

Sophistical Rhetoric in  
Classical Greece (Studies  
in  
Rhetoric/Communication)

Poulakos, John

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# Sophistical Rhetoric In Classical Greece

**James A. Herrick**



## **Sophistical Rhetoric In Classical Greece:**

*Sophistical Rhetoric in Classical Greece* John Poulakos, 2012-12-07 An expert in rhetoric offers a new perspective on the ancient concept of sophistry exploring why Plato Isocrates and Aristotle found it objectionable In *Sophistical Rhetoric in Classical Greece* John Poulakos argues that a proper understanding of sophistical rhetoric requires a grasp of three cultural dynamics of the fifth century B C the logic of circumstances the ethic of competition and the aesthetic of exhibition Traced to such phenomena as everyday practices athletic contests and dramatic performances these dynamics defined the role of sophistical rhetoric in Hellenic culture and explain why sophistry has traditionally been understood as inconsistent agonistic and ostentatious In his discussion of ancient responses to sophistical rhetoric Poulakos observes that Plato Isocrates and Aristotle found sophistry morally reprehensible politically useless and theoretically incoherent At the same time they produced their own version of rhetoric that advocated ethical integrity political unification and theoretical coherence Poulakos explains that these responses and alternative versions were motivated by a search for solutions to such historical problems as moral uncertainty political instability and social disorder Poulakos concludes that sophistical rhetoric was as necessary in its day as its Platonic Isocratean and Aristotelian counterparts were in theirs

**Gorgias and the New Sophistic Rhetoric** Bruce McComiskey, 2002-01-31 In *Gorgias and the New Sophistic Rhetoric* Bruce McComiskey achieves three rhetorical goals he treats a single sophist's rhetorical techné in the context of the intellectual upheavals of fifth century bce Greece thus avoiding the problem of generalizing about a disparate group of individuals he argues that we must abandon Platonic assumptions regarding the sophists in general and Gorgias in particular opting instead for a holistic reading of the Gorgianic fragments and he reexamines the practice of appropriating sophistic doctrines particularly those of Gorgias in light of the new interpretation of Gorgianic rhetoric offered in this book In the first two chapters McComiskey deals with a misconception based on selective and Platonic readings of the extant fragments that Gorgias's rhetorical techné involves the deceptive practice of manipulating public opinion This popular and ultimately misleading interpretation of Gorgianic doctrines has been the basis for many neosophistic appropriations The final three chapters deal with the nature and scope of neosophistic rhetoric in light of the non Platonic and holistic interpretation of Gorgianic rhetoric McComiskey postulates in his opening chapters He concludes by examining the future of communication studies to discover what roles neosophistic doctrines might play in the twenty first century McComiskey also provides a selective bibliography of scholarship on sophistic rhetoric and philosophy in English since 1900

*A Companion to Greek Rhetoric* Ian Worthington, 2010-01-11 This complete guide to ancient Greek rhetoric is exceptional both in its chronological range and the breadth of topics it covers Traces the rise of rhetoric and its uses from Homer to Byzantium Covers wider ranging topics such as rhetoric's relationship to knowledge ethics religion law and emotion Incorporates new material giving us fresh insights into how the Greeks saw and used rhetoric Discusses the idea of rhetoric and examines the status of rhetoric studies present

and future All quotations from ancient sources are translated into English Rhetorical Adaptation in the Greek Historians, Josephus, and Acts vol.I John M. Duncan,2022-10-24 Greco Roman rhetorical theorists insist that speakers must adapt their speeches to their audiences in order to maximize persuasiveness and minimize alienation Ancient historians adorn their narratives with accounts of attempts at such rhetorical adaptation the outcomes of which decisively impact the subsequent course of events These depictions of speaker audience interactions moreover convey crucial didactic persuasive insights to the historians own audiences This monograph presents a detailed comparative analysis of the intra and extra textual functions of speeches and audience responses in Greek historiography Josephus and Acts with special emphasis on Luke s distinctive depiction of the apostles as adaptable yet frequently alienating orators This is volume I of a set of two volumes

