

**Seduction,  
Sophistry,  
and the  
Woman  
with the  
Rhetorical  
Figure**

**Michelle Ballif**

# Seduction Sophistry And The Woman With The Rhetorical Figure

**John M. Ackerman, David J. Coogan**



## **Seduction Sophistry And The Woman With The Rhetorical Figure:**

Seduction, Sophistry, and the Woman with the Rhetorical Figure Michelle Ballif, 2001 Ballif questions why the profession wants to retain these beliefs in the face of vociferous arguments from new rhetorics that the discipline no longer posits a foundational self or truth and in the face of the poststructuralist critique which has demonstrated that founding truth is always accomplished by first positing and then negating an other As an alternative to this negative and violent rhetorical process Ballif suggests a turn to sophistry as embodied in the figure of Woman one with the power to seduce us literally to lead astray from our truth and our demand for it BOOK JACKET

*Jean Baudrillard* Brian Gogan, 2017-11 This work is the first book length treatment of Jean Baudrillard as a rhetorical theorist

*Gorgias and the New Sophistic Rhetoric* Bruce McComiskey, 2002 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

**Figures of Entanglement** Christopher N. Gamble, Joshua S. Hanan, 2021-07-28 Recent and ongoing new materialisms scholarship seeks to fundamentally reshape the humanities and their relationship with the sciences While this work comprises multiple and varied currents one of the most important yet whose distinctive merits are arguably often underappreciated is that influenced by the theoretical physicist and feminist philosopher Karen Barad The first volume devoted to bringing Barad's work into conversation with the disciplines of rhetoric and communication studies this collection organizes that conversation primarily around her notion of entanglement which encourages an understanding of meaning as inherently performative material and ecological In doing so the essays in this collection variously approach rhetoric as a figure of entanglement in ways that contribute to and enrich both rhetoric and Barad's theorizing Topics range from politics to breast cancer genealogy the trope of academic turns Marx's notion of exchange and the prehistoric emergence of human consciousness With a new foreword by the editors and afterword by Laurie E Gries this collection is

otherwise reprinted from the 2016 Figures of Entanglement special issue of the journal Review of Communication     The Present State of Scholarship in the History of Rhetoric Lynée Lewis Gaillet, Winifred Bryan Horner, 2010-03-15 Through two previous editions The Present State of Scholarship in Historical and Contemporary Rhetoric has not only introduced new scholars to interdisciplinary research but also become a standard research tool in a number of fields and pointed the way toward future study Adopting research methodologies of revision and recovery this latest edition includes all new material while still following the format of the original and is constructed around bibliographical surveys of both primary and secondary works addressing the Classical Medieval Renaissance and eighteenth through twentieth century periods within the history of rhetoric The Present State of Scholarship in the History of Rhetoric doesn't simply update but rather recasts study in the history of rhetoric The authors experienced and well known scholars in their respective fields redefine existing strands of rhetorical study within the periods expand the scope of rhetorical engagement and include additional figures and their works The globalization and expansion of rhetoric are demonstrated in each of these parts and seen clearly in the inclusion of more female rhetors discussions of historical and contemporary electronic resources and examinations of rhetorical practices falling outside the academy and the traditional canon New to this edition is a cumulative review of twentieth century rhetoric along with a thematic index designed to facilitate interdisciplinary or specialized study and scholarly research across the traditional historical periods As programs incorporating rhetorical studies continue to expand at the university level students and researchers are in need of up to date bibliographical resources No other work matches the scope and approach of The Present State of Scholarship in the History of Rhetoric which carries scholarship on rhetoric into the twenty first century

**Rhetoric's Earthly Realm** Bernard Alan Miller, 2011-05-07 Plato privileges the realm of absolute reality and truth above and beyond the world of language discourse and rhetoric For Plato earth harbors the facade of mere appearances and the evils of the bewitching powers of language In RHETORIC S EARTHLY REALM HEIDEGGER SOPHISTRY AND THE GORGIAN KAIROS Bernard Alan Miller counters this intellectual legacy with an innovative and thoroughly conceived theory of rhetoric one concerned with earth in its Heideggerian aspect complex and multifaceted at the root of a phenomenology placing the focus on earth as the power of Being itself whereby it is manifest purely as language     *The SAGE Handbook of Gender and Communication* Bonnie J. Dow, Julia T. Wood, 2006-07-19 Publisher Description     **The Public Work of Rhetoric** John M. Ackerman, David J. Coogan, 2013-03-15 The Public Work of Rhetoric presents the art of rhetorical techn as a contemporary praxis for civic engagement and social change which is necessarily inclusive of people inside and outside the academy In this provocative call to action editors John M Ackerman and David J Coogan along with seventeen other accomplished contributors offer case studies and criticism on the rhetorical practices of citizen scholars pursuing democratic ideals in diverse civic communities with partnerships across a range of media institutions exigencies and discourses Challenging conventional research methodologies and the traditional insularity of higher education these essays argue that civic

