Chapter 14. Silicon Valley Divas: The Rise of Women in the Tech Industry, by Fei Yen Cheung and Arlene Sanders

#### *Item 4*

#### **Content Summary**

This essay tells the story of how the author learned to barter at an early age from the northern California farming community she grew up in, how she experimented with communal living during the hippie era, and how she eventually parlayed the lessons learned from those experiences—both the good and the bad—into an international business that harnesses the power of barter to enrich the lives of women in Zimbabwe’s informal economy. With humor and grace, the author, herself a single mother, explains how she came to visit the African nation, was welcomed into the home of an abandoned, AIDS-stricken mother and her children, and was inspired by the woman’s stone carvings to establish the House of Stone, allowing individuals and companies to exchange medical supplies and other goods for the world-renowned sculptures of the Ndebele tribe. By outlining the essential steps in establishing a barter system, the author hopes to encourage experiments like hers throughout the developing world.

## ***Item 5***

### **Subject Abbreviations**

WOM: Barter especially suited to women's aid efforts

RAT: Rationale for barter

COL: Colloquial humor (for monitoring purposes only)

SOPH: Subplot of daughter Sophie's story

\$\$\$: Differences between barter and money

ELE: Elements of barter

ZIM: History of Zimbabwe and author's interest in the nation

MED: Barter for medicine storyline

GUILT: Author's guilt as white American

ART: Art curation storyline (including stone sculptures)

AGR: Agrarian roots of author's propensity to barter

SDR: Sex, drugs, rock 'n' roll storyline

LL: Ledger Lady storyline

REL: Effects of barter on relationships

BL: Barter Lady storyline

HOW: Steps for launching a barter program

DEF: Defining barter (and distinguishing it from other activities)

HOS: House of Stone storyline

TECH: Economic opportunities facilitated by digital technology

MUS: Music as a reflection of gender dynamic in Zimbabwean society

## Item 6

### Review of Draft for Subjects

Note: Numbers following abbreviations are page numbers of the Draft Manuscript.

- WOM 1: Opens with summary (of sorts) of reasons why barter is important to author and world, especially women
- RAT 1: Unsubstantiated claim: does barter really get a bad rap from anyone?
- COL 1: “Hell if I know why”: inappropriate, but find other way to establish colloquial tone up front?
- COL 1: “Wetbacks”: meant ironically, but registers as straight pejorative—must rephrase
- SOPH 1: Barter as boon on her own life: owes her daughter to it? Really?
- RAT 1: Universal access as element of barter: possible theme, but not elaborated
- \$\$\$ 1–2: Is there a politics of barter? Seems like politicians only interested in “real money”
- \$\$\$ 2: How is “real money” involved in author’s efforts? Is her program not true barter?
- ELE 2: Trust as element of barter
- ELE 2: Community as element of barter
- ELE 2: Surprise as element of barter: argument for barter as life enrichment
- RAT 3: Barter as social safety net: interesting idea, but does she develop it?
- RAT 4: First occurrence of titular concept “barter complex,” then shift in topic to Zimbabwe
- RAT 4: Theme of “cohousing” seems promising, but author does not spell out how barter fits the picture
- \$\$\$ 5: Admission that barter cannot replace money, but does not define the limits of barter
- \$\$\$ 5: Barter as critical supplement in struggling economies—or all economies?
- ZIM 5: How does author find herself in Zimbabwe? No explanation thus far
- MED 5: Zimbabwe medical clinic story with Rufaro—nice use of detail—good opening?
- COL 5: “Game over”: author’s humorous use of colloquialism a help or hindrance?
- GUILT 6: Kaiser pharmacy reference—white, or first-world, guilt?
- COL 6: Harry Potter tree: more colloquialism
- ZIM 6: Msasa tree: How is it important to the lives of Zimbabweans?
- ZIM 6: Story within story: parents of Rufaro
- ZIM 7: Parents’ story a useful summary of recent Zimbabwe history
- ART 8: First occurrence of stone carvings
- ZIM 8: “I was there to export”: First hint of why author is in Zimbabwe—but why was she at the clinic earlier?
- ART 8: Detailed intro to Shona sculpture
- COL 8: “Pre-NRA”: more colloquialism and humor
- \$\$\$ 9: “Sometimes barter includes a gratuity”: itself a gratuitous statement?
- MED/ART 9: Point of Rufaro story made clear: inspiration for medicine-for-art program
- AGR 10: Agricultural roots of barter—but true of urban neighborhoods in those days, too, no?
- SDR 10: Hippie adaptation of barter to drugs and sex—yikes!
- ELE 10: Concept of “spiritual barter”: developed later in essay?
- SOPH 9–10: Daughter’s story: will it be told in series of asides, or should it be pulled together?
- ART 10: First occurrence of art in author’s narrative
- RAT 10: Author does not acknowledge the connection between her own experience in a commune and her advocacy for retirement communes—link the two?
- LL 10: Birth of daughter coincides with birth of Ledger Lady
- REL 11: “Too barter centric”: barter complicates relationships—but how so?



COL 11: “Minnie Pearl”: humor again; okay, I think

ART 11: Author one of the first to pioneer curation at local restaurants, etc.?

ART/ZIM 11: Author’s relationship with Zimbabwe begins at trade show

GUILT 11: Author doesn’t say so, but does her “deep connection” with Zimbabwe via her Portuguese roots include white guilt for the exploitation that brought down the African empire?

BL 11: “Seventeen years later”: Author jumps far ahead: do we want connective tissue, or okay as is?

COL 12: More humor throughout paragraph: Boehner reference a bit dated?

RAT 12: Addresses role of barter in healthier US economy—but not in detail

RAT 12: Microcredit: Interesting connection with barter, but how exactly would they “work together beautifully”?

BL 12–13: Argument for globalizing *Barter Lady*, but not for globalizing barter—or am I missing something?

MED 13: Description of antiretroviral drug exchange for art begins here—but not clear how exchange works until much later

MED 14: Digression about her friend Andrew: necessary to establish motivation, or distracting?

RAT 14: Summation of “argument” for globalizing barter not convincing—author ends section with a dramatic flourish but never really makes case or explains microcredit connection

HOW 14: Getting Started Locally: “how to” section begins here—still, lots of digressions

HOW 14: First step in getting started: determining mutual need

HOW 15: Big Pharma digression: it presupposes that reader knows how “individual barterers” participate—need to fix order

HOW 15: Second step in getting started: determining value

HOW 15: Specific tip about food co-op: should focus more on food in this essay, as it’s usually the centerpiece of barter communities?

HOW 15–16: Third step in getting started: set up ledger system for deferred payments

HOW 16: Fourth step in getting started: plan for storage needs adequately

DEF 16: Fifth step in getting started: have clarity about difference between barter and gifting—not really a step?

DEF 17: Death of the small-town gift economy—interesting observation

WOM 18: Shift in tone here with theme of “global sisterhood”: author finally gets serious about addressing the volume’s focus?

WOM 18–19: Many topics jammed into this section—literacy, maternal mortality, education, etc.—perhaps ask author to elaborate on those themes, especially as they intersect with her own programs

\$\$\$ 19: Cogent argument for barter as more stabilizing than direct financial aid—possible thesis?

