


THE RHETORICAL TURN

INVENTION
AND
PERSUASION
IN THE
CONDUCT
OF INQUIRY

EDITED BY **HERBERT W. SIMONS**

Rhetorical Turn Invention And Persuasion In The Conduct Of Inquiry

Richard H. Gaskins



Rhetorical Turn Invention And Persuasion In The Conduct Of Inquiry:

The Rhetorical Turn Herbert W. Simons, 2011-02-15 We have only recently started to challenge the notion that serious inquiry can be free of rhetoric that it can rely exclusively on hard fact and cold logic in support of its claims Increasingly scholars are shifting their attention from methods of proof to the heuristic methods of debate and discussion the art of rhetoric to examine how scholarly discourse is shaped by tropes and figures by the naming and framing of issues and by the need to adapt arguments to ends audiences and circumstances Herbert W Simons and the contributors to this important collection of essays provide impressive evidence that the new movement referred to as the rhetorical turn offers a rigorous way to look within and across the disciplines The Rhetorical Turn moves from biology to politics via excursions into the rhetorics of psychoanalysis decision science and conversational analysis Topics explored include how rhetorical invention guides scientific invention how rhetoric assists political judgment and how it integrates varying approaches to meta theory Concluding with four philosophical essays this volume of case studies demonstrates how the inventive and persuasive dimensions of scholarly discourse point the way to forms of argument appropriate to our postmodern age [A Companion to Rhetoric and Rhetorical Criticism](#) Walter Jost, Wendy Olmsted, 2008-04-15 A Companion to Rhetoric offers the first major survey in two decades of the field of rhetorical studies and of the practice of rhetorical theory and criticism across a range of disciplines Assesses rhetoric's place in the larger intellectual universe Focuses on the practical side of rhetoric looking at specific works problems and figures Provides examples of rhetoric from ancient times to the present day Written by leading scholars from a variety of different fields [Rhetorical Knowledge in Legal Practice and Critical Legal Theory](#) Francis J. Mootz, 2006-11-12 Publisher Description [Recovering Pragmatism's Voice](#) Lenore Langsdorf, Andrew R. Smith, 1995-01-01 This book establishes a new paradigm for CAD expanding computer tools beyond the technical processes of computer aided design to include the discussion and negotiation which are a necessary complement to developing design ideas thus introducing the concept that design is fundamentally a social process **Sourcebook on Rhetoric** James Jasinski, 2001-07-19 Please update SAGE UK and SAGE INDIA addresses on imprint page [Propaganda and the Jesuit Baroque](#) Evonne Levy, 2004-04-14 This is a subtle intelligent and deeply learned recasting of a whole range of issues central to art history the place of the Baroque in the construction of modern art histories the peculiar aesthetics of propaganda as a distinctively institutional mobilizing of images and forms the role of the Jesuits in constructing and then deconstructing the relation of architectural style and ideology Evonne Levy's careful readings of key monuments in the Catholic Baroque shed light not only on those works but on the whole evolution of art historical understanding and misunderstanding that has made the Baroque so central and problematic for the discipline of art history W J T Mitchell editor of Critical Inquiry and author of Iconology and Picture Theory One of the most original and provocative books in the field of Baroque studies to emerge in the last twenty years Propaganda and the Jesuit Baroque at once presents a wealth of new materials and radically rethinks what

has long been known about the Jesuit Order as a patron of the arts Through the lens of propaganda Evonne Levy illuminates her subject in an unprecedented way Steven F Ostrow author of *Art and Spirituality in Counter Reformation Rome*

Rhetoric and Incommensurability Randy Allen Harris, 2005-09-19 *Rhetoric and Incommensurability* examines the complex relationships among rhetoric philosophy and science as they converge on the question of incommensurability the notion jointly though not collaboratively introduced to science studies in 1962 by Thomas Kuhn and Paul Feyerabend The incommensurability thesis represents the most profound problem facing argumentation and dialogue in science surely but in any symbolic encounter any attempt to cooperate find common ground get along make better knowledge and build better societies This volume brings rhetoric the chief discipline that studies argumentation and dialogue to bear on that problem finding it much more tractable than have most philosophical accounts

