

# PERSUASION



GREEK RHETORIC IN ACTION



EDITED BY IAN WORTHINGTON

# Persuasion Greek Rhetoric In Action

**Thomas Roessing**



## **Persuasion Greek Rhetoric In Action:**

*Persuasion* Ian Worthington, 1994 An exciting and accessible introduction to rhetoric and oratory in ancient Greece All Greek and Latin is translated Greek rhetoric in its diverse forms and impact on its contemporary context is central to an understanding of ancient culture The influence and exploitation of rhetoric in ancient times and modern reactions to it are the focus of this book In recent years there has been a renaissance in the study of Greek rhetoric and oratory informed by modern political sociology and discourse analysis This book bringing together the work of leading scholars in the field examines the relation of ancient oratory and rhetoric to a variety of historical contexts and literary genres at both the theoretical and practical levels at the same time reflecting new trends and ideas now at work *Persuasion: Greek Rhetoric in Action* Ian Worthington, 2002-11 An exciting and accessible introduction to rhetoric and oratory in ancient Greece All Greek and Latin is translated **The Oxford Handbook of Demosthenes** Gunther Martin, 2019 As a speechwriter orator and politician Demosthenes captured embodied and shaped his time This Handbook explores the many facets of his life work and time giving particular weight to his social and historical context and thereby illustrating the interplay and mutual influence between his rhetoric and the environment from which it emerged *Rhetorical Action in Ancient Athens* James Fredal, 2006 Twenty eight illustrations are included Jacket **Ancient Rhetoric and Paul's Apology** Fredrick J. Long, 2004-10-14 Second Corinthians is Paul s apology to the Corinthians for failing to visit them using rhetorical persuasion in his letters and appearing unapproved for the collection The scholarly consensus maintains that 2 Corinthians is a conglomeration of letters due to its literary and logistical inconsistencies Consequently most interpretations of 2 Corinthians treat only parts of it However a different consensus is emerging Fredrick Long situates the text within Classical literary and rhetorical conventions and argues for its unity based upon numerous parallels with ancient apology in the tradition of Andocides Socrates Isocrates and Demosthenes He provides a comprehensive survey and rigorous genre analysis of ancient forensic discourse in support of his claims and shows how the unified message of Paul s letter can be recovered His study will be of relevance to Classicists and New Testament scholars alike **Persuasive Sprechhandlungen in Alltagsdialogen des Russischen** Elke Mann, 2000 Gegenstand der vorliegenden Untersuchung sind persuasive Sprechhandlungen in alltäglichen Dialogen Persuasive Sprechhandlungen sind initiiert vom Willen der Meinung dem Wunsch oder dem Gefühl des sprachlich Handelnden die Einstellungen Meinungen Wünsche Gefühle oder das Handeln des Kommunikationspartners zu ändern Mittels persuasiver Sprechhandlungen versucht der Adressant gewaltfrei eine Einstellungsänderung beim Adressaten zu bewirken die diesen zur Ausführung bzw Unterlassung kommunikativer bzw nicht kommunikativer Handlungen veranlassen soll Das heißt unter persuasiver Kommunikation wird die versuchte Beeinflussung des Adressaten in Bezug auf seine zukünftigen Einstellungen oder sein zukünftiges Handeln verstanden **Die Magie der Rhetorik** Peter Schnyder, 1999 *Greek Rhetoric of the 4th Century BC* Evangelos Alexiou, 2020-06-08 The interaction between orator and audience the

passions and distrust held by many concerning the predominance of one individual but also the individual's struggle as an advisor and political leader these are the quintessential elements of 4th century rhetoric As an individual personality the orator draws strength from his audience while the rhetorical texts mirror his own thoughts and those of his audience as part of a two way relationship in which individuality meets opposes and identifies with the masses For the first time this volume systematically compares minor orators with the major figures of rhetoric Demosthenes and Isocrates taking into account other findings as well such as extracts of Hyperides from the Archimedes Palimpsest Moreover this book provides insight into the controversy surrounding the art of discourse in the rhetorical texts of Anaximenes Aristotle and especially of Isocrates who took up a clear stance against the philosophy of the 4th century

**Die Philosophie der Antike: Platon** Michael Erler, 1983

**Handbuch der griechischen Literatur der Antike** Bernhard Zimmermann, Antonios Rengakos, 2011

*Politik und Kommunikation - interdisziplinär betrachtet* Thomas Roessing, 2007 Der enge Zusammenhang zwischen Politik und Kommunikation wird in erster Linie von Politikern und Kommunikationswissenschaftlern erforscht Aber auch andere Disziplinen können aus ihrer jeweiligen Perspektive etwas zu diesem Gebiet beitragen Das Buch vereint Untersuchungen junger Wissenschaftler zu öffentlicher Meinung Kommunikation und Politik unter anderem aus dem Blickwinkel der Geschichtswissenschaft der Philosophie der klassischen Philologie und der Rechtswissenschaft Ein Beitrag analysiert den Fall Uwe Barschel aus sozialpsychologischer und philosophischer Sicht ein Altphilologe hat öffentliche Meinung bei Thukydides untersucht Die Rolle von Franz Josef Strauß für das Medienrecht wird von einem Juristen dargestellt Beiträge aus der Perspektive der Geschichtswissenschaft behandeln die antikommunistische Politik Konrad Adenauers und Aspekte der Public Relations bei der Entstehung des Roten Kreuzes

