

ROUTLEDGE STUDIES IN RHETORIC AND
COMMUNICATION

Adaptive Rhetoric

Evolution, Culture, and the Art of Persuasion

Alex C. Parrish



Adaptive Rhetoric Evolution Culture And The Art Of Persuasion

Scott Sundvall



Adaptive Rhetoric Evolution Culture And The Art Of Persuasion:

Adaptive Rhetoric Alex C. Parrish, 2013-11-07 Rhetorical scholarship has for decades relied solely on culture to explain persuasive behavior While this focus allows for deep explorations of historical circumstance it neglects the powerful effects of biology on rhetorical behavior how our bodies and brains help shape and constrain rhetorical acts Not only is the cultural model incomplete but it tacitly endorses the fallacy of human exceptionalism By introducing evolutionary biology into the study of rhetoric this book serves as a model of a biocultural paradigm Being mindful of biological and cultural influences allows for a deeper view of rhetoric one that is aware of the ubiquity of persuasive behavior in nature Human and nonhuman animals and even some plants persuade to survive to live love and cooperate That this broad spectrum of rhetorical behavior exists in the animal world demonstrates how much we can learn from evolutionary biology By incorporating scholarship on animal signaling into the study of rhetoric the author explores how communication has evolved and how numerous different species of animals employ similar persuasive tactics in order to overcome similar problems This cross species study of rhetoric allows us to trace the origins of our own persuasive behaviors providing us with a deeper history of rhetoric that transcends the written and the televised and reveals the artifacts of our communicative past Rhetorical Animals Kristian Bjørkdahl, Alex C. Parrish, 2017-11-30 For this edited volume the editors solicited chapters that investigate the place of nonhuman animals in the purview of rhetorical theory what it would mean to communicate beyond the human community how rhetoric reveals our brute roots In other words this book investigates themes that enlighten us about likely or possible implications of the animal turn within rhetorical studies The present book is unique in its focus on the call for nonanthropocentrism in rhetorical studies Although there have been many hints in recent years that rhetoric is beginning to consider the implications of the animal turn as yet no other anthology makes this its explicit starting point and sustained objective Thus the various contributions to this book promise to further the ongoing debate about what rhetoric might be after it sheds its long standing humanistic bias **The Routledge Handbook of Language and Persuasion** Jeanne Fahnestock, Randy Allen Harris, 2022-09-30 This handbook provides a wide ranging authoritative and cutting edge overview of language and persuasion Featuring a range of international contributors the handbook outlines the basic materials of linguistic persuasion sound words syntax and discourse and the rhetorical basics that they enable such as appeals argument schemes arrangement strategies and accommodation devices After a comprehensive introduction that brings together the elements of linguistics and the vectors of rhetoric the handbook is divided into six parts Part I covers the basic rhetorical appeals to character the emotions argument schemes and types of issues that constitute persuasion Part II covers the enduring effects of persuasive language from humor to polarization while a special group of chapters in Part III examines figures of speech and their rhetorical uses In Part IV contributors focus on different fields and genres of argument as entry points for research into conventions of arguing Part V examines the evolutionary and developmental roots of persuasive

language and Part VI highlights new computational methods of language analysis This handbook is essential reading for those researching and studying persuasive language in the fields of linguistics rhetoric argumentation communication discourse studies political science psychology digital studies mass media and journalism **Rhetorics Change / Rhetoric's Change** Jenny Rice,Chelsea Graham,Eric Detweiler,2018-05-01 Rhetorics Change Rhetoric s Change features selected essays multimedia texts and audio pieces from the 2016 Rhetoric Society of America biennial conference which spotlighted the theme Rhetoric and Change The pieces are broadly focused around eight different lines of thought Aural Rhetorics Rhetoric and Science Embodiment Digital Rhetorics Languages and Publics Apologia Revolution Reflection and Intersectionality Interdisciplinarity and the Future of Feminist Rhetoric Simultaneously familiar yet new the value of this collection can be found in the range of its modes and voices Narrative Persuasion. A Cognitive Perspective on Language Evolution Francesco Ferretti,2022-08-23 This book explores the evolutionary and cognitive foundations of human communication focusing on narrative as its distinctive dimension Within a framework of continuity with both the communication of our hominin predecessors and that of non human animals the book is about a twofold proposal It includes the idea that human and animal communication has an intrinsically persuasive nature along with the hypothesis that humans developed narrative forms of communication in order to enhance their persuasive abilities In this view narrative persuasion becomes the feature that distinguishes human communication from animal communication The study of the transition from animal communication to language addresses both the selective pressures that led communication for persuasive purposes to take a narrative form and the cognitive architectures and expressive systems that enabled our ancestors to cope with the selective pressures of persuasive narrative based communication Language evolution is interdisciplinary even from the specific perspective of evolutionary pragmatics chosen here Therefore this book is intended for researchers working in fields such as cognitive sciences philosophy evolutionary biology cognitive psychology and primatology It also represents a valuable resource for advanced students in cognitive sciences linguistics and philosophy **The Sensory Modes of Animal Rhetorics** Alex C. Parrish,2021-07-14 The Sensory Modes of Animal Rhetorics A Hoot in the Light presents the latest research in animal perception and cognition in the context of rhetorical theory Alex C Parrish explores the science of animal signaling that shows human and nonhuman animals share similar rhetorical strategies such as communicating to manipulate or persuade which suggests the vast impact sensory modalities have on communication in nature The book demonstrates new ways of seeing humans and how we have separated ourselves from and subjectified the animal rhetor This type of cross species study allows us to trace the origins of our own persuasive behaviors providing a deeper and more inclusive history of rhetoric than ever before **Evolution and Popular Narrative** ,2019-06-07 The contributors to this volume share the assumption that popular narrative when viewed with an evolutionary lens offers an incisive index into human nature In theory narrative art could take a near infinity of possible forms In actual practice however particular motifs plot patterns stereotypical figures