Better Stories: Mapping Cultural Studies with Lawrence Grossberg Andrew Davis, John Nguyet Erni, Carolyn Hardin, Gilbert B. Rodman, Jennifer Daryl Slack, 2025-09-10 *Better Stories* assembles essays and provocations in honor of Lawrence Grossberg's radically contextual and affectively attuned lifework In over fifty chapters contributors trace mattering maps of influence friendship and intellectual struggle charged with the hope that thinking together with feeling can change the world These essays not only comment on Grossberg's ideas and many published works but also engage expand confront and reshape them Here cultural studies is not a settled field but an unruly and ongoing conversation an affective and political project sustained through convivial agonism where asking so what sparks new thinking and even better stories With contributions from Charles R Acland Preston Adcock Juan Ricardo Aparicio Bryan G Behrenhausen Tony Bennett Marcus Breen Lisa B Y Calvente Iain Chambers Younghan Cho John Clarke Barbara Claypole White Zachariah Claypole White Chantal Cornut Gentile D Arcy Christopher James Dahlie Andrew Davis John Nguyet Erni Anthony Fung Jeremy Gilbert Ronald Greene Claudia Gualtieri Carolyn Hardin Mark Hayward Lisa Henderson Roman Horak Rolien Hoyng Steve Jones May Joseph Mikko Lehtonen Jo Littler Christina Lutter Wolfgang Maderthaner Lidia De Michelis Meaghan Morris Lutz Musner Jeremy Packer Roberto Pedretti Elspeth Probyn Aljo a Pu ar Gilbert B Rodman Andrew Ross Adam Richard Rottinghaus Bill Schwarz Gregory J Seigworth Jennifer Daryl Slack Patty Sotirin Maximilian Spiegel Douglas Spielman Jonathan Sterne Charles J Stivale Will Straw Ted Striphas Juan A Taranc n Chung Kin Tsang Graeme Turner Xiaoming Wang Ellen Wartella Rainer Winter and J Macgregor Wise

To Teach, To Delight, and To Move David S. Cunningham, 2004-10-22 This book initiates a new conversation about how theological education might be re envisioned for the twenty first century church The prevailing curricular structure in today's seminaries and divinity schools was fashioned in a very different era one that assumed the continued cultural dominance of Christianity and the continued academic dominance of the canons of Enlightenment reason Neither assumption is viable in today's post Christian world hence our new circumstances demand a new vision for theological education The authors of this volume offer an important resource for this project through their creative appropriation of the classical rhetorical tradition particularly as

it has been rehabilitated in the contemporary context Like St Augustine they believe that the chief goals of Christian theology are similar to those of classical rhetoric to teach to delight and to move And the authors are united in their conviction that these must also be the goals of theological education in a post Christian era This volume arises out of a passionate commitment to the cause of theological education The authors hail from a wide range of denominational traditions and have taught in numerous seminaries and divinity schools They have also studied the classical and postmodern rhetorical traditions in both theory and practice They met as a group on numerous occasions to read one another s contributions to the volume and to offer guidance for the process of rewriting As a result this book is much more than a mere collection of essays it is a jointly authored work and one which presents an integrated vision for the future of theological education

Recontextualized Knowledge Olaf Kramer,Markus Gottschling,2020-11-23 Recontextualized Knowledge aims to analyze the communicative situations involved in the popularization of scientific knowledge their settings audiences and the adaptive process of recontextualization in science communication Taking an interdisciplinary approach this publication brings together essays from rhetoric linguistics and psychology as well as political and education sciences to serve as an in depth exploration of today s communicative situations in science communication Burdens of Proof in Modern Discourse Richard H. Gaskins,1995-02-22 Public and professional debates have come to rely heavily on a special type of reasoning the argument from ignorance in which conclusions depend on the lack of compelling information I win my argument says the skillful advocate unless you can prove that I am wrong This extraordinary gambit has been largely ignored in modern rhetorical and philosophical studies Yet its broad force can be demonstrated by analogy with the modern legal system where courts have long manipulated burdens of proof with skill and subtlety This legal philosophical and rhetorical study by Richard H Gaskins provides the first systematic treatment of arguments from ignorance across a wide range of modern discourse from constitutional law scientific inquiry and moral philosophy to organizational behavior computer operation and personal interaction Gaskins reviews the historic shifts in constitutional proof burdens that have shaped public debate on fundamental rights and by analogy on the fundamental status of intellectual and cultural authority He shows how similar shifts have dominated polemical battles between scientific and ethical modes of authority affecting both academic and popular discussion Finally he discovers the philosophical roots of default reasoning strategies in the arguments of Kant and nineteenth century Kantian schools Concluding that shifting proof burdens are inescapable in a world of scientific and moral uncertainty Gaskins emphasizes the common strategic ground shared by dogmatic and skeptical reasoning Using Hegelian strategies he describes a more pluralistic temper that can move critical thinking beyond polemics and strengthen our capacities for common discourse The SAGE Handbook of Qualitative Business and Management Research Methods Catherine Cassell,Ann L Cunliffe,Gina Grandy,2021-08-04 The SAGE Handbook of Qualitative Business and Management Research Methods provides a state of the art overview of qualitative research methods in the business and management field

