

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

Poulakos, John

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Sophistical Rhetoric In Classical Greece

Luke Winslow, 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 *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 **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 techn art 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 techn 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 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 **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 History and Theory of Rhetoric** James A. Herrick, 2020-12-29

By tracing the traditional progression of rhetoric from the Greek Sophists to contemporary theorists this textbook gives students a conceptual framework for evaluating and practicing persuasive writing and speaking in a wide range of settings and in both written and visual media The book's expansive historical purview illustrates how persuasive public discourse performs essential social functions and shapes our daily worlds drawing on the ideas of some of history's greatest thinkers and theorists The seventh edition includes greater attention to non Western rhetorics feminist rhetorics the rhetoric of science and European and American critical theory 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 This edition includes an instructor's manual and practice quizzes for students at www.routledge.com/cw/herrick **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 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

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

Rhetoric before and beyond the Greeks Carol S. Lipson, Roberta A. Binkley, 2012-02-01 Focusing on ancient rhetoric outside of the dominant Western tradition this collection examines rhetorical practices in Egypt Mesopotamia Israel and China The book uncovers alternate ways of understanding human behavior and explores how these rhetorical practices both reflected and influenced their cultures The essays address issues of historiography and raise questions about the application of Western rhetorical concepts to these very different ancient cultures A chapter on suggestions for teaching each of these ancient rhetorics is included

Encyclopedia of Rhetoric Thomas O. Sloane, 2001 The Encyclopedia of Rhetoric is a comprehensive survey of the latest research as well as the foundational teachings in this broad field Featuring 150 original signed articles by leading scholars from many different fields of study it brings together knowledge from classics philosophy literature literary theory cultural studies speech and communications The Encyclopedia surveys basic concepts speaker style and audience elements genres terms fallacies figures of speech and the rhetoric of non Western cultures and cultural movements It covers rhetoric as the art of proof and persuasion as the language of public speech and communication and as a theoretical approach and critical tool used in the study of literature art and culture at large including new forms of communication such as the internet The Encyclopedia is the most wide ranging reference work of its kind combining theory history and practice with a special emphasis on public speaking performance and communication Cross references bibliographies after each article and synoptic and topical indexes further enhance the work Written for students teachers scholars and writers the Encyclopedia of Rhetoric is the definitive reference work on this powerful discipline

Greek Rhetoric: Oxford Bibliographies Online Research Guide Michael Gagarin, 2010-05 This ebook is a selective guide designed to help scholars and students of the ancient world find reliable sources of information by directing them to the best available scholarly materials in whatever form or format they appear from books chapters and journal articles to online archives electronic data sets and blogs Written by a leading international authority on the subject the ebook provides bibliographic

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Pragmatism, Democracy, and the Necessity of Rhetoric Robert Danisch, 2007 Examines the search by America's first generation of pragmatists for a unique set of rhetorics that would serve the needs of a developing democracy Analyzing pragmatism's historical development this book provides information on its association with an alternative but significant and often overlooked tradition

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

Advances in the History of Rhetoric Richard Leo Enos, David Beard, 2007-12-15 *Advances in the History of Rhetoric The First Six Years* is a comprehensive collection of 29 scholarly essays published during the first phase of the journal's history Research from prominent and developing scholars that was once difficult to acquire is now offered in a coherent and comprehensive collection that is complemented by a detailed index and unified bibliography This collection covers a range of periods and topics in the history of rhetoric including Greek and Roman rhetoric rhetoric and religion women in the history of rhetoric rhetoric and science Renaissance and British rhetorical theory rhetoric and culture and the development of American rhetoric and composition The editors Richard Leo Enos and David E Beard provide a preface and afterword that synthesize the mission and meaning of this work for students and scholars of the history of rhetoric

Alien Life and Human Purpose Joseph Packer, 2015-09-17 *Alien Life and Human Purpose* A Rhetorical Examination through History provides a rhetorical examination of the way major historical figures connect their arguments for the absence of alien life or unity to their philosophical religious and ethical agendas Although the unity myth has often existed in the background of society shaping institutions and values during periods where relativism gained prominence its opponents actively wielded the unity myth as a response Plato used the unity myth against the

sophists Anglican theologian and philosopher William Whewell against the utilitarians co discoverer of evolution Alfred Russell Wallace against the social Darwinists university professors Frank J Tipler and John D Barrow against the postmodernists etc These individuals presented scientific defenses of unity and then used the fact of unity to claim the universe is teleological knowable and ordered rather than chaotic and relativistic This book argues that unity and its complimentary mythic function have played an important role in shaping values throughout history and more importantly continue to do so today 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 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 **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.

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