How to Win an Argument - Marcus Tullius Cicero 2016-10-04 All of us are faced countless times with the challenge of persuading others, whether we're trying to win a trivial argument with a friend or convince our coworkers about an important decision. Instead of relying on untrained instinct—and often floundering or failing as a result—we’d win more arguments if we learned the timeless art of verbal persuasion, rhetoric. How to Win an Argument gathers the rhetorical wisdom of Cicero, ancient Rome’s greatest orator, from across his works and combines it with passages from his legal and political speeches to show his powerful techniques in action. The result is an enlightening and entertaining practical introduction to the secrets of persuasive speaking and writing—including
strategies that are just as effective in today’s offices, schools, courts, and political debates as they were in the Roman forum. How to Win an Argument addresses proof based on rational argumentation, character, and emotion; the parts of a speech; the plain, middle, and grand styles; how to persuade no matter what audience or circumstances you face; and more. Cicero’s words are presented in lively translations, with illuminating introductions; the book also features a brief biography of Cicero, a glossary, suggestions for further reading, and an appendix of the original Latin texts. Astonishingly relevant, this unique anthology of Cicero’s rhetorical and oratorical wisdom will be enjoyed by anyone who ever needs to win arguments and influence people—in other words, all of us.

Heuristic Strategies in the Speeches of Cicero-Gábor Tahin 2013-11-23 This book introduces a new form of argumentative analysis: rhetorical heuremes. The method applies the concepts of heuristic thinking, probability, and contingency in order to develop a better understanding of complex arguments in classical oratory. A new theory is required because Greek and Roman rhetoric cannot provide detailed answers to problems of strategic argumentation in the analysis of speeches. Building on scholarship in Ciceronian oratory, this book moves beyond the extant terminology and employs a concept of heuristic reasoning derived from the psychology of decision making and mathematical problem solving. The author analyses selected passages from Cicero’s forensic speeches where
arguments of probability are deployed, and shows that the Sophistic concept of probability can link ancient rhetoric and modern theories of argumentation. Six groups of heuremes are identified, each of which represents a form of probabilistic reasoning by which the orator plays upon the perception of the jurors.

Cicero and Roman Education-Giuseppe La Bua 2019-01-31 Presents the first full-length, systematic study of the reception of Cicero's speeches in the Roman educational system.

Form and Function in Roman Oratory-D. H. Berry 2010-07-29 Explores the interplay of form and function in both real and fictional oratory at Rome.

A Fortiori Logic-Avi Sion 2013-11-24 A FORTIORI LOGIC: INNOVATIONS, HISTORY AND ASSESSMENTS, by Avi Sion, is a wide-ranging and in-depth study of a fortiori reasoning, comprising a great many new theoretical insights into such argument, a history of its use and discussion from antiquity to the present day, and critical analyses of the main attempts at its elucidation. Its purpose is nothing less than to lay the foundations for a new branch of logic, and greatly develop it; and thus to once and for all dispel the many fallacious ideas
circulating regarding the nature of a fortiori reasoning.

The topos of Divine Testimony in Luke-Acts-James R. McConnell 2014-07-21 In this study James McConnell addresses the concept of authoritative testimony in Luke-Acts. Specifically, he argues that particular elements in the narrative of Luke-Acts can be understood as instances of the topos of divine testimony through utterances and deeds, considered in some ancient rhetorical handbooks to be the most authoritative form of testimony when seeking to persuade an audience. McConnell claims the gods' testimony was used in ancient law courts and political speeches to persuade a judge of a defendant's guilt or innocence, and in attempts in public forums to convince others of a particular course of action. Similarly, the topos is used in ancient narratives and biographies to legitimate certain characters and discredit others. The instances of the topos of God's speech (both oral and through OT citations) and deeds in Luke-Acts are functioning in the same way.

Classical Rhetoric & Its Christian & Secular Tradition from Ancient to Modern Times-George Alexander Kennedy 1999 Since its original publication by UNC Press in 1980, this book has provided thousands of students with a concise introduction and guide to
the history of the classical tradition in rhetoric, the ancient but ever vital art of persuasion. Now, George Ken

Select Orations of Cicero-Marcus Tullius Cicero 1897

The Heavens and the Earth: Graeco-Roman, Ancient Chinese, and Medieval Islamic Images of the World-Vittorio Cotesta 2021-08-16 Vittorio Cotesta’s The Heavens and the Earth deals with the images of the world peculiar to the Graeco-Roman, Ancient Chinese and Medieval Islamic civilisations, each with its own way of conceiving the universe, life, death, society, power, humanity and its destiny, while aspired by a shared universal form of life.