engagement as a rhetorical act requires critical attention to our notoriously veiled identity in public life to our uneasy affiliation with democracy as a public virtue and to the transcendent powers of discourse and ideology This can be accomplished the contributors argue by building on the compatible traditions of materialist rhetoric and community literacy two vestiges of rhetoric s dual citizenship in the fields of communication and English This approach expresses a collective desire in rhetoric for more politically responsive scholarship more visible impact in public life and more access to the critical spaces between universities and their communities The compelling case studies in *The Public Work of Rhetoric* are located in inner urban and postindustrial communities where poverty is the overriding concern in afterschool and extracurricular alternatives that offer new routes to literate achievement in new media and digital representations of ethnic cultures designed to promote chosen identities in neighborhoods and scientific laboratories where race is the dominant value and in the policy borderlands between universities and the communities they serve Through these studies and accounts the contributors champion the notion that the public work of rhetoric is the tough labor of gaining access and trust learning the codes and histories of communities locating the situations in which rhetorical expertise is most effective and in many cases jointly defining the terms for gauging social change

**Rhetoric on the Margins of Modernity** C. L. Hobbs, 2002 *Style* Brian Ray, 2014-11-01 *Style* An Introduction to History Theory Research and Pedagogy conducts an in depth investigation into the long and complex evolution of style in the study of rhetoric and writing The theories research methods and pedagogies covered here offer a conception of style as more than decoration or correctness views that are still prevalent in many college settings as well as in public discourse

Where Writing Begins: A Postmodern Reconstruction (Rhetorical Philosophy and Theory) Michael Carter, 2003

**Liminal Bodies, Reproductive Health, and Feminist Rhetoric** Lydia McDermott, 2016-06-22 *Liminal Bodies Reproductive Health and Feminist Rhetoric* posits rhetoric and gynecology as sister discourses While rhetoric has been historically concerned with the regulation of the productive male body gynecology has been concerned with the discipline of the female reproductive body Lydia M McDermott examines these sister discourses by tracing key narrative moments in the development of thought about sexed bodies and about rhetorical discourse from classical myth and natural philosophy to the eighteenth and nineteenth century decline of midwifery and the rise of scientific writing on the reproductive body *Liminal Bodies* offers a metaphorical method of invention and criticism sonogram that emphasizes the voices and bodies that have been left on the margins of the dominant histories of rhetoric

Logos without Rhetoric Robin Reames, 2017-06-19 A germinal examination of rhetoric s beginnings through pre fourth century Greek texts How did rhetoric begin and what was it before it was called rhetoric Must art have a name to be considered art What is the difference between eloquence and rhetoric And what were the differences if any among poets philosophers sophists and rhetoricians before Plato emphasized or perhaps invented their differences In *Logos without Rhetoric The Arts of Language before Plato* Robin Reames attempts to intervene in these and other questions by examining the status of rhetorical theory in

texts that predate Plato's coining of the term rhetoric c 380 B C E From Homer and Hesiod to Parmenides and Heraclitus to Gorgias Theodorus and Isocrates the case studies contained here examine the status of the discipline of rhetoric prior to and therefore in the absence of the influence of Plato and Aristotle's full fledged development of rhetorical theory in the fourth century B C E The essays in this volume make a case for a porous boundary between theory and practice and promote skepticism about anachronistic distinctions between myth and reason and between philosophy and rhetoric in the historiography of rhetoric's beginning The result is an enlarged understanding of the rhetorical content of pre fourth century Greek texts Edward Schiappa head of Comparative Media Studies Writing and the John E Burchard Professor of Humanities at the Massachusetts Institute of Technology provides an afterword *Responding to the Sacred* Michael Bernard-Donals, Kyle Jensen, 2021-03-17 With language we name and define all things and by studying our use of language rhetoricians can provide an account of these things and thus of our lived experience The concept of the sacred however raises the prospect of the existence of phenomena that transcend the human and physical and cannot be expressed fully by language The sacred thus reveals limitations of rhetoric Featuring essays by some of the foremost scholars of rhetoric working today this wide ranging collection of theoretical and methodological studies takes seriously the possibility of the sacred and the challenge it poses to rhetorical inquiry The contributors engage with religious rhetorics Jewish Jesuit Buddhist pagan as well as rationalist scientific and postmodern rhetorics studying for example divination in the Platonic tradition Thomas Hobbes's and Walter Benjamin's accounts of sacred texts the uncanny algorithms of Big Data and H I ne Cixous's sacred passages and passwords From these studies new definitions of the sacred emerge along with new rhetorical practices for engaging with the sacred This book provides insight into the relation of rhetoric and the sacred showing the capacity of rhetoric to study the ineffable but also shedding light on the boundaries between them In addition to the editors the contributors to this volume include Michelle Ballif Jean Bessette Trey Conner Richard Doyle David Frank Daniel M Gross Kevin Hamilton Cynthia Haynes Steven Mailloux James R Martel Jodie Nicotra Ned O Gorman and Brooke Rollins