ELE 20: “Barter . . . keeps everyone honest”: But is that true? At the local co-op, perhaps—it’s too much trouble to resell vegetables. But don’t the Powers That Be have an interest in large amounts of valuable matériel such as medicine and art?

HOS 20: Story of House of Stone really begins here: much too late . . .

MED 21: Initially, HMOs did not keep good track of HIV medicines that had been phased out, but now they do—does House of Stone still have individual donors?

TECH 21: How do cell phones allow families to pool their resources—give example or two?

MUS 21–22: Too much detail about Zimbabwe musical scene? Except that it contains the angle of gender, an important link to the volume’s focus.

HOW 21–22: How can readers apply lessons learned from author’s experience with House of Stone? Not immediately apparent.

SOPH 22–23: Wow, the idea of barter enabling the author to keep and raise her child is dramatic—but convincing?

ART 23: Ending is poetic, but not a real conclusion—repurpose sculpture analogy, or lose

**Item 7**

**Subject Tally**

WOM: Pages 1, 18–19

RAT: Pages 1, 3–4, 10, 12, 14

SOPH: Pages 1, 9–10, 22–23

\$\$\$ : Pages 1–2, 5, 9, 19

ELE: Pages 2, 10, 20

ZIM: Pages 5–8, 11

MED: Pages 5, 9, 13–14, 21

GUILT: Pages 6, 11

ART: Pages 8–11, 23

AGR: Page 10

SDR: Page 10

LL: Page 10

REL: Page 11

BL: Pages 11–13

HOW: Pages 14–16, 21–22

DEF: Pages 16–17

HOS: Page 20

TECH: Page 21

MUS: Pages 21–22

Note: The subject COL has been omitted from this list because the author's colloquial tone and humor are matters of style, not thematic substance.

***Item 8***

**Main Subjects**

Author's relationship with barter (AGR, SDR, LL, BL, HOS, REL, SOPH): 8 pages

Why and how to get started in barter (RAT, ELE, DEF, HOW, \$\$\$): 13 pages

Author's relationship with Zimbabwe via barter (ZIM, ART, MED, MUS, HOS, GUILT): 17 pages

Role of barter in empowering women (AGR, RAT, ELE, DEF, HOW, WOM, TECH): 15 pages

*Item 9*

**Main Concept**

The author's lifelong experiences with barter prepared her to share the benefits of barter exchanges with the international community of women seeking economic empowerment.

## Item 10

### Review of Draft for Theses

- A. **THES WOM 1**: Opens with summary (of sorts) of reasons why barter is important to author and world, especially women
- B. **THES RAT 1**: Universal access as element of barter: possible theme, but not elaborated
- C. **THES ELE 2**: Trust as element of barter
- D. **THES ELE 2**: Community as element of barter
- E. **THES ELE 2**: Surprise as element of barter: argument for barter as life enrichment
- F. **THES RAT 3**: Barter as social safety net: interesting idea, but does she develop it?
- G. **THES ZIM 7**: Parents' story a useful summary of recent Zimbabwe history
- H. **THES AGR 10**: Agricultural roots of barter—but true of urban neighborhoods in those days, too, no?
- I. **THES ELE 10**: Concept of “spiritual barter”: developed in later essay?
- J. **THES REL 11**: “Too barter centric”: barter complicates relationships—but how so?
- K. **THES RAT 12**: Microcredit: interesting connection with barter, but how exactly would they “work together beautifully”?
- L. **THES BL 12–13**: Argument for globalizing *Barter Lady*, but not for globalizing barter—or am I missing something?
- M. **THES HOW 14**: Getting Started Locally: “how to” section begins here—still, lots of digressions
- N. **THES DEF 16**: Fifth step in getting started: have clarity about difference between barter and gifting—not really a step?
- O. **THES WOM 18**: Shift in tone here with theme of “global sisterhood”: author finally gets serious about addressing the volume’s focus?
- P. **THES \$\$\$ 19**: Cogent argument for barter as more stabilizing than direct financial aid—possible thesis?
- Q. **THES ART 23**: Ending is appealing, but not a real conclusion—repurpose sculpture analogy, or lose.

Note: This list shows possible thesis subjects (marked THES) *after* topics without thesis implications (marked TOP) have been omitted. Among the abbreviations in the original subject list (item 5) that do not appear here are MED, SOPH, SDR, LL, HOS, and MUS, all of which provide flesh for the narrative but have no specific thematic contributions to make. TECH has also been left out because, although digital communication devices have provided critical infrastructure for the growth of microcredit, the author spends no time considering their implications for barter.

