

**INTERNATIONAL CONFERENCE**

**Addressing Matters in Context:**

**The Art of Persuasion across Genres and Times**

**Programme**

**Thursday 27/08/2015**

08:30-09:45 Registration/ Tea & coffee

09:45Welcome: **Constantinos Christofides** (Rector of the University of Cyprus)

09:55Welcome: **Kyriakos Demetriou** (Department of Social and Political Science, University of Cyprus)

10:05Welcome: **Antonis Tsakmakis** (Department of Classics and Philosophy, University of Cyprus)

10:15Welcome by the organizers: **Sophia Papaioannou** (University of Athens) & **Andreas Serafim** (University of Cyprus/ Open University of Cyprus)

**10:30 -12:30 Session 1 - Persuasion across times**

Chair: Jon Hesk (St Andrews)

10:30-11:00 **Christopher Carey (UCL)**: *In praise of the dead: the epitaphios logos ancient and modern*

11:00-11:30 **Adele Scafuro (Brown)**: *The rhetoric of impeachment: trials in England, the United States, and ancient Greece*

11:30-12:00 **Brenda Griffith-Williams (UCL)**: *“We’re all in this together”: the art of (un)communication in political discourse*

12:00-12:30 **Andreas Hetzel (Fatih/ Magdeburg)**: *Persuasive language beyond giving reasons: from Gorgias to Jane Austen*

12:30-13:30 Lunch

**13:30-16:00 Session 2 - Persuasion in Historiography**

Chair: Adele Scafuro (Brown University)

13:30-14:00 **Tazuko Angela van Berkel (Leiden)**: *Pericles’ rhetoric of numbers*

14:00-14:30 **Roger Brock (Leeds)**: *Public and private persuasion in the historical works of Xenophon*

14:30-15:00 **Antonis Tsakmakis (Cyprus)**: *Thucydides and Mytilene’s revolt: rhetoric and beyond*

15:00-15:30 **Maria Kythreotou (Cyprus)**: *Persuasion in Thucydidean speeches*

15:30-16:00 **Jessica Evans (Middlebury)**: *Sophistic effeminacy and Athenian manhood: gendered truths and patriotism in Thucydides' History and Plato's Gorgias*

16:00-16:30 Tea & coffee break

**16:30-19:00 Session 3 - Persuasion across boundaries: Oratory and Historiography**

Chair: Michael Gagarin (Austin)

16:30-17:00 **Stephen Todd (Manchester)**: *Greek historians and the language of rhetorical proof*

17:00-17:30 **Jon Hesk (St Andrews)**: *Thucydides and Xenophon on deliberative pathologies and the contingency of rhetorical situations*

17:30-18:00 **Rebecca Van Hove (KCL)**: *Oracles as tools of persuasion and sources of authority in Herodotus and Attic Oratory*

18:00-18:30 **Kostas Vlassopoulos (Crete)**: *Appeals to class in Greek oratory and historiography*

18:30-19:00 **Robert Sing (Cambridge)**: *Assessing Financial Power in War in Thucydides and Demosthenes*

19:00 End of panel

19:15-20:15 **Keynote lecture**

Chair: Antonis Tsakmakis (Cyprus)

**Michael Gagarin (Austin**): *The Greek art of persuasion and its influence*

20:15 End of panel

20:30 Dinner at a local restaurant

**Friday 28/08/2015**

09:00-09:30 Tea & coffee

**09:30-11:00 Session 4 - The language, style and performativity of persuasion I**

Chair: Christopher Carey (UCL)

09:30-10:00 **T. Davina McClain (Northwestern State University)**: *Women speak: direct dpeech in Livy’s Ab Urbe Condita*

10:00-10:30 **Andreas Serafim (Cyprus/ OU Cyprus)**: *Persuasive conventions: imperative and questions in Attic oratory*

10:30-11:00 **Tzu-I Liao (UCL)**: *Rhetoric on the border: De Corona as both judicial and deliberative speech*

11:00-11:30 Tea & coffee

**11:30-13:00 Session 5 - The language, style and performativity of persuasion II**

Chair: Roger Brock (University of Leeds)

11:30-12:00 **Eleni Volonaki (Peloponnese)**: *Narrative persuasion in forensic oratory*