Rhetoric and Ethics in the Cybernetic Age Jeff Pruchnic, 2013-08-15 It has become increasingly difficult to ignore the ways that the centrality of new media and technologies from the global networking of information systems and social media to new possibilities for altering human genetics seem to make obsolete our traditional ways of thinking about ethics and persuasive communication inherited from earlier humanist paradigms This book argues that rather than devoting our critical energies towards critiquing humanist touchstones we should instead examine the ways in which media and technologies have always worked as crucial cultural forces in shaping ethics and rhetoric Pruchnic combines this historical itinerary with critical interrogations of diverse cultural and technological sites the logic of video games and artificial intelligence the ethics of life extension in contemporary medicine the transition to computer automated trading in world stock markets the state of critical theory in the contemporary humanities along with innovative analyses of the works of such figures as the Greek

Sophists Kenneth Burke Martin Heidegger Michel Foucault Friedrich Nietzsche and Gilles Deleuze This book argues that our best strategies for crafting persuasive communication and producing ethical relations between individuals will be those that creatively replicate and appropriate rather than resist the logics of dominant forms of media and technology **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 **Figuring the Feminine** Jill Ross, 2008-01-01 Figuring the Feminine examines the female body as a means of articulating questions of literary authority and practice within the cultural spheres of the Iberian Peninsula both Romance and Semitic as well as in the larger Latinate literary culture It demonstrates the centrality in medieval literary culture of the gendering of rhetorical and hermeneutical acts involved in the creation of texts and meaning and the importance of the medieval Iberian textual tradition in this process a complex multicultural tradition that is often overlooked in medieval literary scholarship This study adopts an innovative methodology informed by current theories of the body and gender to approach Hispanic literature from a feminist perspective Jill Ross offers new readings of medieval Hispanic texts Latin Castilian and Hebrew including Prudentius Peristephanon Gonzalo de Berceo's *Milagros de Nuestra Señora* *Shem Tov* of Carrión's *Battle Between the Pen and the Scissors* and several others She highlights ways in which these texts contribute to the understanding of gender in medieval poetics and foreground questions of literary and cultural import Figuring the Feminine argues that the bodies of women are crucial to the working out of such questions as the unsettling shift from orality to literacy textual instability cultural dissonance and the resistance to cultural and religious hegemony *Disability Rhetoric*

Jay Timothy Dolmage, 2014-01-22 *Disability Rhetoric* is the first book to view rhetorical theory and history through the lens of disability studies. Traditionally the body has been seen as at best a rhetorical distraction at worst those whose bodies do not conform to a narrow range of norms are disqualified from speaking. Yet Dolmage argues that communication has always been obsessed with the meaning of the body and that bodily difference is always highly rhetorical. Following from this rewriting of rhetorical history he outlines the development of a new theory affirming the ideas that all communication is embodied that the body plays a central role in all expression and that greater attention to a range of bodies is therefore essential to a better understanding of rhetorical histories, theories and possibilities.

### **Silence and Listening as Rhetorical Arts**

Cheryl Glenn, Krista Ratcliffe, 2011-01-05 In *Silence and Listening as Rhetorical Arts* editors Cheryl Glenn and Krista Ratcliffe bring together seventeen essays by new and established scholars that demonstrate the value and importance of silence and listening to the study and practice of rhetoric. Building on the editors' groundbreaking research which respects the power of the spoken word while challenging the marginalized status of silence and listening, this volume makes a strong case for placing these overlooked concepts and their intersections at the forefront of rhetorical arts within rhetoric and composition studies. Divided into three parts: History, Theory and Criticism, and Praxis, this book reimagines traditional histories and theories of rhetoric and incorporates contemporary interests such as race, gender and cross-cultural concerns into scholarly conversations about rhetorical history, theory, criticism and praxis. For the editors and the other contributors to this volume, silence is not simply the absence of sound and listening is not a passive act. When used strategically and with purpose, together and separately, silence and listening are powerful rhetorical devices integral to effective communication. The essays cover a wide range of subjects including women rhetors from ancient Greece and medieval and Renaissance Europe, African philosophy and African American rhetoric, contemporary anti-war protests in the United States, activist conflict resolution in Israel and Palestine, and feminist and second language pedagogies. Taken together, the essays in this volume advance the argument that silence and listening are as important to rhetoric and composition studies as the more traditionally emphasized arts of reading, writing and speaking, and are particularly effective for theorizing, historicizing, analyzing and teaching. An extremely valuable resource for instructors and students in rhetoric, composition and communication studies, *Silence and Listening as Rhetorical Arts* will also have applications beyond academia, helping individuals, cultural groups and nations more productively discern and implement appropriate actions when all parties agree to engage in rhetorical situations that include not only respectful speaking, reading and writing but also productive silence and rhetorical listening.

**Rhetoric and Composition** Steven Lynn, 2010-09-30 An accessible introduction to teaching and studying rhetoric and composition.

## Unveiling the Magic of Words: A Overview of "**Seduction Sophistry And The Woman With The Rhetorical Figure**"

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