Character Evidence in the Courts of Classical Athens Vasileios Adamidis, 2016-11-25 There has been much debate in scholarship over the factors determining the outcome of legal hearings in classical Athens Specifically there is divergence regarding the extent to which judicial panels were influenced by non legal considerations in addition to or even instead of questions of law Ancient rhetorical theory and practice devoted much attention to character and it is this aspect of Athenian law which forms the focus of this book Close analysis of the dispute resolution passages in ancient Greek literature reveals striking similarities with the rhetoric of litigants in the Athenian courts and thus helps to shed light on the function of the courts and the fundamental nature of Athenian law The widespread use of character evidence in every aspect of argumentation can be traced to the Greek ideas of character and personality the inductive method of reasoning and the social political and institutional structures of the ancient Greek polis According to the author's proposed method of interpretation character evidence was not a means of diverting the jury's attention away from the legal issues instead it was a constructive and relevant way of developing a legal argument

Sprechende Körper, Poetik der Ansteckung Elisabeth Strowick, 2009 Die Untersuchung arbeitet die methodische Relevanz des Performativen für eine kulturwissenschaftliche Literaturwissenschaft heraus Ausgehend von der Akzentuierung des performativen Aktes als Akt des

sprechenden Krpers Felman entwickelt sie Überlegungen zum Akt des Lesens und formuliert Aspekte einer Poetik der Ansteckung für die Literatur der Moderne Der performative turn der sich in den Kulturwissenschaften durchgesetzt hat hat die Literaturwissenschaften in methodischer Hinsicht bisher wenig affiziert Ausgehend von Shoshana Felmans Austin Lektüre wird in diesem Band der performative Akt als Akt des sprechenden Krpers akzentuiert wobei der Krper nicht als ein Mittel sprachlicher Überzeugung sondern als Überschuss des Überzeugungsaktes über die Aussage verstanden wird **Würzburger**

**Jahrbücher für die Altertumswissenschaft** Josef Martin, Friedrich Pfister, 2001 **Kommentar** Katharina

Wesselmann, 2020 Diese 1896 begriündete Reihe erfasst bedeutende griechische und lateinische Texte mit Übersetzungen und Kommentaren sowie ausführliche Einleitungen und macht sie einem weiteren wissenschaftlichen Publikum zugänglich Als Schwerpunkt der Reihe gilt seit 2000 Homers Ilias Gesamtkommentar hier wird die homerische Ilias im Text von M L West mit Übersetzung von J Latacz und mit Kommentar in deutscher Sprache geboten **Syllecta Classica**, 2007 *Greek*

*Orators: Dinarchus and Hyperides*, 1999 **Comunicazioni sul diritto greco ed ellenistico** Gesellschaft für Griechische und Hellenistische Rechtsgeschichte. Symposium, 2001 *Logos* J. G. F. Powell, University of London. Institute of Classical Studies, 2007 In the ancient world Classical rhetoric and its practices raised major ethical doubts and questions which have continued to affect even to prejudice our judgment of orators and oratory today One of the key components of practical oratory was rational argument The six chapters in this volume examine different aspects of the role of rational argument in Classical oratory and rhetoric and its later tradition Michael Gagarin discusses the role of argumentation in the works of Antiphon the earliest Greek orator whose continuous texts survive Christos Kremmydas analyses the argumentative strategies in a political speech of Demosthenes the attack on the law of Leptines Demosthenes 20 Two chapters then focus on Cicero Jakob Wisse discusses Cicero's self-conscious use of logical structure and the ancient theory of the classification of issues so called stasis theory while Lynn Fotheringham examines Cicero's habit of having his cake and eating it i.e. running two incompatible lines of argument at the same time Peter Mack surveys the interrelation of rhetoric and dialectic in the Renaissance highlighting the importance of the latter and its influence on styles of composition in English as well as Latin Finally Malcolm Heath describes a fascinating experiment in the teaching of ancient rhetorical techniques to modern students showing that the study of ancient rhetoric can be not only an interesting aspect of cultural history but also an effective means of developing the transferable skills valued by today's employers *A Scientific Theology: Reality* Alister E. McGrath, 2001 A Scientific Theology is a ground breaking work of systematic theology in three volumes Nature Reality and Theory Written by one of the world's best known theologians these volumes together represent the most extended and systematic exploration of the relation between Christian theology and the natural sciences yet produced Thoroughly ecumenical in approach A Scientific Theology is a significant work for Catholic Orthodox Protestant and evangelical readers Each volume is marked throughout by a sustained and critical engagement with the history and philosophy of the natural

sciences and by a passionate commitment to the legitimacy of theology as an academic discipline The three volumes together attempt to present an essentially linear argument from nature to theory so that questions of how reality is represented will be dealt with entirely in the final volume though preliminary discussions of aspects of reality are naturally included in this present volume The second volume in the series thus provides a detailed and thorough examination and defense of theological realism Its themes are set against the backdrop of radical changes in Western philosophy and theology resulting from the collapse of the Enlightenment project and the consequent fragmentation of intellectual discourse Engaging critically with writers such as George Lindbeck and John Milbank McGrath offers a sparkling and sophisticated affirmation of theological realism against its modern and postmodern critics His refutation of the claim that the rise of philosophical nonfoundationalism entails the abandoning of any form of realism is of particular importance as is his application of the highly influential form of critical realism developed by Roy Bhaskar Viewed as a whole Reality represents a sustained engagement with natural theology as the basis of a broader dialogue between the Christian tradition and other religious traditions Book jacket

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