12:00-12:30 **Flaminia Beneventano (Siena)**: *Apophainein. Demonstration and performance between forensic oratory and Herodotus’ Histories*

12:30-13:00 **Alessandro Vatri (Oxford)**: *Poetry in the Attic lawcourt: how to (re)cite it, and how to recognize it*

13:00-14:00   Lunch

**14:00-16:00 Session 6 - Emotional persuasion**

Chair: Sophia Papaioannou (Athens)

14:00-14:30 **Ricardo Gancz & Gabriel Danzig** **(Bar Ilan University)**: *Arousing the emotions by speech: an Aristotelian theory*

14:30-15:00 **Dimos Spatharas (Crete)**: *Enargeia and emotions in the Attic orators*

15:00-15:30 **Jennifer Devereaux (Southern California University)**: *Embodied metaphor and the rhetoric of emotion in Greek and Latin Prose*

15:30-16:00 **Sophia Xenophontos (Glasgow)**: *The art of persuasion in Galen’s medical and ethical writings*

16:00-16:30 Tea & coffee

**16:30-19:00 Session 7 - Persuasion in Roman rhetoric and historiography**

Chair: Michael Paschalis (Crete)

16:30-17:00 **Thierry Hirsch (Oxford)**: *“Rectumne fuerit ab Oreste matrem occidi”. Examples in the two oldest extant Roman treatises on rhetoric*

17:00-17:30 **Jakob Wisse (Newcastle)**: *Left to one’s own deliberative devices: orators, historians, and rhetorical theory*

17:30-18:00 **Victoria Pagan (Florida)**: *Dialogus de Principibus? Tacitus on the art of persuasion in the Julio-Claudian era*

18:00-18:30 **Benoit Sans (Brussels)**: *Battle speeches and narrative strategies in ancient historiography*

18:30-19:00 **Georgios Vassiliades (Paris IV-Sorbonne)**: *The debate on the lex Oppia in Livy: juxtaposing two failed strategies for persuasion*

19:00 End of panel

20:00 Dinner in the hotel

**Saturday 29/08/2014**

09:00-09:30 Tea & coffee

**09:30-11:00 Session 8 - Persuasion across genres: literature I**

Chair: Judith Mossman (Nottingham)

09:30-10:00 **Costas Apostolakis (Crete)**: *The rhetoric of Athenian imperialism through genres: some aspects in fifth century literature*

10:00-10:30 **Antonis Petrides (OU Cyprus)**: *λελάληκεν ἡδέως ἐν τῷ βίῳ οὐδενί: Knemon’s apologia pro vita sua in Menander’s Dyskolos*

10:30-11:00 **Francesca Scrofani (EHESS/ Università degli Studi di Trento)**: *Bodily language of persuasion in Euripides’ Medea*

11:00-11:30 Tea & coffee

**11:30-13:00** **Session 9 -** **Persuasion across genres: literature II**

Chair: Kathryn Tempest (Roehampton)

11:30-12:00 **Andreas Michalopoulos (Athens)**: *The art of persuasion in Seneca’s Agamemnon: the debate between Clytemnestra and her nurse*

12:00-12:30 **Michael Paschalis (Crete)**: *The art of ruling an empire: persuasion at point zero*

12:30-13:00 **Sophia Papaioannou (Athens)**: *The poetics and politics of persuasion in Ovid’s and Quintus’ reconstructions of the Hoplon Krisis*

13:00-14:00 Lunch

**14:00-16:00 Session 10 - Persuasion across genres: prose**

Chair: Stephanos Efthymiades (OU Cyprus)

14:00-14:30 **Judith Mossman (Nottingham)**: *A ghostly presence: the strange absence of persuasion from Plutarch’s Cimon*

14:30-15:00 **Kathryn Tempest (Roehampton)**: *The Pseudepigrapha of M. Junius Brutus: persuading whom, when, how and why?*

15:00-15:30 **Margot Neger (Salzburg)**: *Pliny’s Letters and the art of persuasion*

15:30 End of panel

**15:30-16:00** **Closing remarks**

Sophia Papaioannou (Athens) & Andreas Serafim (Cyprus/ OU Cyprus)

16:00End of the conference