

«ARGUMENTATION AND FIGURES OF SPEECH: RHETORICAL ANALYSIS OF SPEECH-PAIRS IN THUCYDIDES»

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A. THEORETICAL FRAMEWORK

1. Speeches

The Thucydidean speeches, an outstanding part of his work *Θουκυδίδου Ξυγγραφή*, consist of statesmen's public speeches before the citizens' assembly, military speeches before the army, envoys' speeches before or after crucial events. The forty six speeches (Σταμούλη 2007: 24) included in *Θουκυδίδου Ξυγγραφή* comprise one fifth of the whole work (Lesky 1985: 660). Some are single speeches without counter-speech, while others form Speech-pairs (single speech and counter-speech) (Σταμούλη 2007: 15-6' Easterling and Knox 2005: 591). Reconstructed *κατὰ τὸ εἰκὸς καὶ τὸ ἀναγκαῖον* the speeches constitute prime examples of highly intelligent political thought, rational analysis of the facts and solid argumentation.

Most of the speeches belong to *genus deliberativum* (Σταμούλη 2007: 38' Easterling and Knox 2005: 591).

2. *Genus deliberativum*

Genus deliberativum consists of the following parts (*μέρη λόγου, partes orationis*)¹:

- a. *Prooemium* or Prologue (*Προοίμιον, Exordium*): preamble of the speech.
- b. *Diegesis* or Narration (*Διήγησις, Narratio, Expositio, Propositio*): narration of the facts (rarely).
- c. *Pistis* or Argumentation (*Ἀπόδειξις ἢ Πίστις, Argumentatio*):
 - i. *Kataskеue* or Confirmation (*Κατασκευή, Probatio*): arguments supporting the speaker's views.
 - ii. *Anaskeue* or Refutation (*Ἄνασκευή, Refutatio*): arguments contradicting the opponent's views (counterarguments).
- d. *Epilogue* or Conclusion (*Ἐπίλογος, Peroratio*): recapitulation of the outstanding points (*Enumeratio*).

¹ The terminology derives from Μπασάκος 2016 (passim)· Τσίτσιου-Χελιδόνη 2012· Anderson 2000 (passim)· Enos 2010 (passim)· Fahnestock 2011 (passim)· Jasinski 2001 (passim)· Kennedy 1994 (passim)· Lanham 1991 (passim)· Lausberg 1998 (passim)· Pernot 2015 (passim)· Sloane 2001 (passim).

3. Speech-pairs (*Διττοί Λόγοι*)

Political debate, one of the defining characteristics of democracy, is genuinely expressed in Speech-pairs delivered by statesmen before the citizens' assembly. The rhetorical art, inseparably intertwined with political life, stimulates political judgement and provides aesthetic delight. The interaction between the speaker and the audience often determines the effectiveness of the speech.

Speech-pairs:

- a. 433 B.C.: The Corcyraean envoys' speech to the Athenian Assembly (Ecclesia) (1.32.1-36.3) and the Corinthian envoys' reply (1.37.1-43.4).
- b. 432 B.C.: The Corinthian envoys' speech to the Spartan Assembly (Apella) (1.68.1-71.7) and the Athenian envoys' reply (1.73.1-78.4).
- c. 432 B.C.: King Archidamus' speech to the Spartan Assembly (Apella) in favour of peace (1.80.1-85.2) and the Ephor Sthenelaidas' speech in favour of war (1.86.1-5).
- d. 431 B.C.: Pericles' first speech to the Athenian Assembly (Ecclesia) before the start of the Peloponnesian war (1.140.1-144.4) and
- e. 430 B.C.: Pericles' third speech to the Athenian Assembly (Ecclesia) after the second Lacedaemonians' invasion of Attica (2.60.1-64.6).
- f. 430 B.C.: The Plataeans' speech during the seize of Plataea by the Lacedaemonians (2.71.2-4) and King Archidamus' reply (2.72.1).
- g. 427 B.C.: Cleon's speech to the Athenian Assembly (Ecclesia) about Mytilene (3.37.1-40.7) and Diodotus' speech (3.42.1-48.2).
- h. 427 B.C.: The Plataeans' speech to the Spartan Judges during the surrender of their city (3.53.1-59.4) and the Thebans' reply (3.61.1-67.7).
- i. 416 B.C.: Conference between Athenian and Melian negotiators (5.85.1-113.1).
- j. 415 B.C.: Nicias' speech to the Athenian Assembly (Ecclesia) prior to the departure for Sicily (6.9.1-14.1), Alcibiades' reply (6.16.1-18.7) and Nicias' rejoinder (6.20.1-23.3).
- k. 415 B.C.: Hermocrates' speech to the Syracusan Assembly (6.33.1-34.9), Athenagoras' counter-speech (6.36.1-40.2) and a Syracusan General's speech (6.41.2-41.4).
- l. 415 B.C.: Hermocrates' speech at Camarina as Envoy of Syracuse (6.76.1-80.5) and Euphemus' reply as Envoy of Athens (6.82.1-87.5).

B. PROBLEMATICS

Although the philological, historical and factual aspects of the Thucydidean speeches have been comprehensively analyzed and the pertinent literature is extensive, their rhetorical aspect hasn't been thoroughly examined. Analyzing the speeches from a rhetorical point of view is indispensable, because they make up a noteworthy corpus of applied rhetoric under real-world circumstances. Through rhetorical analysis, the speaker's arguments are formalized, the *topoi* are decoded, the motives and the objectives are revealed, the aesthetic value of the speech is brought forth, the speaker's ideological gear and subtlety are illuminated, and finally the mechanisms through which the citizens' political judgement is stimulated inducing political developments, are clearly shown.

In particular, Speech-pairs, as a form of direct political debate followed promptly by the citizens' political verdict, form an excellent corpus for illustrating ideological and political differences, which during periods of tension, when the stakes are high, may become extreme. Their win-lose nature enhances their conflictive character. Hence it's interesting to examine both the methods of persuasion used by speakers – even extreme ones like *ad hominem* arguments (Negative Ethotic Arguments) – as well as the way the audience perceives and evaluates them.

C. AIM OF THE DISSERTATION/RESEARCH

The present dissertation aims at a rhetorical analysis of the Speech-pairs according to the Neo-Aristotelian Method of Rhetorical Criticism, the typology of the *topoi* according to Corbett & Connors, in addition to the Aristotelian classification, the Image Repair Theory provided by Benoit, and the typology of Negative Ethotic Arguments provided by Walton. Context Analysis is employed for a comparative analysis of the results. The originality of the dissertation lies in the application of the aforementioned tools. In effect, modern context analysis tools are applied to an ancient Greek text.

The following topics will be examined:

- The use of *topoi* (common *topoi* and special *topoi*) when constructing the arguments, and their functionality.
- The differentiation of the arguments according to the Context, as well as the speaker's political beliefs and cultural background.

- The differentiation of the arguments during the war.
- The Image Repair Theory deployment and effectiveness.
- The Negative Ethotic Arguments deployment and effectiveness.
- The assets of the speech which persuaded the audience, from a given pair of speeches, by means of comparative analysis.
- The functionality of the Figures of Speech.
- The speaker's lexical and stylistic choices.

D. METHODOLOGY OF THE RESEARCH

1. Neo-Aristotelian Method of Rhetorical Criticism

The rhetorical analysis of each speech will be based on the Neo-Aristotelian Method of Rhetorical Criticism². The analysis is divided into two parts: the Contextual Rhetorical Analysis and the Textual Rhetorical Analysis. The Contextual Rhetorical Analysis examines the extra-linguistic context of the speech, in order to interpret it: Who (*Quis*), What (*Quid*), Where (*Ubi*), Why (*Cur*), In what way (*Quomodo*), When (*Quando*), Purpose (*Propositum*), Audience (*Auditores*) (Lausberg 1998: 154; Pernot 2015: 224). The Textual Rhetorical Analysis examines the speech itself by means of the five *Canons* of Aristotle's *Ars Rhetorica*³.