and artistic devices persistently resurface indicating specific predilections frequently at odds with our actual living conditions Our studies explore various media and genres to gauge the impact of our evolutionary inheritance in interdependence with the respective cultural environments on our aesthetic appreciation As they suggest research into mass culture is not only indispensable for evolutionary criticism but may also contribute to our understanding of prehistoric selection pressures that still influence modern preferences in popular narrative Contributions by David Andrews James Carney Mathias Clasen Brett Cooke Tam s D vid Barrett Tom Dolack Kathryn Duncan Isabel Behncke Izquierdo Joe Keener Alex C Parrish Todd K Platts Anna Rotkirch Judith P Saunders Michelle Scalise Sugiyama Dirk Vanderbeke and Sophia Wege

Rhetorical Speculations Scott Sundvall, 2019-04-15 The future of writing studies is fundamentally tied to advancing technological development writing cannot be done without a technology and different technologies mediate writing differently In Rhetorical Speculations contributors engage with emerging technologies of composition through speculative modeling as a strategy for anticipatory futural thinking for rhetoric and writing studies Rhetoric and writing studies often engages technological shifts reactively after the production and reception of rhetoric and writing has changed This collection allows rhetoric and writing scholars to explore modes of critical speculation into the transformative effect of emerging technologies particularly as a means to speculate on future shifts in the intellectual pedagogical and institutional frameworks of the field In doing so the project repositions rhetoric and writing scholars as proprietors of our technological future to come rather than as secondary receivers critics and adjusters of the technological present Major and emerging voices in the field offer a range of styles that include pragmatic technical and philosophical approaches to the issue of speculative rhetoric exploring what new media writing studies could be theoretically pedagogically and institutionally as future technologies begin to impinge on the work of writing Rhetorical Speculations is at the cutting edge of the subject of futures thinking and will have broad appeal to scholars of rhetoric literacy futures studies and material and popular culture Contributors Bahareh Brittany Alaei Sarah J Arroyo Kristine L Blair Geoffrey V Carter Sid Dobrin Kristie S Fleckenstein Steve Holmes Kyle Jensen Halcyon Lawrence Alexander Monea Sean Morey Alex Reid Jeff Rice Gregory L Ulmer Anna Worm **The Words of**

Winston Churchill Jonathan Locke Hart, 2022-09-30 The Words of Winston Churchill a study that ranges over the course of a rich controversial and remarkable career is about the power and art of his language as a writer and speaker Churchill used words as the greatest of poets and orators do and did so in Parliament and for the people Britain and the empire in war and peace facing the changes in the world and resisting Hitler and the Nazis Drawing on the traditions of poetics rhetoric and textual commentary the study concentrates on Churchill s writing and is sensitive to texts and contexts and to the archive A central matter is Churchill speaking in Parliament and the reception of his speeches there for over six decades although his work as a writer and a speaker outside the House of Commons is also important Churchill speaks to the House the people Britain the Empire the Commonwealth and the world and in crisis defends freedom and democracy *Rhetoric in Tooth and*

Claw Debra Hawhee, 2016-11-21 We tend to think of rhetoric as a solely human art. After all, only humans can use language artfully to make a point, the very definition of rhetoric. Yet when you look at ancient and early modern treatises on rhetoric, what you find is surprising: they're crawling with animals. With *Rhetoric in Tooth and Claw*, Debra Hawhee explores this unexpected aspect of early thinking about rhetoric, going on from there to examine the enduring presence of nonhuman animals in rhetorical theory and education. In doing so, she not only offers a counter history of rhetoric but also brings rhetorical studies into dialogue with animal studies, one of the most vibrant areas of interest in humanities today. By removing humanity and human reason from the center of our study of argument, Hawhee frees up space to study and emphasize other crucial components of communication like energy, bodies, and sensation. Drawing on thinkers from Aristotle to Erasmus, *Rhetoric in Tooth and Claw* tells a new story of the discipline's history and development, one animated by the energy, force, liveliness, and diversity of our relationships with our partners in feeling other animals.

Immerse yourself in heartwarming tales of love and emotion with Crafted by is touching creation, Experience Loveis Journey in **Adaptive Rhetoric Evolution Culture And The Art Of Persuasion** . This emotionally charged ebook, available for download in a PDF format (*), is a celebration of love in all its forms. Download now and let the warmth of these stories envelop your heart.

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