*The ^AOxford Handbook of Rhetorical Studies* Michael J. MacDonald,2017-09-20 Featuring roughly sixty specially commissioned essays by an international cast of leading rhetoric experts from North America Europe and Great Britain the Handbook will offer readers a comprehensive topical and historical survey of the theory and practice of rhetoric from ancient Greece and Rome through the Middle Ages and Enlightenment up to the present day **The SAGE Handbook of Rhetorical Studies** Andrea A. Lunsford,Kirt H. Wilson,Rosa A. Eberly,2008-10-29 The SAGE Handbook of Rhetorical Studies surveys the latest advances in rhetorical scholarship synthesizing theories and practices across major areas of study in the field and pointing the way for future studies Edited by Andrea A Lunsford and Associate Editors Kirt H Wilson and Rosa A Eberly the Handbook aims to introduce a new generation of students to rhetorical study and provide a deeply informed and ready resource for scholars currently working in the field Key Features Brings together scholars from across the disciplines of Speech Communication English and Writing Studies While rhetoric is by definition interdisciplinary self identified scholars in the field are most often institutionally separated from one another This Handbook bridges this divide by providing a refreshing range of transdisciplinary views on the nature status definition and scope of rhetoric today Offers a thorough going overview of rhetorical studies today Organized in four sections Historical Studies in Rhetoric Rhetoric Across the Disciplines Rhetoric and Pedagogy and Rhetoric and Public Discourse the volume provides a single resource for engaging rhetorical studies Underscores the importance of rhetoric to education across a wide range of disciplines as well as to effective participation in public arenas Thus the volume connects rhetoric s long teaching tradition to an activist agenda for informed civic engagement Addresses methodological and theoretical difficulties and offers means of negotiating them Provides one of the first introductions to rhetorical studies across cultures and to the related debates concerning comparative and contrastive rhetorics *The History and Theory of Rhetoric* James A. Herrick,2015-08-07 The History and Theory of Rhetoric offers discussion of the history of rhetorical studies in the Western tradition from ancient Greece to contemporary American and European theorists that is easily accessible to students By tracing the historical progression of rhetoric from the Greek Sophists of the 5th Century B C all the way to contemporary studies such as the rhetoric of science

and feminist rhetoric this comprehensive text helps students understand how persuasive public discourse performs essential social functions and shapes our daily worlds Students gain conceptual framework for evaluating and practicing persuasive writing and speaking in a wide range of settings and in both written and visual media Known for its clear writing style and contemporary examples throughout The History and Theory of Rhetoric emphasizes the relevance of rhetoric to today's students

**The History and Theory of Rhetoric** Luke Winslow, James A. Herrick, 2025-08-19 By tracing the traditional progression of rhetoric from the Greek Sophists to contemporary theorists this updated eighth edition gives students a conceptual framework for evaluating and practicing persuasive writing and speaking in a wide range of settings including written visual and digital media Through an expansive historical purview the book illustrates how persuasive public discourse performs essential social functions and shapes our societies drawing on the ideas of many of history's greatest thinkers and theorists This new edition includes an integrated exploration of non Western rhetorics an updated account of contemporary rhetoric and an enhanced analysis of rhetorical theory in a digital age Known for its clear writing style and contemporary examples throughout The History and Theory of Rhetoric emphasizes the relevance of rhetoric to today's students This revised edition serves as a core textbook for rhetoric courses in both English and communication programs covering both the historical tradition of rhetoric and contemporary rhetoric studies A suite of online resources including a detailed instructor's manual PowerPoint slides and videos from Dr Winslow can be found on the Instructor and Student Resources website at [www.routledgelearning.com/historyofrhetoric](http://www.routledgelearning.com/historyofrhetoric)

