GEORGE KENNEDY

The Art of Persuasion in Greece



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Readings from Classical Rhetoric Patricia P. Matsen, Philip B. Rollinson, Marion Sousa, 1990 Here for the first time in one volume are all the extant writings focusing on rhetoric that were composed before the fall of Rome This unique anthology of primary texts in classical rhetoric contains the work of 24 ancient writers from Homer through St Augustine including Herodotus Thucydides Plato Aristotle Cicero Quintilian Tacitus and Longinus Along with many widely recognized translations special features include the first English translations of works by Theon and Nicolaus as well as new translations of two works by important sophists Gorgias encomium on Helen and Alcidamas essay on composition The writers are grouped chronologically into historical periods allowing the reader to understand the scope and significance of rhetoric in antiquity Introductions are included to each period as well as to each writer with writers biographies major works and salient features **Reorienting Rhetoric** John D. O'Banion, 2010-11-01 A Revolution in Tropes Jane S. Sutton, Mari Lee of excerpts Mifsud, 2015-04-16 A Revolution in Tropes is a groundbreaking study of rhetoric and tropes Theorizing new ways of seeing rhetoric and its relationship with democratic deliberation Jane Sutton and Mari Lee Mifsud explore and display alloiosis as a trope of difference exception and radical otherness Their argument centers on Aristotle's theory of rhetoric through particular tropes of similarity that sustained a vision of civic discourse but at the same time underutilized tropes of difference When this vision is revolutionized democratic deliberation can perform and advance its ends of equality justice and freedom Marie Odile N Hobeika and Michele Kennerly join Sutton and Mifsud in pushing the limits of rhetoric by engaging rhetoric alloiostrophically Their collective efforts work to display the possibilities of what rhetoric can be A Revolution in Tropes will appeal to scholars of rhetoric philosophy and communication A Synoptic History of Classical Rhetoric James J. Murphy, Richard A. Katula, Michael Hoppmann, 2013-07-24 Continuing its tradition of providing students with a thorough review of ancient Greek and Roman rhetorical theory and practices A Synoptic History of Classical Rhetoric is the premier text for undergraduate courses and graduate seminars in the history of rhetoric Offering vivid examples of each classical rhetor rhetorical period and source text students are led to understand rhetoric's role in the exchange of knowledge and ideas Completely updated throughout Part I of this new edition integrates new research and expanded footnotes and bibliographies for students to develop their own scholarship Part II offers eight classical texts for reading study and criticism and includes discussion questions and keys to the text in Part I Historical Agency and the 'Great Man' in Classical **Greece** Sarah Brown Ferrario, 2014-10-02 The great man of later Greek historical thought is the long product of traceable changes in ancient ideas about the meaning and impact of an individual life At least as early as the birth of the Athenian democracy questions about the ownership of the motion of history were being publicly posed and publicly challenged The responses to these questions however gradually shifted over time in reaction to historical and political developments during the fifth and fourth centuries BC These ideological changes are illuminated by portrayals of the roles played by individuals

and groups in significant historical events as depicted in historiography funerary monuments and inscriptions The emergence in these media of the individual as an indispensable agent of history provides an additional explanation for the reception of Alexander the Great the Greek world had long since been prepared to understand him as it did **Brill's Companion to Cicero** James M. May, 2002-09-01 This volume is intended as a companion to the study of Cicero's oratory and rhetoric for both students and experts in the field for the neophyte it provides a starting point for the veteran Ciceronian scholar a place for renewing the dialogue about issues concerning Ciceronian oratory and rhetoric for all a site of engagement at various levels with Ciceronian scholarship and bibliography The book is arranged along roughly chronological lines and covers most aspects of Cicero's oratory and rhetoric The particular strength of this companion resides in the individual often very original approach to sundry topics by an array of impressive contributors all of whom have spent large portions of their careers concentrating upon the oratorical and rhetorical oeuvre of Cicero A bibliography of relevant items from the past 25 years keyed to specific Ciceronian works completes the volume Brill's Companion to Cicero will become the standard reference work on Cicero for many years Elizabethan Rhetoric Peter Mack, 2002-10-17 Peter Mack examines the impact of humanist training in rhetoric and argument on a range of Elizabethan prose texts including political orations histories romances conduct manuals privy council debates and personal letters Elizabethan Rhetoric reconstructs the knowledge skills and approaches which an Elizabethan would have acquired in order to participate in the political and religious debates of the time the approaches to an audience analysis and replication of textual structures organisation of arguments and tactics for disputation Study of the rhetorical codes and conventions in terms of which debates were conducted is currently a major area of historical and literary enquiry and Mack provides a wealth of new information about what was taught and how these conventions were exploited in personal memoranda court depositions sermons and political and religious pamphlets This important book will be invaluable for all those interested in the culture literature and political history of the period Contemporary Reception of Classical Rhetoric Kathleen E. Welch, 2013-11-05 Responding to the reassertion of orality in the twentieth century in the form of electronic media such as the telegraph film video computers and television this unique volume traces the roots of classical rhetoric in the modern world Welch begins by changing the current view of classical rhetoric by reinterpreting the existing texts into fluid language contexts a change that requires relinquishing the formulaic tradition acquiring an awareness of translation issues and constructing a classical rhetoric beginning with the Fifth Century B C She continues with a discussion of the adaptability of this material to new language situations including political cultural and linguistic change providing it with much of its power as well as its longevity The book concludes that classical rhetoric can readily address any situation since it focuses not only on critical stances toward discourse that already exists but also presents elaborate theories for the production of new discourse **History of Rhetoric, Volume I** George A. Kennedy, 2015-12-08 A concern for the art of persuasion as rhetoric was anciently defined was a principal feature of Greek