Academica-Marcus Tullius Cicero 2012-05-28 Cicero 106-43 adopted the philosophical view of the Academic skeptics as a young man. In 89, Philo of Larissa, the head of Plato's Academy, fled from Athens to Rome for political reasons. While at Rome, Cicero attended Philo's public lectures and began to study philosophy with him. Cicero also studied with the most prominent representatives of other Hellenistic philosophical schools: Posidonius (a
Stoic), Zeno of Citium and Phaedrus (Epicureans), and Cratippus. Although the Academy probably ceased to exist as an institution after Philo's death in 84, Cicero continued to champion its methodology in his philosophical dialogues. The Academic position appealed to Cicero for a variety of reasons (Section 1). The Academics argued on both sides of every issue in order to undermine the dogmatic confidence of their interlocutors. Cicero's teacher Philo also applied this method in order to determine which position enjoyed the most rational support. Given his rhetorical and forensic skills, Cicero likely found this method attractive. It was also ideal for his project of inducing the ruling class Romans to take up the practice of philosophy. Rather than present his personal views, Cicero laid out in dialogue form the strongest arguments he could mine from other philosophical texts. The idea was to encourage the reader to come to his own conclusion, but even more importantly, to adopt the Academic method of inquiry. Perhaps the most attractive feature of Academic philosophy for Cicero was the intellectual freedom guaranteed by the method. The Academic is bound to no particular doctrine as an Academic. He is only bound to accept the verdict of his best rational assessment of the arguments pro and con.

Rhetoric in Cicero's Pro Balbo-Kimberly A. Barber 2004-06-01 This book offers an examination of Cicero's speech, the Pro Balbo, which was delivered during a momentous period of Roman history, in defence of a highly influential political advisor of Caesar who
was charged under the lex Papia for an illegal grant of citizenship.

_Cicero's Tusculan Disputations_- Marcus Tullius Cicero 1877

_The Rise of the Roman Jurists_- Bruce W. Frier 2014-07-14 Combining historical, sociological, and legal expertise, Bruce Frier discloses the reasons for the emergence of law as a professional discipline in the later Roman Republic. Originally published in 1985. The Princeton Legacy Library uses the latest print-on-demand technology to again make available previously out-of-print books from the distinguished backlist of Princeton University Press. These editions preserve the original texts of these important books while presenting them in durable paperback and hardcover editions. The goal of the Princeton Legacy Library is to vastly increase access to the rich scholarly heritage found in the thousands of books published by Princeton University Press since its founding in 1905.

_Cicero's Tusculan Disputations Also, Treatises On The Nature Of The Gods, And On The Commonwealth_- Marcus Tullius Cicero 2012-02-07 This book is part of the TREDITION CLASSICS series. The creators of this series are united by passion for literature and driven
by the intention of making all public domain books available in printed format again - worldwide. At tredition we believe that a great book never goes out of style. Several mostly non-profit literature projects provide content to tredition. To support their good work, tredition donates a portion of the proceeds from each sold copy. As a reader of a TREDITION CLASSICS book, you support our mission to save many of the amazing works of world literature from oblivion.

**Aristotle, Plato and Pythagoreanism in the First Century BC** - Malcolm Schofield 2013-01-17 This book presents an up-to-date overview of the main new directions taken by ancient philosophy in the first century BC, a period in which the dominance exercised in the Hellenistic age by Stoicism, Epicureanism and Academic Scepticism gave way to a more diverse and experimental philosophical scene. Its development has been much less well understood, but here a strong international team of leading scholars of the subject reconstruct key features of the changed environment. They examine afresh the evidence for some of the central Greek thinkers of the period, as well as illuminating Cicero's engagement with Plato both as translator and in his own philosophising. The intensity of renewed study of Aristotle's Categories and Plato's Timaeus is an especially striking outcome of their discussions. The volume will be indispensable for scholars and students interested in the history of Platonism and Aristotelianism.
Brill's Companion to the Reception of Cicero- 2015-04-28 Situating Cicero in the context of his use and abuse from antiquity to the present, an international and interdisciplinary team of scholars provides several good reasons to return to the study of his many writings with greater interest and respect.

Cicero's Tusculan Disputations-Cicero Cicero's Tusculan Disputations is a collection of 5 books written by Cicero in the 1st century B.C., concerning Greek philosophy.

On Academic Scepticism-Cicero The aim of this translation of the Academica is to render Cicero's treatise on Academic scepticism into readable English for a philosophical audience. To this end, the translator has attempted to preserve consistency in the principal technical terms where contemporary English allows it. An English-Latin glossary and an index are included.

Assent and Argument-Inwood 1997-09-01 These ten essays on Cicero's Academic Books (the Academia and Lucullus) deal with various aspects of Academic scepticism, ancient epistemology, and the history of the Academy. The tradition from Socrates through to Galen
is covered, with special emphasis on Carneades, Antiochus and, of course, Cicero himself.