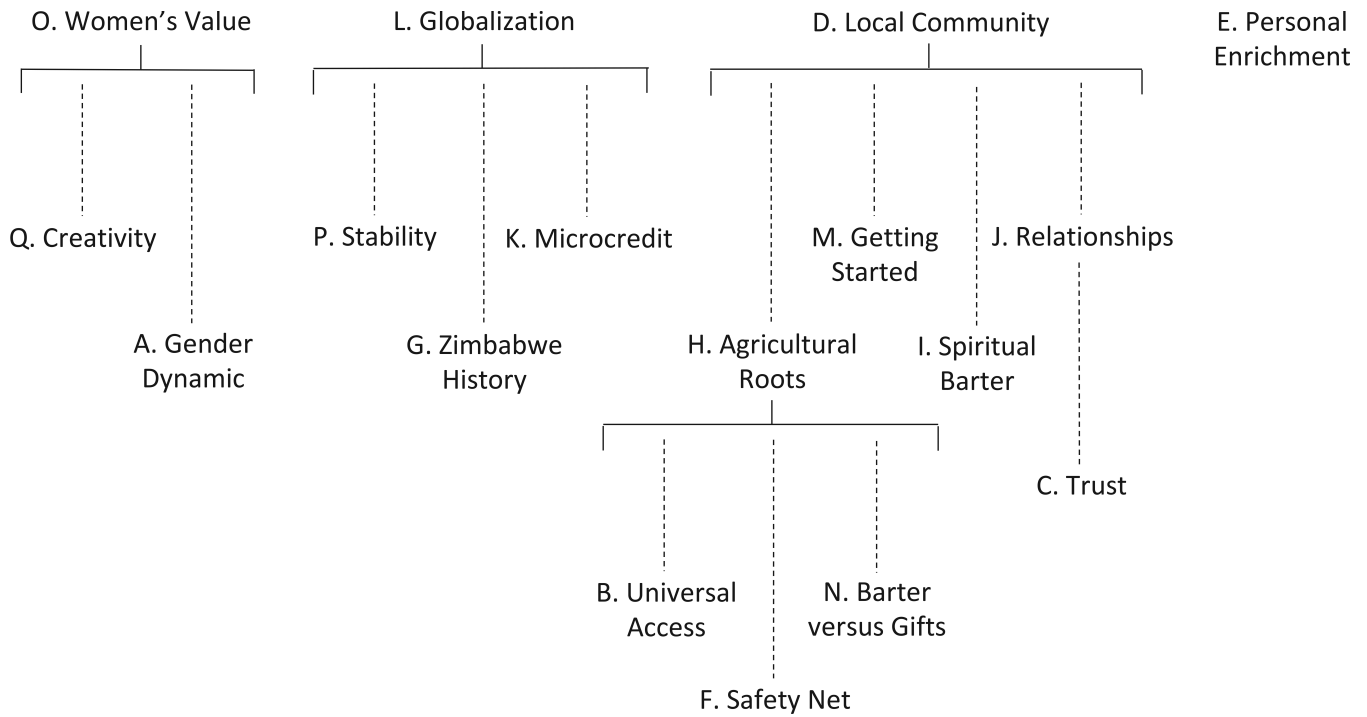
## *Item 11*

### **Possible Thesis Statements**

- A. Gender Dynamic: Throughout history, while men have fought over money, women have kept their families alive with barter.
- B. Universal Access: Barter provides access to economic value for women and other disadvantaged minorities.
- C. Trust: Barter fosters an atmosphere of trust in an economically challenged society.
- D. Local Community: Barter strengthens the ties of community in an economically challenged society.
- E. Personal Enrichment: Barter provides an element of surprise and discovered joy in well-off societies.
- F. Safety Net: Barter provides an avenue for establishing a social safety net in both struggling and well-off societies.
- G. Zimbabwe History: The history of Zimbabwe and the author's experiences there demonstrate the useful role that barter can play in maintaining a struggling regional economy.
- H. Agricultural Roots: The history of barter is rooted in agricultural society, with its emphasis on trust, community, and the creation of an informal social safety net made possible in large part by women.
- I. Spiritual Barter: Baby boomers adapted barter from its pragmatic agrarian roots to a trade-off of spiritual "goods" or gifts, with a goal of making the world a better place for all.
- J. Relationships: Barter creates a complex web of relationships that can be both rewarding and challenging to manage.
- K. Microcredit: Barter can work hand in hand with microcredit to create opportunities for economic advancement for women in depressed economies.
- L. Globalization: Globalizing barter allows for the infusion of much-needed cash in regional economies around the world.
- M. Getting Started: A successful barter arrangement requires mutual need, clear rules for evaluating worth, a strategy for dealing with deferred payments, and planning ahead for storage of bartered goods.
- N. Barter versus Gifting: Establishing a barter economy in the twenty-first century requires moving beyond the agrarian roots of the gift economy.
- O. Women's Value: Focusing on the economic value of women's skills and labor is the best way to ensure economic advancement across a region.
- P. Stability: Providing international aid to women using barter instead of cash helps to stabilize the regional economy's growth and ward off corruption.
- Q. Creativity: Barter is like the Shona process of sculpting: it transforms ordinary matter into something of value, releasing the powerful figures of women from their granite cages.

**Item 12**

**Nesting Diagram for Main Thesis**

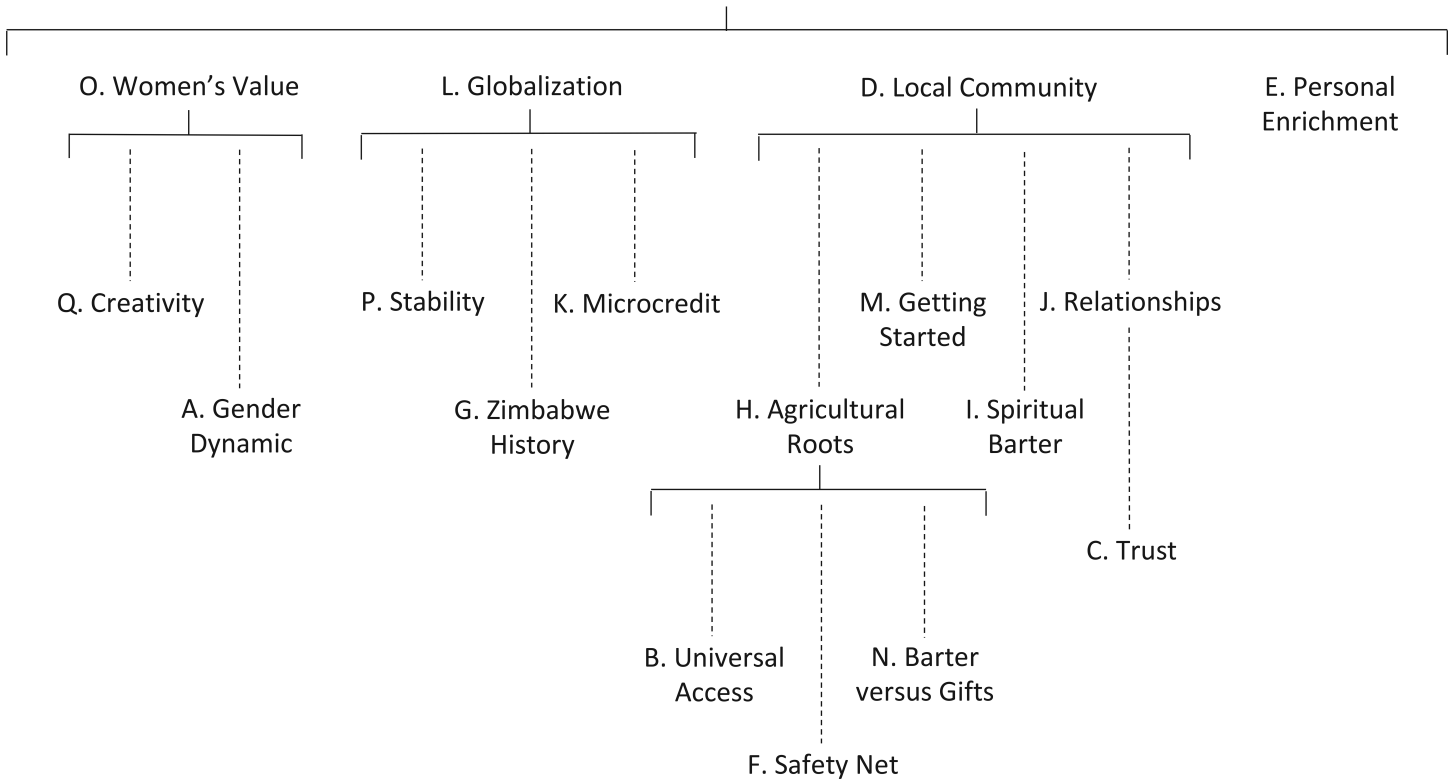




**Item 13**

**Main Thesis Statement**

Main Thesis: As my experiences demonstrate, the core values of barter can enrich the lives of women in developed nations and provide crucial economic empowerment to women in developing nations.