intellectual life In this study of the complex of subjects labeled rhetoric the author explores rhetorical theory and practice from the fifth to the first centuries B C Beginning with the creative rhetoric of the pre Socratic era the study progresses through the time of Aristotle and the Attic orators and concludes with the ossification of rhetoric into a pedantic discipline during the Hellenistic period Originally published in 1963 The Princeton Legacy Library uses the latest print on demand technology to again make available previously out of print books from the distinguished backlist of Princeton University Press These editions preserve the original texts of these important books while presenting them in durable paperback and hardcover editions The goal of the Princeton Legacy Library is to vastly increase access to the rich scholarly heritage found in the thousands of books published by Princeton University Press since its founding in 1905 Landmark Essays on Aristotelian Rhetoric Richard L. Enos, Lois P. Agnew, 2020-11-25 There is little doubt that Aristotle's Rhetoric has made a major impact on rhetoric and composition studies This impact has not only been chronicled throughout the history of rhetoric but has more recently been contested as contemporary rhetoricians reexamine Aristotelian rhetoric and its potential for facilitating contemporary oral and written expression This volume contains the full text of Father William Grimaldi s monograph studies in the philosophy of Aristotle's Rhetoric The eight essays presented here are divided into three rubrics history and philosophical orientation theoretical perspectives and historical impact This collection provides teachers and students with major works on Aristotelian rhetoric that are difficult to acquire and offers readers an opportunity to become active participants in today s deliberations about the merits of Aristotelian rhetoric for contemporary teaching and research

Readings in Argumentation William L. Benoit, Dale Hample, 2012-02-13 No detailed description available for Readings in Argumentation Arguing and Thinking Michael Billig, 1996-02-23 New edition of seminal book which provoked the Conversational Rhetoric Jane Donawerth, 2012 In Conversational Rhetoric Jane discursive turn in the social sciences Donawerth traces the historical development of rhetorical theory by women for women studying the moments when women produced theory about the arts of communication in alternative genres humanist treatises and dialogues defenses of women s preaching conduct books and elocution handbooks The Cambridge History of Science: Volume 3, Early Modern Science David C. Lindberg, Katharine Park, Ronald L. Numbers, Roy Porter, 2003 An account of European knowledge of the natural world c 1500 1700 Encyclopedia of Rhetoric and Composition Theresa Enos, 2013-10-08 First Published in 1996 Routledge is an imprint of Taylor Francis an informa company Essays on Classical Rhetoric and Modern Discourse Robert J. Connors, Lisa S. Ede, Andrea A. Lunsford, 1984 Eighteen essays by leading scholars in English speech communication educa tion and philosophy explore the vitality of the classical rhetorical tradition and its influence on both contemporary dis course studies and the teaching of writing Some of the essays investigate the oretical and historical issues Others show the bearing of classical rhetoric on contemporary problems in composition thus blending theory and practice Com mon to the varied approaches and view points expressed in this volume is one central theme the 20th century revival of rhetoric entails a