**An Introduction to Classical Rhetoric** James D. Williams, 2009-05-04 An anthology of primary texts in translation An Introduction to Classical Rhetoric offers an overview of the social cultural and intellectual factors that influenced the development and growth of rhetoric during the classical period Uses primary source material to analyze rhetoric from the Sophists through St Augustine Provides an in depth introduction to the period as well as introductions to each author and each selection Includes study guides to help students develop multiple perspectives on the material stimulate critical thinking and provide starting points for dialogue Highlights include Gorgias's Palamedes Antiphon's Truth Isocrates Helen and Plato's Protagoras Each selection is followed by suggested writing topics and a short list of suggested additional readings

**The Sophists in Plato's Dialogues** David D. Corey, 2015-05-05 Draws out numerous affinities between the sophists and Socrates in Plato's dialogues Are the sophists merely another group of villains in Plato's dialogues no different than amoral rhetoricians such as Thrasymachus Callicles and Polus Building on a wave of recent interest in the Greek sophists The Sophists in Plato's Dialogues argues that contrary to the conventional wisdom there exist important affinities between Socrates and the sophists he engages in conversation Both focused squarely on aret virtue or excellence Both employed rhetorical techniques of refutation revisionary myth construction esotericism and irony Both engaged in similar ways of minimizing the potential friction that sometimes arises between intellectuals and the city Perhaps the most important affinity between Socrates and the sophists David D Corey argues was their mutual recognition of a basic

epistemological insight that appearances phenomena both physical and intellectual were vexingly unstable Such things as justice beauty piety and nobility are susceptible to radical change depending upon the angle from which they are viewed Socrates uses the sophists and sometimes plays the role of sophist himself in order to awaken interlocutors and readers from their dogmatic slumber This in turn generates wonder thauma which according to Socrates is nothing other than the beginning of philosophy

**Professing Rhetoric** Frederick J. Antczak, Cinda Coggins, Geoffrey D. Klinger, 2005-04-11

Representing current theory and research in rhetoric this volume brings together scholarship from a variety of orientations theoretical critical historical and pedagogical Some contributions cover work that has previously been silenced or unrecognized including Native American African American Latino and women's rhetorics Others explore rhetoric's relationship to performance and to the body or to revising canons stases topoi and pisteis Still others are reworking the rhetorical lexicon to comprise contemporary theory Among these diverse interests rhetoricians find common themes and share intellectual and pedagogical enterprises that hold them together even as their institutional situations keep them apart Topics discussed in this collection include Rhetoric as figurality comparative and contrastive rhetorics rhetoric and gender and rhetorics of science and technology Rhetoric and reconceptions of the public sphere rhetoric and public memory and rhetorics of globalization and social change including issues of race ethnicity and nationalism Rhetoric's institutionalized place in the academy in relation to other humanities and to the interpretive social sciences and The place of rhetoric in the formation of departments and the development of pedagogy With its origins in the 2000 Rhetoric Society of America RSA conference this volume represents the range and vitality of current scholarship in rhetoric The conversations contained herein indicate that professing rhetoric is at the turn of the millennium an intellectual activity that engages with and helps formulate the most important public and scholarly questions of today As such it will be engaging reading for scholars and students and is certain to provoke further thought discussion and exploration

Gaze, Vision, and Visuality in Ancient Greek Literature Alexandros Kampakoglou, Anna Novokhatko, 2018-03-05

Visual culture performance and spectacle lay at the heart of all aspects of ancient Greek daily routine such as court and assembly cult and ritual and art and culture Seeing was considered the most secure means of obtaining knowledge with many citing the etymological connection between seeing and knowing in ancient Greek as evidence for this Seeing was also however often associated with mere appearances false perception and deception Gazing and visuality in the ancient Greek world have had a central place in the scholarship for some time now enjoying an abundance of pertinent discussions and bibliography If this book differs from the previous publications it is in its emphasis on diverse genres the concepts gaze vision and visuality are considered across different Greek genres and media The recipients of ancient Greek literature both oral and written were encouraged to perceive the narrated scenes as spectacles and to follow the gaze of the characters in the narrative By setting a broad time span the evolution of visual culture in Greece is tracked while also addressing broader topics such as theories of vision the

prominence of visuality in specific time periods and the position of visuality in a hierarchisation of the senses *Greek Rhetoric Before Aristotle* Richard Leo Enos, 2011-11-29 Recent archaeological discoveries coupled with long lost but now available epigraphical evidence and a more expansive view of literary sources provide new and dramatic evidence of the emergence of rhetoric in ancient Greece Many of these artifacts gathered through onsite fieldwork in Greece are analyzed in this revised and expanded edition of *Greek Rhetoric Before Aristotle* This new evidence along with recent developments in research methods and analysis reveal clearly that long before Aristotle's Rhetoric long before rhetoric was even stabilized into formal systems of study in Classical Athens nascent pre disciplinary rhetorics were emerging throughout Greece

