

THE RHETORIC *A Student's Guide to Power in Persuasion* COMPANION

— ANSWER KEY —

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LESSON 1 - Biblical Wisdom and Rhetoric

1. Where does the almost-universal suspicion of rhetoric come from?

- The suspicion goes back at least to Socrates, because “rhetoric” has often become synonymous with “manipulative sophistry.”

2. Is this a biblical suspicion?

- The suspicion of rhetoric was first of all a pagan suspicion, although the Bible does reject a certain kind of rhetorical sophistry.

3. What is the position of rhetoric in the Trivium?

- Rhetoric is a sort of halfway point between the Trivium and the Quadrivium.

4. What is the Quadrivium?

- The Quadrivium is the last four of the seven liberal arts: arithmetic, geometry, astronomy, and music.

5. What is sophistry?

- Sophistry is a manipulative system of tricks of logic and diction, with the goal of winning a case irrespective of the “right” side or the “right” way to win.

6. Does I Corinthians I:I7–2:I3 require Christians to reject rhetoric? Why or why not?

- No. Paul rejects rhetoric when it pretends to be autonomous and not under Christ and the Gospel: a Christian must speak honestly and plainly. But a Christian must also speak appealingly, thoughtfully, and deliberately, which is the subject of rhetoric.

LESSON 2 - The Purposes of Rhetoric

- 1. What is the definition of rhetoric we are using in this book? How does the Christian faith affect the definition?**
 - Quintilian’s definition is that rhetoric is the art of a good man speaking well. However, all these terms must be defined biblically: rhetoric is the art of a godly man speaking well in his attempt to persuade others to believe and act in accordance with biblical wisdom.

- 2. What are the three purposes of rhetoric?**
 - Rhetoric is meant to deal with ignorance, bring about like-mindedness, and motivate to action.

- 3. What was Aristotle’s definition of rhetoric? Are there any problems with it?**
 - Aristotle’s definition of rhetoric: “The power of discovering the possible means of persuasion in reference to any subject whatever.” This definition allows for means of persuasion not in the least bit oratorical, and is more appropriate for the process of invention.

- 4. What are the three kinds of rhetoric in the ancient classification?**
 - The three categories of ancient rhetoric are Judicial (guilt or innocence), Deliberative (courses of action), and Epideictic (praise or blame).

- 5. Have there been any developments in “kinds” since then?**
 - Christianity adds the categories of Preaching (proclaiming the word of God—what to believe) and Teaching (expounding the word of God—what to do).

LESSON 3 - Basic Copiousness

I. What is copiousness? Why is it important for your speaking?

- Copiousness refers to the material (phrases, experiences, knowledge, etc.) out of which a rhetor composes his oratory. If you are very copious, you will have taken in many things to draw from when you speak; whereas, if you know nothing except what you've learned from sitcoms, your speech will suffer.

2. What are the two definitions of “commonplace”?

- “Commonplaces” can either refer to 1) commonly held worldview phrases circulated in every community, or to 2) quotations, phrases, and poems to aid the flow of the speaker's copiousness and to influence the speaker's voice.

3. What retards copiousness?

- A slack lifestyle and overconsumption of popular entertainment.

4. What are some good ways to achieve copiousness?

- Read the Bible and good books. Read lots of books. Collect words by reading dictionaries and other word tools. Read aloud to yourself. Record and use great commonplaces.

5. What is the effect of copiousness on the listener?

- A copious speaker will always leave the audience wanting to hear more.

LESSON 4 - **Invention:** THE FIRST OF THE FIVE CANONS

- 1. What are the five canons of rhetoric? Be prepared to define and discuss each of them.**
 - Invention: coming up with content (proofs).
 - Arrangement: clearly and persuasively organizing arguments.
 - Style: using good syntax and diction.
 - Memory: remembering the arguments.
 - Delivery: saying the arguments.

- 2. What are the three kinds of proof? Under which canon of rhetoric are they to be studied?**
 - The three kinds of proof are ethos, pathos, and logos. They are studied under Invention, because all means of oratorical persuasion fall under one of these three kinds of proof.

- 3. Explain why each is legitimately a species of proof.**
 - Because the questions “Who am I?,” “Who are they?,” and “Where am I trying to get them?” are always relevant, and every situation necessarily involves elements of ethical, pathetic, and logical proof.

- 4. What is stasis theory?**
 - Stasis theory is a means of helping the speaker discover the fundamental point at issue.

- 5. What is Invention?**
 - Before you can say anything, you have to “come up” with something to say. Coming up with the content is called invention.

LESSON 5 - **Arrangement:** THE SECOND OF THE FIVE CANONS

1. What is arrangement?

- Arrangement deals with clearly and persuasively organizing arguments.

2. What is the basic arrangement of a speech in classical rhetoric?

- The basic arrangement of an entire classical speech is: Introduction, statement of facts, proofs, and conclusion.

3. What is the detailed arrangement?

- The more detailed arrangement of an entire classical speech is: exordium, narratio, partitio, (propositio), confirmatio, refutatio, and peroratio.

4. What is an exordium?

- An exordium is an introduction or glimpse of what is to come, intended to hook the audience.

5. What is partitio?

- The partitio is the outline of the whole speech.

6. What is the propositio?

- The propositio is the thing the speaker is attempting to show: the point of the speech (the thesis statement).

7. What is the narratio?

- The narratio depicts the facts of the case and the material to be used later in the speech.

8. What is the *refutatio*?

- The *refutatio* anticipates and answers objections to the *propositio*.

9. What is the *peroratio*?

- The *peroratio* is the concluding remarks.

10. What is *confirmatio*?

- The *confirmatio* is the presentation of the arguments.

LESSON 6 - **Style:** THE THIRD OF THE FIVE CANONS

I. What is style?

- Style is the sum total of the aesthetics of your speech, based on correctness, clarity, language style, ornament, and sentence structure.

2. What are the three levels of style? Give an example of each.

- Grand: “Good evening.”
- Middle: “Hello.”
- Plain: “Hi.”

3. What are the five elements of style?

- The five elements of style are: Correctness, clarity, language style, ornament, and sentence structure.