



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

Armin Burkhardt



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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