## Item 14

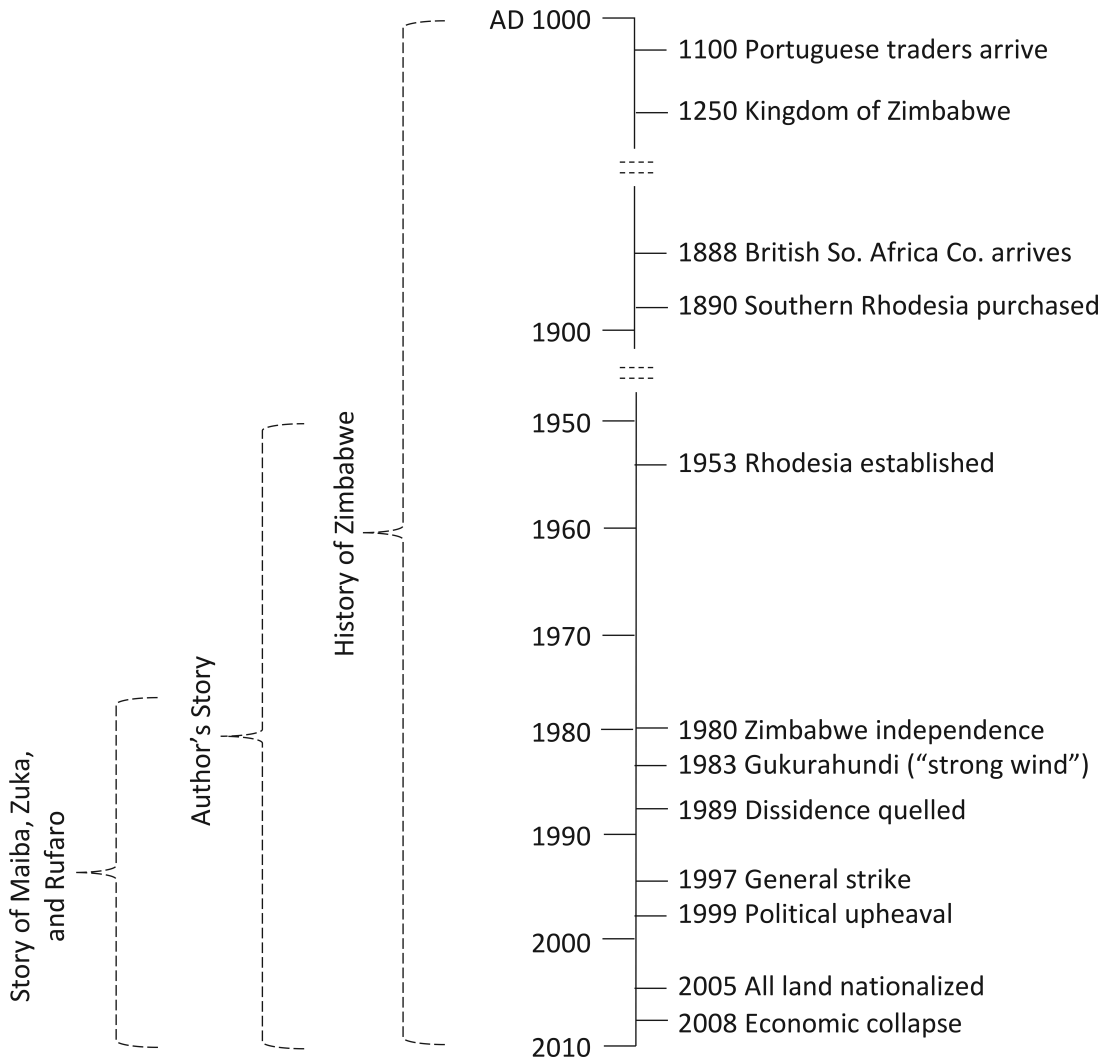
### Working Title Brainstorm

Strategy	Examples
Personal Name	<i>Rufaro's Story; The Barter Lady's Story</i>
Place Name	<i>House of Stone</i>
Reportage	<i>Starting Local, Going Global</i>
Emblem	<i>Baptism of Fire and Beeswax</i>
Paired Emblems	<i>Two Goats Tethered and a Stand of Maize</i>
Explicit Metaphor	<i>Building a Co-op for the Global Village</i>
Implicit Metaphor	<i>Escaping from a Block of Stone</i>
Double-Edged Colloquialism	<i>No Easy Way</i>
Single Word	<i>Barter</i>
Pun	<i>The Barter Complex; The Ledger Lady's Domain</i>
Portmanteau	<i>Barterscape</i>
High Concept	<i>The Global Sisterhood</i>
Irony	<i>Lobbying with Sacks of Peanuts</i>
Humor	<i>Bawling Like John Boehner</i>
Quotation	<i>Such a Love Is Barter*</i>
Internal Quotation	<i>Can't We Just Buy One at the Mall?</i>
Full Sentence	<i>A Wife Is Precious as the Diamonds He Mines</i>
Sentence Fragment	<i>Game Over</i>
Oratorical Flourish	<i>Hella Proud; Not a Diva among Them</i>
Stock Formula	<i>Living the Barter-Centric Life</i>
Genre Formula	<i>Life and Times of the Barter Lady</i>

\* From Sadhu Vaswani, BrainyQuote.com. The quote does not appear in the manuscript— if used for the title, it would need to be added as a book epigraph.

Item 15

Master Timeline Diagram



## *Item 16*

### **Narrative Strategy Assessment**

**Straight Timeline:** Maybe. This strategy could simplify the revision process for an author who frequently slides into digression. By moving forward in time from her agrarian roots to her hippie commune days to her current success as a businesswoman, this timeline would vividly connect the sources of her insights about barter with the later implementation of her daring House of Stone venture. But a lockstep straight timeline would delay revealing the relevance of her essay to the larger themes of the edited volume. And the present draft shows that the author's own instinct is to braid her personal timeline with those of Zimbabwe and Rufaro's family, so she might resist this approach.

**Reverse Timeline:** No. This approach would involve moving backward from the present success of the House of Stone through the stages of her personal narrative, from starting the business to meeting Rufaro's family, through her own struggles as a single mother to her wild youth and rural roots. Although this "drilling down" through time could be effective in terms of connecting the life lessons learned about barter, there would be downsides. This inverted narrative would foreground corporate deal making and media glitz at the expense of the author's central concerns; it would bury the scene in Rufaro's home, which is the heart of the essay; and it would require a reverse treatment of Zimbabwe's historical narrative as well, which is complex enough for the American reader to grasp.

**Alternate Viewpoints:** No. Theoretically, the revision could flesh out the point of view of Rufaro and her parents, who are the only other significant characters in the narrative. But doing so would require a degree of literary finesse on the author's part for which there is no evidence in the present draft. Also, executing this strategy would inevitably shift the essay's center of gravity toward the specific case of Zimbabwe and away from the potential of barter as a panacea for multiple cultures.

**Parallel Timelines:** No. The present draft privileges three timelines: the author's story, the story of Rufaro's family, and the history of Zimbabwe. Presenting each of these timelines, end to end, as three separate "case studies" would obscure the parallels within them. This approach would in effect split the chapter into three separate mini-essays. The three timelines naturally converge on the essay's most compelling narrative scene, which is the author's visit to Rufaro's home.

**Rotating Narratives:** Yes. This strategy would highlight the parallels among the three timelines. Readers would follow the similar trajectories from early experiments with barter to the use of barter in times of crisis to the development of mature, stable barter networks.

**Alternate Outcomes:** No. The author's story delivers a particular outcome, and it's one that she promises can be replicated in other communities and cultures. If this essay were an exploration of the pros and cons of barter, this strategy might prove useful. The author provides some dos and don'ts but is not interested in casting doubt on the efficacy of barter.