**Inference in Argumentation**-Eddo Rigotti 2018-12-10 This book investigates the role of inference in argumentation, considering how arguments support standpoints on the basis of different loci. The authors propose and illustrate a model for the analysis of the standpoint-argument connection, called Argumentum Model of Topics (AMT). A prominent feature of the AMT is that it distinguishes, within each and every single argumentation, between an inferential-procedural component, on which the reasoning process is based; and a material-contextual component, which anchors the argument in the interlocutors’ cultural and factual common ground. The AMT explains how these components differ and how they are intertwined within each single argument. This model is introduced in Part II of the book, following a careful reconstruction of the enormously rich tradition of studies on inference in argumentation, from the antiquity to contemporary authors, without neglecting medieval and post-medieval contributions. The AMT is a contemporary model grounded in a dialogue with such tradition, whose crucial aspects are illuminated in this book.

**Cicero's Three Books Touching the Nature of the Gods, Done Into English, with Notes and Illustrations [by Robert Baker], Etc**-Marcus Tullius Cicero 1683
The Cambridge Companion to Cicero-Catherine Steel 2013-05-02 Cicero was one of classical antiquity's most prolific, varied and self-revealing authors. His letters, speeches, treatises and poetry chart a political career marked by personal struggle and failure and the collapse of the republican system of government to which he was intellectually and emotionally committed. They were read, studied and imitated throughout antiquity and subsequently became seminal texts in political theory and in the reception and study of the Classics. This Companion discusses the whole range of Cicero's writings, with particular emphasis on their links with the literary culture of the late Republic, their significance to Cicero's public career and their reception in later periods.


Cicero: Pro P. Sulla Oratio-Cícéron 1996-02-22 In 62 BC, the year after his suppression of Catiline, Cicero delivered Pro Sulla, a successful defence of P. Cornelius Sulla, the nephew of the dictator, on a charge of participation in the Catilinarian conspiracy. This edition, which contains a new text together with introduction, commentary and appendices, is the first full-scale scholarly treatment of the speech. The text takes account of Gulielmius’
reports of the missing portion of the Erfurtensis manuscript, recovered by Dr Berry and published as a preliminary to this edition in 1989; a complete collation is provided of this and the other principal manuscripts. The introduction includes a reassessment of Sulla’s guilt and Cicero’s undertaking of the case, and also considers issues such as the prose rhythm of the speech and its publication. The commentary discusses history, text and syntax as well as rhetoric and style.

**Science and Speculation**-Jonathan Barnes 2005-11-10 Studies the impact that the advances in philosophy and science had on each other in Greece between 300 B.C. and A.D. 200.

**Select Orations of M. Tullius Cicero**-Marcus Tullius Cicero 1850

**The Abuse of Casuistry**-Albert R. Jonsen 1988 "The book will lead to a reinterpretation of the history of western morals. . . . It's an excellent book."—Baruch A. Brody, Baylor College of Medicine
Cicero's Ideal Statesman in Theory and Practice-Jonathan Zarecki 2014-04-10 The resurgence of interest in Cicero's political philosophy in the last twenty years demands a re-evaluation of Cicero's ideal statesman and its relationship not only to Cicero's political theory but also to his practical politics. Jonathan Zarecki proposes three original arguments: firstly, that by the publication of his De Republica in 51 BC Cicero accepted that some sort of return to monarchy was inevitable. Secondly, that Cicero created his model of the ideal statesman as part of an attempt to reconcile the mixed constitution of Rome's past with his belief in the inevitable return of sole-person rule. Thirdly, that the ideal statesman was the primary construct against which Cicero viewed the political and military activities of Pompey, Caesar and Antony, and himself.

Selected Writings of Richard McKeon-Richard P. McKeon 1998-03-28 Richard McKeon (1900-1985) taught philosophy at the University of Chicago from 1935 to 1973, and at the time of his death had published eleven books and 158 articles on an extraordinary array of topics and cultures. This first volume of an ambitious three-volume work covers philosophic theory through McKeon's writings on first philosophy (metaphysics) and the methods and principles of the sciences.
Hume's An Enquiry Concerning the Principles of Morals - Esther Engels Kroeker 
2021-01-07 Examines each section of Hume's second Enquiry in detail and considers its place within Hume's philosophy as a whole.

Pompey in Cicero's "Correspondence" and Lucan's "Civil war" - Vivian L. Holliday 1969

What Did the Romans Know? - Daryn Lehoux 2012-02-28 What did the Romans know about their world? Quite a lot, as Lehoux makes clear in this contribution to the history and philosophy of ancient science. Lehoux contends that even though many of the Romans' views about the natural world have no place in modern science, their claims turn out not to be so different from our own.

A History of Reasonableness - Rick Kennedy 2004 A defense of the social operation of thinking, with an emphasis on testimony and authority.