The Handbook celebrates the diversity of the field by drawing from a wide range of traditions and by bringing together a number of leading international researchers engaged in studying a variety of topics through multiple qualitative methods. The chapters address the philosophical underpinnings of particular approaches to research, contemporary illustrations, references and practical guidelines for their use. The two volumes therefore provide a useful resource for Ph D students and early career researchers interested in developing and expanding their knowledge and practice of qualitative research. In covering established and emerging methods, it also provides an invaluable source of information for faculty teaching qualitative research methods. The contents of the Handbook are arranged into two volumes covering seven key themes. Volume One: History and Tradition. Part One: Influential Traditions underpinning qualitative research: positivism, interpretivism, pragmatism, constructionism, critical poststructuralism, hermeneutics, postcolonialism, critical realism, mixed methods, grounded theory, feminist and indigenous approaches. Part Two: Research Designs: ethnography, field research, action research, case studies, process and practice methodologies. Part Three: The Researcher: positionality, reflexivity, ethics, gender and intersectionality, writing from the body and achieving critical distance. Part Four: Challenges: research design, access and departure, choosing participants, research across boundaries, writing for different audiences, ethics in international research, digital ethics and publishing qualitative research. Volume Two: Methods and Challenges. Part One: Contemporary methods: interviews, archival analysis, autoethnography, rhetoric, historical stories and narratives, discourse analysis, group methods, sociomateriality, fiction, metaphors, dramaturgy, diary, shadowing and thematic analysis. Part Two: Visual methods: photographs, drawing, video, web images, semiotics and symbols, collages, documentaries. Part Three: Methodological developments: aesthetics and smell, fuzzy set, comparative analysis, sewing quilts, netnography, ethnomusicality, software, ANTI history, emotion and pattern matching.

The Routledge Companion to Visual Organization Emma Bell, Samantha Warren, Jonathan E. Schroeder, 2014-01-23

The visual constitutes an increasingly significant element of contemporary organization as post industrial societies move towards economies founded on creative and knowledge intensive industries. The visual has thereby entered into almost every aspect of corporate strategy, operations and communication, reconfiguring basic notions of management practice and introducing new challenges in the study of organizations. This volume provides a comprehensive insight into the ways in which organizations and their members visualize their identities and practices and how they are viewed by those who are external to organizations, including researchers. With contributions from leading academics across the world, *The Routledge Companion to Visual Organization* is a valuable reference source for students and academics interested in disciplines such as film studies, entrepreneurship, marketing, sociology and most importantly, organizational behaviour. *Rhetoric in the Twenty-First Century* Nicholas J. Crowe, David A. Frank, 2016-04-26 This book arises from a symposium held in Oxford to consider the most fruitful trajectories of rhetoric in the 21st century. The gathering comprised an international delegation of leading scholars convened to assess from an array of perspectives the various possible futures of the ancient discipline of

rhetoric as it responds vitally to the evolving contexts of the new millennium This collection commemorates that event by extending its scrutiny into a number of specific fields of inquiry It includes a foreword by Prof James J Murphy an introductory article by the editors and six further articles commissioned from among the participants The introduction provides a detailed account of the symposium and foregrounds the delegates articles with a r sum of their arguments and consequent relevance to the overarching theme Each contribution is a freshly minted and original piece of scholarship true to the generative and interactive spirit of the enterprise and speaking pertinently to the field of international rhetoric studies at the present time Rhetoric in the Twenty First Century addresses a spectrum of concerns Scholars and students of rhetoric and language use will naturally find much of interest here and the inclusive ambit of the work will also appeal to students of ethics religion comparative literature intercultural studies and the growing field of communication studies

Explorations in Critical Studies of Advertising James F. Hamilton, Robert Bodle, Ezequiel Korin, 2016-10-26 This volume provides a thoughtful and wide ranging exploration of approaches to the critical study of advertising Current and impending practices of advertising have in many ways exceeded the grasp of traditional modes of critique due at least in part to their being formulated in very different historical conditions To begin to address this lag this edited collection explores through critical discussion and application a variety of critical approaches to advertising Authors address a variety of concrete examples in their chapters drawing on existing research while presenting new findings where relevant In order to maintain the relevance of this collection past this particular historical moment however chapters do not simply report on empirical work but develop a theoretical argument

