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Rhetoric of Motives: showing that rhetoric exists in literature not purposely intended to persuade;
Identifying real people with characters in literature story may be seen as an argument about how we can/should understand that person "Wherever there is persuasion, there is rhetoric, and wherever there is 'meaning' there is 'persuasion'"

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"Persuasion involves choice, will; it is directed to a man only insofar as he is free. This is good to

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remember, in these days of dictatorship and near-dictatorship. Only insofar as men are potentially free, must the spellbinder seek to persuade them (Rhetoric of Motives 50). How does this relate to the concept of inverted totalitarianism?

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A Rhetoric of Motives (□□)

A rhetoric of motives. This edition published in 1969 by University of California Press in Berkeley.
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