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and identification. Persuasion, as Burke sees it, "ranges from the bluntest quest of advantage, as in sales promotion or propaganda, through courtship, social etiquette, education, and the sermon, to a 'pure' form that delights in the process of appeal for itself alone, without ulterior purpose.

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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 remember, in these days

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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. Classifications Dewey Decimal Class 149/.94 Library of Congress B840 .B8 1969 The Physical Object Pagination xv, 340 p. Number of pages 340 ID Numbers Open Library OL5684937M Internet Archive

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"A Rhetoric of Motives" was published in 1950, five years after "A Grammar of Motives," the first volume of a planned trilogy "On Human Relations" that was never officially completed. Having established the critical vocabulary of the dramatistic pentad in the first volume, this second work explores how all forms of human activities, whether linguistic or not, are modes of symbolizing.

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