**Item 17**

**Narrative Essay Outline**

Working Title: Starting Local, Going Global: The Barter Lady's Story

[Opens with author's visits to clinic and Rufaro's mother]

A Child of Barter [1950s]

[Argrarian barter in Bay Area]

[NEW: Portuguese traders in ancient Kingdom of Zimbabwe]

Bartering Sex, Drugs, and Rock 'n' Roll [1960s]

[Author barterers in commune]

[NEW: Rhodesia comes of age]

Strong Winds [1970s and 1980s]

[Author gives birth, survives by barter]

[Author's life enriched by co-op]

[Maiba and Zuka's story, including "strong winds" unrest]

[EXPAND: Maternal mortality in Africa during that era]

Ramping Up [1990s]

[Starting barter locally in four steps]

[Author fosters global art community]

[Author identifies need for HIV meds]

House of Stone [2000s]

[Author establishes House of Stone]

[Zimbabwe's collapse spurs barter]

The Global Sisterhood and Beyond [2010s onward]

[Women's value as resources]

[Global scale touches more lives]

[Synergy with microcredit]

[Avoiding backlash from men]

[Global village should have its own co-op]

## ***Item 18***

### **Main Expository Conclusions**

*Conclusion 1, Women's Value:* When women's skills and labor are valued appropriately, they naturally employ barter, reducing conflict over money and promoting economic advancement across the region.

[Combines theses A and O from item 11]

*Conclusion 2, Globalization:* Barter, working hand in hand with microcredit, can create economic opportunities for women around the world by stabilizing a regional economy's growth and warding off corruption.

[Combines theses K, L, and P from item 11, with G implied]

*Conclusion 3, Local Community:* In the twenty-first century, a barter economy can best achieve the traditional goals of agrarian society—such as fostering trust, sharing access to economic value, and serving as an informal social safety net—by following sound business practices and extending the system to nonessential, or “spiritual,” goods.

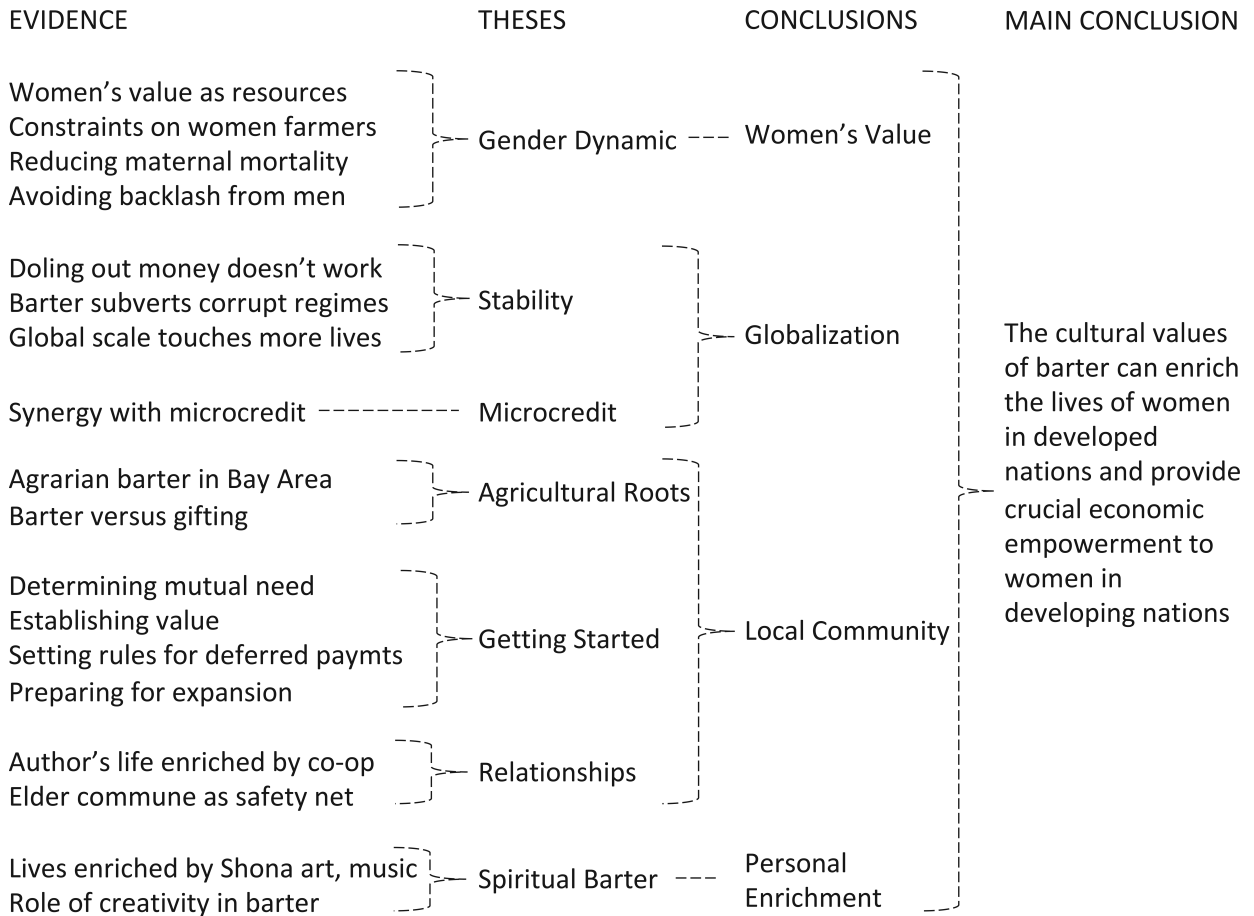
[Combines theses B, C, D, F, H, I, and M from item 11, with J and N implied]

*Conclusion 4, Personal Success:* Barter provides an element of surprise and discovered joy in well-off societies.

[Consists entirely of thesis E from item 11, with Q implied]

**Item 19**

**Master Argument Diagram**



Note: Of the seventeen theses in item 11, only seven appear in the “Theses” column here. Four have been promoted as conclusions, three (F, N, and Q) demoted as evidence, and three omitted altogether: B and C because, while they are implied throughout, the author has little to say about them, and G because Zimbabwe’s history provides narrative flesh, but no distinct argument, about barter.

## *Item 20*

### **Expository Strategy Assessment**

**Inductive versus Deductive Argument:** Deductive. The author's argument is pretty straightforward, so there's little dramatic tension to be gained from withholding it. On the contrary, the Draft Manuscript is roughly half narrative and half exposition, so stating the main conclusion up front will keep readers from wondering why they are being told a number of lengthy, if colorful, stories.

**Alternate Viewpoints:** No. One of the strengths of this autobiographical essay is its strong point of view, namely, that barter enriches the lives of communities. A quick look online suggests that, although economists point out the limitations of barter, none deny its usefulness in communities with inadequate access to money. And the author's text itself contains no variety of viewpoints to alternate among.

