

robert cockcroft and  
susan cockcroft

# **persuading people**

**an introduction to rhetoric**

**second edition**

# Persuading People An Introduction To Rhetoric

**Gordon K. Oeste**



## **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

*English in Transition* Matti Rissanen, Merja Kytö, Kirsi Heikkonen, 1997 The future of English linguistics as envisaged by the editors of Topics in English Linguistics lies in empirical studies which integrate work in English linguistics into general and theoretical linguistics on the one hand and comparative linguistics on the other The TiEL series features volumes that present interesting new data and analyses and above all fresh approaches that contribute to the overall aim of the series which is to further outstanding research in English linguistics

*Evil in Contemporary Political Theory* Bruce Haddock, 2013-02-25 Explores the actual and possible roles of evil in contemporary political theory

**Narrative Revisited** Christian R. Hoffmann, 2010 Revised papers originally presented at the International Conference on Narrative Revisited

Telling a Story in the Age of New Media held in July 2007 and sponsored by the Department of English Linguistics at the University of Augsburg in honor of Wolfram Bublitz      *Text Linguistics of Qur'anic Discourse* Hussein Abdul-Raof, 2018-09-21

*Text Linguistics of Qur'anic Discourse* is an in depth investigation of the fabric of Qur'anic Discourse. It unravels the texture of the macro Qur'anic text, its cohesion and coherence systems, the notions of intertextuality, semantic relatedness and thematic sequentiality, the macro textual features of ellipsis, repetition and argumentation structure and the contextual co-textual grammatical and semantic factors involved in the macro Qur'anic text. This book is a valuable and methodologically consistent learning and teaching academic resource for universities worldwide in this intriguing new discipline. Through its methodologically coherent discussion and in depth analysis that is hinged upon modern European text linguistics, *Text Linguistics of Qur'anic Discourse* provides an insight into the newly established discipline of text linguistics and explores the different layers of the macro Qur'anic text as an academic requirement      *Legitimacy, Illegitimacy, and the Right to Rule* Gordon K. Oest, 2012-02-04

This book explores the portrayal of the rise, reign and demise of Abimelech in Judges 9 and asks about whose interests this portrayal may have served. The negative depiction of Abimelech's kingship in this chapter coupled with Gideon's rejection of kingship in Judges 8:22-23 has led interpreters to view the passage as anti-monarchic. This perspective clashes with the pro-monarchic stance of Judges 17:21. However, while the portrayal of Abimelech's kingship is negative, it may yet have served as a legitimization strategy for the monarchy. In support, this study examines Judges 9 through three methodological lenses: a narrative analysis, a rhetorical analysis and a social scientific analysis. In addition, anthropological data on early and developing states shows that such states attempt to prevent fissioning, the tendency inherent within political systems to break up and form other similar units by subverting local leaders, groups and institutions and so legitimate the centralization of power. When read in this light, Judges 9 supports monarchic interests by seeking to subvert localized rule and alliances in favor of a centralized polity      *International Handbook of Technology Education*, 2006-01-01

This first volume in the International Technology Education Series offers a unique worldwide collection of national surveys into the developments of Technology Education in the past two decades. For twenty-two countries from five continents, the major changes of this school subject are described by experts that have been involved in these changes for many years themselves. The studies deal with national curricula, teacher education programs, educational research into effects of Technology Education and practical issues at classroom level. After the 15th International Pupils' Attitude Towards Technology conference which was held in Haarlem in April 2005, a distinguished group of scholars from the area of Technology Education decided that after 20 years it was time to give account of the state of the art in this area. This book should be of interest to students, teachers, researchers and policy makers who are involved in technology education.

*Critical Discourse Analysis in Historiography* J. Flowerdew, 2011-12-01

The book shows how the study of the evolving discourse employed during a political process spanning more than a decade can provide insights for critical discourse

analysis on the one hand and understanding of a real world political process on the other thereby demonstrating the potential role for critical discourse analysis in historiography

*Pandemic and Crisis Discourse* Andreas Musolff, Ruth Breeze, Kayo Kondo, Sara Vilar-Lluch, 2022-02-10 The COVID 19 pandemic has led to a host of critical reflections about discourse practises dealing with public health issues Situating crisis communication at the centre of societal and political debates about responses to the pandemic this volume analyses the discursive strategies used in a variety of settings Exploring how crisis discourse has become a part of managing the public health crisis itself this book focuses on the communicative tasks and challenges for both speakers and their public audiences in seven areas establishment of discursive and political authority official governmental and expert communication to the public public understanding of government communication legitimisation of public health management as a war judging and blaming a collective other cross national comparison and rivalry empathy and encouragement Covering global discourses from Asia Europe the Middle East North and South America and New Zealand chapters use corpus based data to cast light on these issues from a variety of languages With crisis discourse already the object of fierce national and international debates about the appropriateness of specific communicative styles information management and verbal hygiene *Pandemic and Crisis Discourse* offers an authoritative intervention from language experts