**Theorizing Histories of Rhetoric** Michelle Ballif, 2013-02-25 During the decades of the 1980s and 1990s historians of rhetoric composition and communication vociferously theorized historiographical motivations and methodologies for writing histories in their fields After this fertile period of rich contested and impassioned theorization scholars busily undertook the composition of numerous historical works complicating master narratives and recovering silenced voices and rhetorical practices Yet though historians in these fields have gone about the business of writing histories the discussion of theorization has been quiet In this welcome volume fifteen scholars consider once again the theory of historiography asking difficult questions about the purposes and methodologies of writing histories of rhetoric broadly defined and questioning what it means what it should mean what it could mean to write histories of rhetoric composition and communication The topics addressed include the privileging of the literary and the textual over material artifacts as prime sources of evidence in the study of classical rhetoric the use of rhetorical hermeneutics as a methodology for interpreting past practices the investigation of feminist methodologies that do not fit into the dominant modes of feminist historiographical work and the examination of archives with a queer eye to better construct nondiscriminatory narratives Contributors also explore the value of approaching historiography through the lenses of jazz improvisation and complexity theory and the historiographical method of writing the future in ways that refigure our relationships to time and to ourselves Consistently thoughtful and carefully argued these essays successfully revive the discussion of historiography in rhetoric inspiring fresh avenues of exploration in the field

**Bicycling, Motorcycling, Rhetoric, and Space** Hunter H. Fine, 2022-10-03 *Bicycling Motorcycling Rhetoric and Space* draws from cultural studies rhetorical theory and political philosophy to examine bicycling and motorcycling as serious forms of communication and even thought By analyzing how everyday movements function in modern and postmodern contexts Hunter H Fine is able to determine the social meanings behind human powered and motorized forms of cycling Through the lenses of sophistic rhetoric and poststructuralist theory the author uncovers how such mobilities inform our thoughts and interactions Throughout history this informing process has promoted specific ways of thinking that have resulted in moments of protest conquest awareness and transgression which all involve a cycling rhetoric This book contributes to various academic fields within the liberal arts and humanities while further establishing

bicycling and motorcycling as important social theoretical and political areas of inquiry Scholars of rhetoric communication studies cultural studies and philosophy will find this book of particular interest

**Academic and Professional Writing in an Age of Accountability** Shirley Wilson Logan, Wayne H. Slater, 2018-12-27 What current theoretical frameworks inform academic and professional writing What does research tell us about the effectiveness of academic and professional writing programs What do we know about existing best practices What are the current guidelines and procedures in evaluating a program s effectiveness What are the possibilities in regard to future research and changes to best practices in these programs in an age of accountability Editors Shirley Wilson Logan and Wayne H Slater bring together leading scholars in rhetoric and composition to consider the history trends and future of academic and professional writing in higher education through the lens of these five central questions The first two essays in the book provide a history of the academic and professional writing program at the University of Maryland Subsequent essays explore successes and challenges in the establishment and development of writing programs at four other major institutions identify the features of language that facilitate academic and professional communication look at the ways digital practices in academic and professional writing have shaped how writers compose and respond to texts and examine the role of assessment in curriculum and pedagogy An afterword by distinguished rhetoric and composition scholars Jessica Enoch and Scott Wible offers perspectives on the future of academic and professional writing This collection takes stock of the historical rhetorical linguistic digital and evaluative aspects of the teaching of writing in higher education Among the critical issues addressed are how university writing programs were first established and what early challenges they faced where writing programs were housed and who administered them how the language backgrounds of composition students inform the way writing is taught the ways in which current writing technologies create new digital environments and how student learning and programmatic outcomes should be assessed