**Parallel Arguments:** Yes. The author asserts the value of barter in two basic lines of argument. The first is that barter can enrich the lives of communities in developed nations. The second is that barter can bring economic stability and growth to women around the world. These subarguments converge in the person of the author herself, who has gone beyond theory to "prove" her conclusion with concrete action on both the local and global levels.

**Rotating Arguments:** No. This strategy is not appropriate for the Freitas chapter because the strands of her argument naturally converge. Also, the approach would fragment an already short manuscript into unlinked pieces.

**Alternate Outcomes:** No. The author's strong belief in her main conclusion brooks no dissent. There may be counterarguments to her assertion that barter can provide "crucial economic empowerment to women in developing nations," but it is not the author's project to survey these doubts. Her approach to her subject is unapologetically polemical.



**Item 21**

**Expository Essay Outline**

Working Title: “House of Stone: The Global Sisterhood and the Power of Barter”

[Opens with the global sisterhood]

Precious as the Diamonds He Mines

- [Women’s value as resources]
- [Constraints on women farmers]
- [Reducing maternal mortality]
- [Avoiding backlash from men]
- [Global village should have its own co-op]

Enriching Lives through Barter

- [Author’s life enriched by co-op]
- [Agrarian barter in Bay Area]
- [Barter versus gifting]
- [Elder commune as safety net]

Getting Started Locally

- [Determining mutual need]
- [Establishing value]
- [Setting rules for deferred payments]
- [Preparing for expansion]

Why I Insist on Going Global

- [Doling out money doesn’t work]
- [Barter subverts corrupt regimes]
- [Global scale touches more lives]
- [Synergy with microcredit]

Not a Diva among Them

- [Lives enriched by Shona art, music]
- [Role of creativity in barter]

## ***Item 22***

### **Final Essay Outline**

Working Title: “A Wife Is Precious as the Diamonds He Mines: The Power of Barter in the Global Sisterhood”

[Opens with author’s visits to clinic and Rufaro’s mother]

#### The Roots of Barter

- [Agrarian barter in Bay Area]
- [Zimbabwe’s collapse spurs barter]

#### Providing Stability

- [Doling out money doesn’t work]
- [Barter subverts corrupt regimes]
- [Author barter in commune]
- [Author gives birth, survives by barter]

#### Fostering Community

- [Author fosters local art community]
- [Author fosters global art community]
- [Author identifies need for HIV meds]
- [Author establishes House of Stone]

#### Enriching Lives

- [Author’s life enriched by co-op]
- [Lives enriched by Shona art, music]

#### Starting Locally

- [Determining mutual need]
- [Establishing value]
- [Setting rules for deferred payments]
- [Preparing for expansion]

#### The Global Sisterhood

- [Women’s value as resources]
- [Global scale touches more lives]
- [Synergy with microcredit]
- [Avoiding backlash from men]
- [Global village should have its own co-op]

#### The Elder Commune

#### The Role of Creativity

### ***Item 23***

#### **One-Page Summary for DE Plan**

Warm Opening: Demonstrate empathy with the author's project.

Content Summary: Insert results of exercise 2.3.

Problem Summary: Address categories of problems noted in exercise 2.2. Save specific problems for "itemized issues" lists below.

Vision Statement: Describe a new direction for the author's project.

Readership Profile: List kinds of readers whom the project may appeal to once revised along the lines of the vision statement.

Working Thesis: Present several candidates identified in exercise 3.1. Then identify your favorite (per exercise 3.2) and argue its merits.

Working Title: Present several candidates identified in exercise 3.4. Select one as your favorite and argue its merits.

Revised Contents: Insert results of exercises 5.5 and 5.6.

Itemized Structural Issues: Present laundry list of problems noted in exercise 2.2 related to the essay's organizational structure.

Itemized Stylistic Issues: Present laundry list of problems noted in exercise 2.2 related to the essay's style.

Revision Logistics: Lay out the schedule and revision process, making sure to give yourself padding to meet the tight deadlines in the publisher's memo (item 1).

Upbeat Summation: Reiterate your belief in the project's worth, express pleasure at the prospect of helping to bring it to the light of publication, and invite the author to fine-tune the plan.

## ***Item 24***

### **Section Thesis Statements**

[Opens with author's visits to clinic and Rufaro's mother]

Thesis: The author's encounter with Rufaro and her mother inspires her determination to create a barter system of art for medicine between Zimbabwean women and American patrons.

### ***The Roots of Barter***

Thesis: The author's belief in the power of barter to change lives comes from her roots in a farming community.

### ***Providing Stability***

Thesis: Barter is a more stable way of providing international aid than simply donating money or devising complex delivery systems for infrastructure like irrigation and housing.

### ***Fostering Community***

Thesis: International barter programs create new communities in each of the participating nations or regions by fostering the making, collecting, swapping, and shipping of desired goods.

### ***Enriching Lives***

Thesis: Barter enriches lives by promoting the joy of discovery, whether of food, art, or durable goods.

### ***Starting Locally***

Thesis: When starting a local barter exchange, there are four important principles to keep in mind.

### ***The Global Sisterhood***

Thesis: There is an emerging "global sisterhood" of successful women who are focusing their philanthropic efforts on ways to help women in developing nations to build stable local economies.

### ***The Elder Commune***

Thesis: Barter can do much to enrich the lives of elders in developed nations.

### ***The Role of Creativity***

Thesis: The key to unlocking the success of barter is creativity.

## Item 25

### Passage Tracking Table

Note: This table differs a bit in purpose from example 25 in the handbook. Whereas the assignment in that chapter included dramatically reducing length, the focus with the Freitas chapter is on ensuring that no important pieces of her argument or story get left out. Hence the difference in column headings between the two tables.

Section/Subsection	Draft Ms. Location	Clean Ms. Location
[Visits to clinic and Rufaro's mother]	pp. 5–8	pp. 1–2
The Roots of Barter		
[Agrarian barter in Bay Area]	pp. 8–9	p. 3
[Zimbabwe's collapse spurs barter]	pp. 4–5	pp. 3–4
Providing Stability		
[Doling out money doesn't work]	p. 18	pp. 4–5
[Barter subverts corrupt regimes]	p. 19	p. 5
[Author barter in commune]	p. 9	p. 5
[Author gives birth, survives by barter]	p. 10	pp. 5–6
Fostering Community		
[Author fosters local art community]	pp. 10–11	pp. 6–7
[Author fosters global art community]	p. 11	p. 7
[Author identifies need for HIV meds]	p. 13	pp. 7–8
[Author establishes House of Stone]	pp. 19–21	pp. 8–9
Enriching Lives		
[Author's life enriched by co-op]	p. 3	pp. 9–10
[Lives enriched by Shona art, music]	pp. 7–8, 21–22	pp. 10–11
Starting Locally		
[Determining mutual need]	pp. 14–15	pp. 12–13
[Establishing value]	p. 15	pp. 12–13
[Setting rules for deferred payments]	pp. 2, 15–16	p. 13
[Preparing for expansion]	p. 16	p. 14
The Global Sisterhood		
[Women's value as resources]	p. 17	p. 14
[Constraints on women farmers]	pp. 17–18	pp. 14–15
[Global scale touches more lives]	pp. 12–13	pp. 15–16
[Synergy with microcredit]	p. 12	p. 16
[Avoiding backlash from men]	pp. 18–19	p. 16
[Global village should have its own co-op]	p. 14	p. 16
The Elder Commune	pp. 3–4	pp. 17–18
The Role of Creativity	p. 23	p. 18
Removed Materials		
["Barter gets a bad rap" disquisition]	pp. 1–2	—
[Element of surprise]	p. 2	—
[Maiba and Zuka's story]	pp. 6–7	—
[Andrew's story]	pp. 13–14	—
[Barter versus gifting]	pp. 16–17	—
[Comparison with other relief efforts]	p. 19	—
[Sophie as product of barter]	pp. 22–23	—

## **Item 26**

### **Section Thesis Halves**

[Opens with author's visits to clinic and Rufaro's mother]

*Thesis:* The author's encounter with Rufaro and her mother inspires her determination to create a barter system of art for medicine between Zimbabwean women and American patrons.