The term Invention (*Εὑρεσις, Inventio*) refers to the argumentation used by the speaker in order to support his views. He may appeal to Ethics (*Ethos, ἠθος*), to Passion (*Pathos, Πάθος*) and to Logic (*Logos, Λόγος*), as a way of stimulating the audience's critical thinking. His arguments are based on *topoi* (*loci argumentorum*), both common and special. The Arrangement (*Τάξις, Dispositio*) defines the place of each argument in the speech, so that their articulation maximizes their effect. The Style (*Λέξις, Elocutio*) refers to the way the arguments are presented. The Figures of Speech include the *tropes* (*ρήτορικοί τρόποι*) and the *figurae* (*ρήτορικά σχήματα*), i.e. the *figurae mentis* (*σχήματα διανοίας, conformatio sententiae*) and the *figurae verborum* (*σχήματα λέξεως*)⁴.

² See Black 1978: 10-35, 91-131; Foss 2018: 29-37; Hart and Daughton 2004: 21-174; Selzer 2004: 279-307.

³ Μπασάκος 2016 (passim); Τσίτσιου-Χελιδόνη 2012; Kennedy 1994: 57-61; Pernot 2015: 42-44.

⁴ The examination of Memory (*Μνήμη, Memoria*) and Delivery (*Υπόκρισις, Pronuntiatio, Actio*) is impossible.

2. Τόποι (*Topoi, loci argumentorum*)

The typology of *Topoi* is provided by Aristotle's *Ars Rhetorica* (*Ρητορική*) (2.23.1397a1-1402a28) and Aristotle's *Ars Topica* (*Τοπικά*) (2.1.108b34-7.5.155a36). The modern approach to *topoi* was established by Corbett & Connors (1965: 94-142)⁵.

3. Image Repair Theory

“The primary characteristic of public image is its dependence on opinion rather than reality” (Τσακμάκης 2011: 185). In case of attack against one's public image, Image Repair Strategies may be employed in order to restore it. William L. Benoit (1995: 74-82) provides the typology of the Image Repair Theory⁶.

4. Negative Ethotic Arguments

When addressing the public, the speaker is not only concerned with persuading the audience as regards the advantages of his own view but also with weakening his opponent's view. By the use of Negative Ethotic Arguments (*Argumentum ad hominem*) the latter's argumentation is destabilized and, as a result, his credibility falters. Aristotle refers to Negative Ethotic Arguments in *Sophistici Elenchi* (*Σοφιστικοί Έλεγχοι*) 1.4.165b22-1.7.169b17. Today a typology of Negative Ethotic Arguments is provided by Walton (1998: 248-259)⁷.

5. Context Analysis

Speech-pairs aim at providing the citizen with the alternative proposals on a given issue as well as with the argumentation that support each of them. “Judgement, according to Aristotle, is neither passive nor subordinate – it is the opposite, energetic and dominant” (Μπασάκος 2016: 58). The advantages of the winning persuasive proposal are clearly revealed by means of Context Analysis. According to Berelson (1952: 18) “Content analysis is a research technique for the objective, systematic, and quantitative description of the manifest content of communication” leading to reliable conclusions.

⁵ See, also, Lausberg 1998: 167-196· Pernot 2015: 224-5· Rubinelli 2009: 3-90, 111-144· Walton 1996: 46-111· Walton 2013: 93-180.

⁶ For the subcategories of Image Repair Strategies see, also, Σκεύη & Σαμαράς 2017: 87-123.

⁷ See Σαμαράς, Κολοβός, Παπαγιάννη 2015: 57-81.

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