Evidence, policy and practice Jon Glasby, 2011-06-15 This edited book provides a hard hitting and deliberately provocative overview of the relationship between evidence policy and practice how policy is implemented and how research can and should influence the policy process It critiques the notion of evidence based practice suggesting instead a more inclusive idea of knowledge base practice based in part on the lived experience of service users It will be of interest to everyone in health and social care policy practice and research

Children's Biographies of African American Women Sara C. VanderHaagen, 2018-11-15 A study of how rhetoric has shaped the life stories of African American role models in children s literature In Children s Biographies of African American Women Rhetoric Public Memory and Agency Sara C VanderHaagen examines how these biographies encourage young readers to think about themselves as agents in a public world Specifically VanderHaagen illustrates how these works use traditional means to serve progressive ends and thereby examines the rhetorical power of biography in shaping identity and promoting public action Drawing on scholarship in rhetoric memory studies and children s literature VanderHaagen presents rhetorical analyses of biographies of three African American women poet Phillis Wheatley activist Sojourner Truth and educator turned politician Shirley Chisholm published in the United States during the twentieth and twenty first centuries VanderHaagen begins by analyzing how biographical sketches in books for black children published during the 1920s represent Wheatley and Truth The study then

shifts to books published between 1949 and 2015 VanderHaagen uses a concept adapted from philosopher Paul Ricoeur the idea of the agential spiral to chart the ways that biographies have used rhetoric to shape the life stories of Wheatley Truth and Chisholm By bringing a critical rhetorical perspective to the study of biographies for children this book advances the understanding of how lives of the past are used persuasively to shape identity and encourage action in the contemporary public world VanderHaagen contributes to the study of rhetoric and African American children s literature and refocuses the field of memory studies on children s biographies a significant but often overlooked genre through which public memories first take shape

Reengaging the Prospects of Rhetoric Mark J. Porrovecchio, 2010-02-25 Reengaging the Prospects of Rhetoric reanimates the debate over the function and scope of rhetoric Providing a contemporary response to the volume The Prospect of Rhetoric 1971 this volume reconceptualizes that classic work to address the challenges facing the study of rhetoric today With contributions from today s leading rhetorical scholars Reengaging tje Prospects of Rhetoric offers response essays to each chapter of the original work Each scholar uses his her essay as a forum in which to address three questions As a historical document why is this essay important In terms of contemporary theory and or practice what is the significance of the essay How can the issues raised therein be profitably addressed in the future These provocative engagements suggest that while the study of rhetoric has gained much ground in the intervening decades there is more work to be done to reestablish the primacy of rhetoric in contemporary society This volume provides students and scholars of rhetoric with a strong foundation in the issues that have shaped contemporary rhetorical theory and criticism It offers them an accessible introduction to the challenges facing future iterations of rhetorical theory and criticism As a standalone text or a supplemental resource for undergraduate and graduate courses in the history theory and criticism of rhetoric or contemporary rhetorical theory it will help to shape rhetoric s future role in communication studies and will foster interdisciplinary dialogues about the topic

Accelerating Academia F. Vostal, 2016-04-29 Filip Vostal examines the changing nature of academic time and analyzes the will to accelerate that has emerged as a significant cultural and structural force in knowledge production

Making Christians Denise Kimber Buell, 2020-11-10 How did second century Christians vie with each other in seeking to produce an authoritative discourse of Christian identity In this innovative book Denise Buell argues that many early Christians deployed the metaphors of procreation and kinship in the struggle over claims to represent the truth of Christian interpretation practice and doctrine In particular she examines the intriguing works of the influential theologian Clement of Alexandria ca 150 210 c e for whom cultural assumptions about procreation and kinship played an important role in defining which Christians have the proper authority to teach and which kinds of knowledge are authentic Buell argues that metaphors of procreation and kinship can serve to make power differentials appear natural She shows that early Christian authors recognized this and often turned to such metaphors to mark their own positions as legitimate and marginalize others as false Attention to the functions of this language offers a way out of the trap

of reconstructing the development of early Christianity along the axes of heresy and orthodoxy while not denying that early Christians employed this binary Ultimately Buell argues strategic use of kinship language encouraged conformity over diversity and had a long lasting effect both on Christian thought and on the historiography of early Christianity A perceptive and closely argued contribution to early Christian studies Making Christians also branches out to the areas of kinship studies and the social construction of gender

Unveiling the Magic of Words: A Report on "**Rhetorical Turn Invention And Persuasion In The Conduct Of Inquiry**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their capability to kindle emotions, provoke contemplation, and ignite transformative change is truly awe-inspiring. Enter the realm of "**Rhetorical Turn Invention And Persuasion In The Conduct Of Inquiry**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve into the book's central themes, examine its distinctive writing style, and assess its profound affect on the souls of its readers.

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