*Question:* How does the author's encounter with Rufaro and her mother inspire House of Stone?

*Answer:* The author, seeing the mother's creativity juxtaposed against her suffering, is galvanized by the realization that her dream of bartering art for medicine might provide significant help to families like Rufaro's.

### **The Roots of Barter**

*Thesis:* The author's belief in the power of barter to change lives comes from her roots in a farming community.

*Question:* How does the author's agrarian childhood inspire her belief in the power of barter to change lives?

*Answer:* The author grows up in a tight-knit community whose bonds are reinforced by bartering crops and other goods.

### **Providing Stability**

*Thesis:* Barter is a more stable way of providing international aid than simply donating money or devising complex delivery systems for infrastructure like irrigation and housing.

*Question:* Why is barter a more stable form of international aid than direct funding or infrastructure projects?

*Answer:* Barter leaves control of the process in the hands of those producing the bartered goods, reducing corruption and get-rich-quick schemes.

### **Fostering Community**

*Thesis:* International barter programs create new communities in each of the participating nations or regions by fostering the making, collecting, swapping, and shipping of desired goods.

*Question:* Apart from helping communities that already exist, how do barter programs create new communities?

*Answer:* On both sides of an exchange, barter programs create networks of people interested in making, collecting, swapping, and shipping desired goods.

### ***Enriching Lives***

*Thesis:* Barter enriches lives by promoting the joy of discovery, whether of food, art, or durable goods.

*Question:* How does barter enrich lives culturally or spiritually?

*Answer:* Barter promotes the joy of discovery, whether of food, art, or durable goods.

### ***Starting Locally***

*Thesis:* When starting a local barter exchange, there are four important principles to keep in mind.

*Question:* What are the four important principles to keep in mind when starting a local barter exchange?

*Answer:* They are determining mutual need, establishing value, setting rules for deferred payments, and preparing for expansion.

### ***The Global Sisterhood***

*Thesis:* There is an emerging “global sisterhood” of successful women who are focusing their philanthropic efforts on ways to help women in developing nations to build stable local economies.

*Question:* How is the emerging “global sisterhood” of successful women helping women in developing nations to build stable economies?

*Answer:* This sisterhood is eschewing the traditional modes of providing international aid and instead attempting to effect systemic change through such interventions as challenging misogynist property and business laws, providing seed money via microcredit, and creating barter exchanges.

### ***The Elder Commune***

*Thesis:* Barter can do much to enrich the lives of elders in developed nations.

*Question:* What can barter do to enrich the lives of elders in developed nations?

*Answer:* Barter can form the foundation of new community structures such as retirement communes and intergenerational “cohousing” efforts.

### ***The Role of Creativity***

*Thesis:* The key to unlocking the success of barter is creativity.

*Question:* What role does creativity play in barter?

*Answer:* Barter allows us to realize the potential of the ordinary things we take for granted, and reinvest them with value by acts of imagination.



## **Item 27**

### **Transition Check**

Note: This item compares the section thesis halves created in item 26 with the opening and closing transitions from the Edited Manuscript.

*Opening:* The first time I went to a medical clinic in Zimbabwe, I saw a line of two hundred people waiting patiently in the sun.

*Thesis Question:* How does the author’s encounter with Rufaro and her mother inspire House of Stone?

*Comparison:* Diving right into the story works well here; there is no need to insert the thesis question artificially.

—

*Closing:* Then I said goodbye to the children and drove off toward the clinic blubbing, motivated by a new idea: to barter medicine for art across the Atlantic.

*Thesis Answer:* The author, seeing the mother’s creativity juxtaposed against her suffering, is galvanized by the realization that her dream of bartering art for medicine might provide significant help to families like Rufaro’s.

*Comparison:* The author’s closing delivers the thrust of the thesis answer in an emotionally compelling and succinct manner. The unveiling of the purpose of the author’s visit to Zimbabwe serves as a kind of cliff-hanger—the next two sections operate as “flashbacks,” after which the story of the House of Stone initiative is picked up in the section entitled “Fostering Community.”

### **The Roots of Barter**

*Opening:* My belief in the power of barter to change lives comes from my roots in a Portuguese farm community east of the San Francisco Bay Area.

*Thesis Question:* How does the author’s agrarian childhood inspire her belief in the power of barter to change lives?

*Comparison:* The author’s opening effectively raises the thesis question, which the passage then proceeds to answer.

—

*Closing:* Barter is no substitute for money, but in struggling economies it’s a critical supplement.

*Thesis Answer:* The author grows up in a tight-knit community whose bonds are reinforced by bartering crops and other goods.

Comparison: The author’s closing here is weak. It undermines the author’s main thesis about the central importance of barter, relegating it to a “supplement” of the monetary system. Better to revise as follows:

*Revised Closing:* But these remittances bring with them their own problems, as men often claim to have sent the money when they’ve already spent it. Barter remains a critical way for women to share food and goods with each other, reinforcing a tight-knit sense of community.

### ***Providing Stability***

*Opening:* After a century of experimentation, international aid organizations have begun to figure out which types of help are effective.

*Thesis Question:* Why is barter a more stable form of international aid than direct funding or infrastructure projects?

Comparison: Here, too, the opening effectively raises the thesis question.

—

*Closing:* Barter had become an essential part of my survival strategy.

*Thesis Answer:* Barter leaves control of the process in the hands of those producing the bartered goods, reducing corruption and get-rich-quick schemes.

Comparison: The closing is missing a key element of the thesis answer, namely, the emphasis on empowerment of the barterer. Better to revise:

*Revised Closing:* Barter had become an essential part of my survival strategy, a means of gaining economic control over my life.

### ***Fostering Community***

*Opening:* Some of my friends complain that I’m too barter centric.

*Thesis Question:* Apart from helping communities that already exist, how do barter programs create new communities?

Comparison: Here, the author comes at the thesis question indirectly by emphasizing her friends’ complaints first. It’s an engaging opening, and the closing supplied by the DE (see below) delivers on the thesis, so there’s no need to complicate the opening by inserting the question explicitly.

—

*Closing:* In one fell swoop, we had created two new communities: one in the US devoted to collecting medications and swapping artworks; and another in Africa busily distributing those medications and making and shipping the art.