*Semiotics and Verbal Texts* Jane Gravells, 2016-12-27 This book offers an innovative approach to analysing written texts grounded in principles of semiotics Envisaging whole news media representations as signs and using the real world example of the BP Deepwater Horizon crisis the author demonstrates how business crises are constructed through language Gravells identifies patterns of language which show a progression from one kind of current news representation to a different kind of coverage This coverage positions the crisis as having symbolic and conventional meaning within varied social contexts including the arts business and the environment Using a wealth of examples from the BP story to illustrate her practical research approach Gravells draws language maps of different phases of the crisis representation showing how an early iconic phase of representation moves through an indexical to a symbolic phase and projects a return to a naturalised icon This book will be of interest to researchers and students of semiotics those exploring research methods and linguists with an interest in business and media communications

*Communication in the Age of Suspicion* V. Bakir, D. Barlow, 2007-04-12 In this timely volume fourteen international contributors explore the relationship between media and trust beginning with an examination of the decline of trust in key institutions The book concludes by considering the future implications for media communication and exploring potential directions for further research in this Age of Suspicion

**Meeting Health Information Needs Outside Of Healthcare** Catherine Arnott Smith, Alla Keselman, 2015-08-04 Meeting Health Information Needs Outside of Healthcare addresses the challenges and ethical dilemmas concerning the delivery of health information to the general public in a variety of non clinical settings both in person and via information technology in settings from public and academic libraries to online communities and traditional and social media channels

Professionals working in a range of fields including librarianship computer science and health information technology journalism and health communication can be involved in providing consumer health information or health information targeting laypeople This volume clearly examines the properties of health information that make it particularly challenging information to provide in diverse settings Addresses professional challenges and ethical problems of communicating health information to lay people in non clinical settings Focuses on health information as a challenge for different professionals providing health information in different settings Emphasizes the shared challenges of information practice across different settings as well as those facing professionals in different roles      Digital Oratory as Discursive Practice Fiona

Rossette-Crake,2022-12-16 This book offers an appraisal of oratory old and new relating former discourse practice to a specific sub set of contemporary digital practices The author explores the interface between language and society providing an interdisciplinary study at the crossroads of discourse linguistics communication and rhetoric The comparisons she draws are particularly pertinent in light of the steep rise in presentations given during video conferences webinars and other online events during the COVID 19 pandemic an event which accelerated previous moves towards digital communication and which is likely to have a long term impact on communication styles This book will be of interest to academics and students in fields including discourse analysis applied linguistics communication studies digital studies and business studies      The

Linguistics of Political Argument Alan Partington,2003-08-29 This book examines the relationship between the White House in the person of its press secretary and the press corps through a linguistic analysis of the language used by both sides A corpus was compiled of around fifty press briefings from the late Clinton years A wide range of topics are discussed from the Kosovo crisis to the Clinton Lewinsky affair This work is highly original in demonstrating how concordance technology and the detailed linguistic evidence available in corpora can be used to study discourse features of text and the communicative strategies of speakers It will be of vital interest to all linguists interested in corpus based linguistics and pragmatics as well as sociolinguists and students and scholars of communications politics and the media      **The Stylistics of Poetry** Peter

Verdonk,2013-08-15 Written over the last thirty years this collection of Professor Peter Verdonk s most important work on the stylistics of poetry clearly shows that the stylistics of poetic discourse is a diverse and valuable interdiscipline Discussing the poetry of Auden Heaney and Larkin amongst many others Verdonk covers everything from intrinsic textual meaning and external context in its widest sense to the reader s cognitive and emotive response to poems The book will appeal to all students on stylistics and literary linguistics courses especially those focussing on poetry and poetic language      *The*

*Routledge Handbook of Language and Creativity* Rodney H. Jones,2015-09-08 The Routledge Handbook of Language and Creativity provides an introduction to and survey of a wide range of perspectives on the relationship between language and creativity Defining this complex and multifaceted field this book introduces a conceptual framework through which the various definitions of language and creativity can be explored Divided into four parts it covers different aspects of language

and creativity including dialogue metaphor and humour literary creativity including narrative and poetry multimodal and multimedia creativity in areas such as music graffiti and the internet creativity in language teaching and learning With over 30 chapters written by a group of leading academics from around the world The Routledge Handbook of Language and Creativity will serve as an important reference for students and scholars in the fields of English language studies applied linguistics education and communication studies

The Look of the Past Ludmilla Jordanova, 2012-09-27 How can we use visual and material culture to shed light on the past Ludmilla Jordanova offers a fascinating and thoughtful introduction to the role of images objects and buildings in the study of past times Through a combination of thematic chapters and essays on specific artefacts a building a piece of sculpture a photographic exhibition and a painted portrait she shows how to analyse the agency and visual intelligence of artists makers and craftsmen and make sense of changes in visual experience over time Generously illustrated and drawing on numerous examples of images and objects from 1600 to the present this is an essential guide to the skills that students need in order to describe analyse and contextualise visual evidence The Look of the Past will encourage readers to think afresh about how they like people in the past see and interpret the world around them

*The Writer's Craft, the Culture's Technology*, 2005-01-01 The Writer's Craft the Culture's Technology explores the multiple ways in which a culture's technological resources shape its literary productions Literature and style cannot be divorced from the particular technologised culture that sponsors them This has always been true as papers here on literature from earlier periods show But many of the papers focus on contemporary culture where literature vies for attention with film the internet and other multimodal cultural forms These essays from an international array of experts are stylistics based but not stylistics bound They should be of interest to all who are interested in discourse analytic commentaries on how technological horizons as always continue to shape the forms and functions of literature and other cultural productions

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