



Persuading People

An Introduction to Rhetoric



third edition



Robert Cockcroft and Susan Cockcroft
with Craig Hamilton and Laura Hidalgo Downing



Persuading People An Introduction To Rhetoric

Nuria Lorenzo-Dus



Persuading People An Introduction To Rhetoric:

Persuading People Robert Cockcroft, Susan Cockcroft, Craig Hamilton, 2013-12-01 This fascinating and practical book explores persuasive techniques in the English language and is the ideal introduction for students and others with a professional interest in persuasion Using a wide range of lively and accessible illustrative material Robert Cockcroft and Susan Cockcroft unpick the complexities of persuasive language both written and spoken and enable readers to develop and enhance their rhetorical skills Now thoroughly revised and expanded the second edition of this successful text includes Developed application of cognitive linguistic theory which sheds new light on the emotional and logical powers of persuasion Extended and updated examples of rhetoric in action Clear pointers for further study to allow readers to continue their exploration into rhetorical theory and practice A new final chapter which invites readers to practice their skills using updated versions of traditional rhetorical exercises

Persuading People Robert Cockcroft, 2005 Rediscovering Rhetoric Justin T. Gleeson, Ruth C. A. Higgins, 2008 Rhetoric is ubiquitous in modern discourse from arguments delivered in the High Court to advertisements disseminated in the high street For the legal and political advocate persuasion is also a professional technique that must be perfected properly to practise each art In contrast with the classical era and the middle ages in which grammar rhetoric and dialectic were basic features of all education modern curricula almost entirely neglect any theoretical study of the methods of rhetoric Rediscovering Rhetoric re introduces to modern practitioners and students a grasp of the speeches writings and methodologies of the great classical scholars of rhetoric Part 1 Law and Language in the Greco Roman Tradition provides a contextualised introduction to significant theorists of rhetoric in the classical period and consists of four chapters written by practising barristers and a current Justice of the Federal Court of Australia Part 2 The Practice of Persuasion comprises essays by practitioners distinguished in their pursuit of legal persuasion one former and two current Justices of the High Court of Australia illuminating their experiences of argument from the perspective of both bench and bar Part 3 The Politics of Persuasion performs a similar function to Part 2 in the related domain of politics It includes a chapter by Graham Freudenberg former speechwriter for Gough Whitlam and others Together the three parts provide a unique interdisciplinary perspective on the theory and practice of legal and political persuasion Published in association with the NSW Bar Association

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exploration into rhetorical theory and practice A new final chapter which invites readers to practice their skills using updated versions of traditional rhetorical exercises *Rhetorik und Stilistik / Rhetoric and Stylistics* Ulla Fix, Andreas Gardt, Joachim Knape, 2008-12-19 Keine ausführliche Beschreibung für Rhetorik und Stilistik Rhetoric and Stylistics verfügbar **Handbuch Politische Rhetorik** Armin Burkhardt, 2019-12-02 Seit Menschen in großen Gruppen zusammenleben werden sie in ihrem Verhalten von denen beeinflusst die besonders wirkungsvoll zu ihnen sprechen können Die politische Rhetorik ist daher so alt wie die Politik und steht in enger Korrelation zu den epochalen Denkweisen Sozialformationen sowie den Medien die jeweils für die Verbreitung des Gesprochenen zur Verfügung stehen Da die Reden der großen politischen Rhetoren der griechischen und römischen Antike wie Demosthenes und Cicero überliefert und wie die Werke der großen Rhetoriker von Aristoteles über Quintilian Vossius und Hallbauer bis Walter Jens für die jeweils späteren Redner und Theoretiker der Beredsamkeit Vorbild Voraussetzung und Maßstab geworden sind beginnt das Handbuch mit 13 Überblicksartikeln zur Geschichte Eine zweite Gruppe von insgesamt 23 Artikeln widmet sich unterschiedlichen politiktypischen Redegattungen Textsorten und Sprachphänomenen Figuren Tropen Schlagwörter Sprechakttypen und dialogische Formen Exemplarische Analysen zur Rolle der Rhetorik und zum Gebrauch rhetorischer Mittel in Texten wichtiger Autoren der Weltliteratur sowie internationale interkulturelle Vergleiche bilden die weiteren Themenbereiche der insgesamt 50 enthaltenen Artikel *Evil in Contemporary Political Theory* Bruce Haddock, 2013-02-25 Explores the actual and possible roles of evil in contemporary political theory **An Introduction to Rhetorical Communication** James C. McCroskey, 1993 An Introduction to Rhetorical Communication offers a true integration of rhetorical theory and social science approaches to public communication This highly successful book guides readers through message planning and presentation in an easy step by step process An Introduction to Rhetorical Communication provides a solid grounding in the rhetorical tradition and the basis for developing effective messages For anyone interested in Public Speaking Persuasion or Introductory Rhetorical Theory **Jahresbibliographie Massenkommunikation**, 1992 *Introduction to Rhetorical Theory* Gerard A. Hauser, 1991 This book makes a rhetorical approach to human communication accessible to readers **Learning to Argue in Higher Education** Sally Mitchell, Richard Andrews, 2000 Learning to Argue in Higher Education was written to allow for a cross fertilization of ideas about argument between different disciplines and traditions and to encourage conversation about their approaches to its teaching and learning **Journal of the Society for Psychical Research** Society for Psychical Research (Great Britain), 2000 Persuading Aristotle Peter Thompson, 1998-11-01 In the information age where the contest of ideas is paramount being able to get others to accept your idea is what counts between success and failure Yet the art of persuasion was refined 2000 years ago in the Lyceum of Ancient Greece There Aristotle the master of rhetoric taught the timeless secrets of ethos logos and pathos A modern master of communication Peter Thompson rediscovers those secrets and presents them to you in *Persuading Aristotle* Principles that you can use day in and day out every time you face someone who

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