*Thesis Answer:* On both sides of an exchange, barter programs create networks of people interested in making, collecting, swapping, and shipping desired goods.

*Comparison:* The closing makes all the points in the thesis answer, but more dramatically and effectively.

### ***Enriching Lives***

*Opening:* I show up every Saturday morning at my local co-op and never know what I'll discover.

*Thesis Question:* How does barter enrich lives culturally or spiritually?

*Comparison:* Again, the author plunges the reader into narrative, not directly addressing the thesis. But the opening does evoke the spirit of adventure and joy that the section later focuses on.

—

*Closing:* There's not a diva among these ladies: what comes across is how the music is a purely collaborative communal experience. That's something we celebrity-obsessed Americans hardly ever see, and I've had members of our studio audience tell me that these performances are a religious experience.

*Thesis Answer:* Barter promotes the joy of discovery, whether of food, art, or durable goods.

*Comparison:* Here, too, the thesis is only implied, but vividly so.

### ***Starting Locally***

*Opening:* If you're thinking about starting your own local barter exchange, here are some basic steps that should not be skipped.

*Thesis Question:* What are the four important principles to keep in mind when starting a local barter exchange?

*Comparison:* Here the opening supplied by the DE aligns closely with the thesis question.

—

*Closing:* And these are personal items only—my business has graduated to acres of warehouse space in Richmond.

*Thesis Answer:* They are determining mutual need, establishing value, setting rules for deferred payments, and preparing for expansion.

*Comparison:* In this case, the answers to the thesis question are deployed throughout the section as steps 1 through 4.

### ***The Global Sisterhood***

*Opening:* I am proud to be part of an emerging “global sisterhood” of successful women who are focusing their philanthropic efforts on women in developing nations.

*Thesis Question:* How is the emerging “global sisterhood” of successful women helping women in developing nations to build stable economies?

*Comparison:* The opening deftly raises the thesis question.

---

*Closing:* As the success of microcredit has shown, empowering poor women can reverse downward economic trends, reduce conflicts over money, and build stable, healthy communities.

*Thesis Answer:* This sisterhood is eschewing the traditional modes of providing international aid and instead attempting to effect systemic change through such interventions as challenging misogynist property and business laws, providing seed money via microcredit, and creating barter exchanges.

*Comparison:* The thesis answer proves to be a bit of an overstatement. Although barter exchanges are the heart of the essay and microcredit is discussed at some length, misogynist property and business laws are only fleetingly mentioned. In sum, the closing is a more accurate reflection of the text than the drafted thesis.

### ***The Elder Commune***

*Opening:* Notwithstanding the importance of barter overseas, there’s much more we could be doing with barter in this country, too.

*Thesis Question:* What can barter do to enrich the lives of elders in developed nations?

*Comparison:* Taken in concert with the heading directly above it, the opening effectively raises the thesis question.

---

*Closing:* As this movement grows, the techniques of barter—if used properly—can revive the values of agrarian society by helping to keep communal “sharing” fair and honest.

*Thesis Answer:* Barter can form the foundation of new community structures such as retirement communes and intergenerational “cohousing” efforts.

*Comparison:* Although the section’s final sentence doesn’t explicitly mention retirement communes or cohousing, it ends two paragraphs that address those topics, so there’s no need to shoehorn them into the final sentence.

## ***The Role of Creativity***

*Opening:* Whether your barter project is local or global, and whether your goal is to provide stability, foster community, enrich lives, or all of the above, there's one element of barter that cannot be underestimated: creativity.

*Thesis Question:* What role does creativity play in barter?

*Comparison:* The opening transition supplied by the DE effectively poses the thesis question.

—

*Closing:* In barter, the rocks are the ordinary stuff of our lives—the things we forget to appreciate. The daydreams are the imagination we bring to reinvesting those items with value. And the fire and beeswax baptism are the transaction itself: hard meets soft, opposites meld, and the result is a beauty that fire and wax could not accomplish on their own.

*Thesis Answer:* Barter allows us to realize the potential of the ordinary things we take for granted, and reinvest them with value by acts of imagination.

*Comparison:* The author's closing delivers the thesis answer effectively, if a tad poetically for some tastes.

## **Item 28**

### **Conclusion Check**

Note: This item compares the main thesis statement from item 13 with the main conclusion from the Edited Manuscript. It then compares the main expository conclusions from item 18 with the final versions in the Edited Manuscript.

#### ***The Roots of Barter***

*Final Main Conclusion:* My own story demonstrates how the core values of barter can enrich the lives of women in developed nations as well as provide crucial empowerment to women in developing nations.

*Draft Main Thesis:* As my experiences demonstrate, the core values of barter can enrich the lives of women in developed nations and provide crucial economic empowerment to women in developing nations.

Comparison: The wording of the final version aligns closely with that of the draft.

#### ***Providing Stability***

#### ***Fostering Community***

*Final Conclusion 2, Globalization:* If they're nurtured, such relationships can eventually develop into a full-blown community: I have seen this happen here in America, in Africa, and around the world.

*Draft Conclusion 2:* Barter, working hand in hand with microcredit, can create economic opportunities for women around the world by stabilizing a regional economy's growth and warding off corruption.

Comparison: The final version elides the draft's mentions of microcredit and corruption. Instead, it recasts the draft version with more of an emphasis on community, which is the focus of the section in which it's been placed. It also more closely resembles the author's voice.

#### ***Enriching Lives***

*Final Conclusion 4, Personal Success:* Talk about enriching lives. Our work has brought as much joy to our American supporters as it has the women of Zimbabwe.

*Draft Conclusion 4:* Barter provides an element of surprise and discovered joy in well-off societies.

Comparison: The final version delivers the same message as the draft version, but with greater specificity and in the author's voice.

## ***Starting Locally***

### ***The Global Sisterhood***

*Final Conclusion 1, Women's Value:* As the success of microcredit has shown, empowering poor women can reverse downward economic trends, reduce conflicts over money, and build stable, healthy communities.

*Draft Conclusion 1:* When women's skills and labor are valued appropriately, they naturally employ barter, reducing conflict over money and promoting economic advancement across the region.

Comparison: The two versions align closely, with the final recasting the appropriate valuation of women's skills and labor as the single concept of microcredit, which—taking advantage of affordable digital technology—is the single phenomenon that has done the most to usher in sweeping change. Note also that the final version avoids the assertion that women come by barter “naturally”: the author likely feels that way, but some readers would surely find the remark unnecessarily “gendered.”

### ***The Elder Commune***

*Final Conclusion 3, Local Community:* As this movement grows, the techniques of barter—if used properly—can revive the values of agrarian society by helping to keep communal “sharing” fair and honest.

*Draft Conclusion 3:* In the twenty-first century, a barter economy can best achieve the traditional goals of agrarian society—such as fostering trust, sharing access to economic value, and serving as an informal social safety net—by following sound business practices and extending the system to nonessential, or “spiritual,” goods.

Comparison: The final version drops some of the specifics that were stuffed into the draft version during the thesis diagramming process (see items 12 and 19), but that feels okay because all of those specifics do get covered elsewhere in the text.

### ***The Role of Creativity***