recovery of the clas sical tradition with its marriage of a rich and fully articulated theory with an equally efficacious practice A preface demonstrates the contribution of Ed ward P J Corbett to the 20th century re vival and a last chapter includes a bibli ography of his works A Peculiar Humanism William E. Wiethoff, 2010 In early nineteenth century America and especially in the Old South the use of oratory appealed to legal professionals judges as well as advocates Consistent with the humanism proclaimed in classical and neoclassical works appellate judges perceived their civic duties to demand oratorical skill as well as legal expertise In A Peculiar Humanism William E Wiethoff assesses the judicial use of oratory in reviewing slave cases and the struggle to fashion a humanist jurisprudence on slavery despite the customary restraints placed on judicial advocacy Drawing attention to a neglected intersection of law and letters Wiethoff analyzes the proslavery discourse embedded in antebellum judicial opinions by examining the public addresses judicial narratives and private papers of sixty nine appellate judges By contrasting the judges proslavery appeals in a variety of cases in the upper and deep South Wiethoff shows how context shaped the judges perceptions priorities and arguments An outstanding contribution to the literature on law and slavery A Peculiar Humanism testifies to the character of the legal profession in the Old South and serves as an index of the beliefs and attitudes that coexisted with legal decision making A Synoptic History of Classical Rhetoric James Jerome Murphy, Richard A. Katula, Donovan J. Ochs, Forbes I. Hill, Prentice A. Mendor, 1995 The purpose of history is to help people understand the present by providing a sense of continuity to their lives The history of western civilization begins in Ancient Greece So much of what we observe around us art architecture poetry drama and political systems is derived from the Greeks Even religious beliefs and beliefs about the solar system emanate from the writings of Greek and Roman philosophers Writing itself is a phenomenon of Greek civilization Students seeking to understand the social impact of technologies such as writing print and television must begin their study with figures such as Socrates who was one of the first to be concerned with the changes in social interaction and consciousness wrought by the emergence of writing on portable material For students of language an awareness of the classical world is particularly important The study of human discourse is an entirely western phenomenon As far as one can judge from surviving evidence the Greeks were the only people of the ancient world who endeavored to analyze the ways in which human beings communicate with each other Greece is therefore the birthplace of the art of discourse which includes not only rhetoric but also logic and grammar Although many other ancient civilizations produced literature only the Greeks produced analytic expository treatises that attempted to discover the actual bases of human communication Written treatises and school systems which allowed rhetorical discoveries to be transmitted to others enabled the Greeks and later the Romans to amass a considerable body of precepts to guide speakers and writers This body of precepts forms the basis for the study of rhetoric the art of human discourse This book provides a clear understanding of the classical roots of rhetoric While no single volume can account for every idea developed by the ancients on the art of rhetoric this book seeks to present the concepts that will most effectively provide today s student with a basis

for understanding human communication The text contains essays about the period original treatises by ancient writers with modern analyses that elaborate on their rhetorical precepts and representative speeches given by celebrated orators of the ancient world In addition a bibliography of readings is presented for those who want to study this period more deeply

Rhetorical Argumentation in Biblical Texts Anders Eriksson, Thomas H. Olbricht, Walter Übelacker, 2002-06-01 In the latest volume in the Emory Studies in Early Christianity series the contributors seek a better understanding of how various biblical authors present their arguments support their claims and attempt to persuade their readers A century ago the rhetorical analysis of texts focused on the study of rhetorical figures in texts elocutio In the mid twentieth century scholars such as James Muilenburg Hans Dieter Betz and Wilhelm Wuellner introduced biblical scholars to the illustrious tradition of rhetorical study These scholars tended to focus on the arrangement of the texts themselves dispositio During the last ten years however interpreters have increasingly studied the rhetorical argumentation in texts The authors in this volume examine rhetorical argumentation in the Hebrew Bible the Gospels the Pauline letters and the Book of Revelation offering striking new readings of these materials Contributors include J David Hester Amador Center for Rhetoric and Hermeneutics R Dean Anderson Valkenburg The Netherlands Harold W Attridge Yale Divinity School L Gregory Bloomquist St Paul University Ottawa Michael R Cosby Messiah College Rodney K Duke Appalachian State University Frans H van Eemeren University of Amsterdam Anders Eriksson Lund University Alan J Hauser Appalachian State University Roy R Jeal William and Catherine Booth College Manfred Kraus Eberhard Karls Universit t T bingen John W Marshall University of Toronto Roland Meynet Pontificia Universit Gregoriana Thomas H Olbricht Emeritus Pepperdine University Carol Poster Florida State University Rollin A Ramsaran Emmanuel School of Religion Vernon K Robbins Emory University and University of Stellenbosch Russell B Sisson Union College Jerry L Sumney Lexington Theological Seminary C Jan Swearingen Texas A Lauri Thur n University of Joensuu Johan S Vos Vrije Universiteit and Duane F Watson Malone College **Example Stories** Jeffrey Tucker, 1997-01-01 This study challenges the popular notion that four parables in the Gospel of Luke the Good Samaritan the Rich Fool the Rich Man and Lazarus and the Pharisee and the Toll Collector are example stories A wealth of scholars views on the example stories are scrutinized with Adolf Inlicher's pivotal definition receiving special attention. The various criteria used to distinguish between parable and example are assessed from both a literary and a rhetorical perspective in order to ascertain what if any formal features are peculiar to the example stories Tucker shows that attempts to differentiate the example stories from other narrative parables attributed to Jesus in the Synoptic Gospels are largely unsuccessful The result is that these four parables in the Gospel of Luke can be seen for what they really are

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