Roman Literature, Gender and Reception - Donald Lateiner 2013-07-04 This cutting-edge
collection of essays offers provocative studies of ancient history, literature, gender identifications and roles, and subsequent interpretations of the republican and imperial Roman past. The prose and poetry of Cicero and Petronius, Lucretius, Virgil, and Ovid receive fresh interpretations; pagan and Christian texts are re-examined from feminist and imaginative perspectives; genres of epic, didactic, and tragedy are re-examined; and subsequent uses and re-uses of the ancient heritage are probed with new attention: Shakespeare, Nineteenth Century American theater, and contemporary productions involving prisoners and veterans. Comprising nineteen essays collectively honoring the feminist Classical scholar Judith Hallett, this book will interest the Classical scholar, the ancient historian, the student of Reception Studies, and feminists interested in all periods. The authors from the United States, Britain, France and Switzerland are authorities in one or more of these fields and chapters range from the late Republic to the late Empire to the present.

Cicero and the Jurists-Jill Harries 2006-05-26 In the intensely competitive environment of Republican politics, senatorial jurists competed for office and honours; yet their low-profile activity could not compete with the showy victories of generals or the public performances of such advocates as Cicero."--BOOK JACKET.
Cicero’s Practical Philosophy - Walter Nicgorski 2012-04-15 Cicero’s Practical Philosophy marks a revival over the last two generations of serious scholarly interest in Cicero’s political thought. Its nine original essays by a multidisciplinary group of distinguished international scholars manifest close study of Cicero’s philosophical writings and great appreciation for him as a creative thinker, one from whom we can continue to learn. This collection focuses initially on Cicero’s major work of political theory, his De Re Publica, and the key moral virtues that shape his ethics, but the contributors attend to all of Cicero’s primary writings on political community, law, the ultimate good, and moral duties. Room is also made for Cicero’s extensive writings on the art of rhetoric, which he explicitly draws into the orbit of his philosophical writings. Cicero’s concern with the divine, with epistemological issues, and with competing analyses of the human soul are among the matters necessarily encountered in pursuing, with Cicero, the large questions of moral and political philosophy, namely, what is the good and genuinely happy life and how are our communities to be rightly ordered. The volume also reprints Walter Nicgorski’s classic essay “Cicero and the Rebirth of Political Philosophy,” which helped spark the current revival of interest in Cicero the philosopher.

Roman Private Law in the Times of Cicero and of the Antonines: Family - Henry John Roby 1902
Archimedes and the Roman Imagination-Mary Jaeger 2008-04-02 The great mathematician Archimedes, a Sicilian Greek whose machines defended Syracuse against the Romans during the Second Punic War, was killed by a Roman after the city fell, yet it is largely Roman sources, and Greek texts aimed at Roman audiences, that preserve the stories about him. Archimedes' story, Mary Jaeger argues, thus becomes a locus where writers explore the intersection of Greek and Roman culture, and as such it plays an important role in Roman self-definition. Jaeger uses the biography of Archimedes as a hermeneutic tool, providing insight into the construction of the traditional historical narrative about the Roman conquest of the Greek world and the Greek cultural invasion of Rome. By breaking down the narrative of Archimedes' life and examining how the various anecdotes that comprise it are embedded in their contexts, the book offers fresh readings of passages from both well-known and less-studied authors, including Polybius, Cicero, Livy, Vitruvius, Plutarch, Silius Italicus, Valerius Maximus, Johannes Tzetzes, and Petrarch.

Cicero in Letters-Peter White 2010-07-19 Cicero in Letters is a guide to the first extensive correspondence that survives from the Greco-Roman world. The more than eight hundred letters of Cicero that are its core provided literary models for subsequent letter writers from Pliny to Petrarch to Samuel Johnson and beyond. The collection also includes some one hundred letters by Cicero's contemporaries. The letters they exchanged provide unique
insight into the experience of the Roman political class at the turning point between Republican and imperial rule. The first part of this study analyzes effects of the milieu in which the letters were written. The lack of an organized postal system limited the correspondence that Cicero and his contemporaries could conduct and influenced what they were willing to write about. Their chief motive for exchanging letters was to protect political relationships until they could resume their customary, face-to-face association in Rome. Romans did not normally sign letters, much less write them in their own hand. Their correspondence was handled by agents who drafted, expedited, and interpreted it. Yet every letter advertised the level of intimacy that bound the writer and the addressee. Finally, the published letters were not drawn at random from the archives that Cicero left. An editor selected and arranged them in order to impress on readers a particular view of Cicero as a public personality. The second half of the book explores the significance of leading themes in the letters. It shows how, in a time of deepening crisis, Cicero and his correspondents drew on their knowledge of literature, the habit of consultation, and the rhetoric of government in an effort to improve cooperation and to maintain the political culture which they shared. The result is a revealing look at Cicero's epistolary practices and also the world of elite social intercourse in the late Republic.
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