The Oxford Handbook of Presocratic Philosophy Patricia Curd, Daniel W. Graham, 2008-10-27 In the sixth and fifth centuries B C a new kind of thinker appeared in Greek city states dedicated to finding the origins of the world and everything in it using observation and reason rather than tradition and myth We call these thinkers Presocratic philosophers and recognize them as the first philosophers of the Western tradition as well as the originators of scientific thinking New textual discoveries and new approaches make a reconsideration of the Presocratics at the beginning of the twenty first century especially timely This handbook brings together leading international scholars to study the diverse figures movements and approaches that constitute Presocratic philosophy More than a survey of scholarship this study presents new interpretations and evaluations of the Presocratics accomplishments from Thales to the sophists from theology to science and from pre philosophical background to their influence on later thinkers Many positions presented here challenge accepted wisdom and offer alternative accounts of Presocratic theories This handbook includes chapters on the Milesians Thales Anaximander Anaximenes Xenophanes Heraclitus Parmenides Anaxagoras Empedocles the Pythagoreans



the atomists and the sophists Special studies are devoted to the sources of Presocratic philosophy oriental influences Hippocratic medicine cosmology explanation epistemology theology and the reception of Presocratic thought in Aristotle and other ancient authors      **Classical Greek Rhetorical Theory and the Disciplining of Discourse** David M.

Timmerman,Edward Schiappa,2010-03-22 This book contributes to the history of classical rhetoric by focusing on how key terms helped to conceptualize and organize the study and teaching of oratory David Timmerman and Edward Schiappa demonstrate that the intellectual and political history of Greek rhetorical theory can be enhanced by a better understanding of the emergence of terms of art in texts about persuasive speaking and argumentation The authors provide a series of studies to support their argument They describe Plato s disciplining of dialgesthai into the Art of Dialectic Socrates alternative vision of philosophia and Aristotle s account of demegoria and symboule as terms for political deliberation The authors also revisit competing receptions of the Rhetoric to Alexander Additionally they examine the argument over when the different parts of oration were formalized in rhetorical theory illustrating how an old school focus on vocabulary can provide fresh perspectives on persistent questions      *Reading Law* James W. Watts,1999-06-01 Watts here argues that conventions of oral rhetoric were adapted to shape the literary form and contents of the Pentateuch The large scale structure stories introducing lists of laws that conclude with divine sanctions reproduces a common ancient strategy for persuasion The laws use of direct address historical motivations and frequent repetitions serve rhetorical ends and even the legal contradictions seem designed to appeal to competing constituencies The instructional speeches of God and Moses reinforce the persuasive appeal by characterizing God as a just ruler and Moses as a faithful scribe The Pentateuch was designed to persuade Persian period Judaeans that this Torah should define their identity as Israel      *Deep Rhetoric* James Crosswhite,2024-05-31

Rhetoric is the counterpart of logic claimed Aristotle Rhetoric is the first part of logic rightly understood Martin Heidegger concurred Rhetoric is the universal form of human communication opined Hans Georg Gadamer But in *Deep Rhetoric* James Crosswhite offers a groundbreaking new conception of rhetoric one that builds a definitive case for an understanding of the discipline as a philosophical enterprise beyond basic argumentation and is fully conversant with the advances of the New Rhetoric of Cha m Perelman and Lucie Olbrechts Tyteca Chapter by chapter *Deep Rhetoric* develops an understanding of rhetoric not only in its philosophical dimension but also as a means of guiding and conducting conflicts achieving justice and understanding the human condition Along the way Crosswhite restores the traditional dignity and importance of the discipline and illuminates the twentieth century resurgence of rhetoric among philosophers as well as the role that rhetoric can play in future discussions of ontology epistemology and ethics At a time when the fields of philosophy and rhetoric have diverged Crosswhite returns them to their common moorings and shows us an invigorating new way forward

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