

## Aristotle's Arrangement of Classical Rhetoric

<b><i>exordium</i></b>	introduction	The introduction of a speech, where one announces the subject and purpose of the discourse, and where one usually employs the persuasive appeal of <i>ethos</i> in order to establish credibility with the audience. The introduction serves two purposes: to inform the audience of the subject of the discourse, and to render the audience amenable to the speaker's argument.
<b><i>narratio</i></b>	statement of facts	The speaker here provides a narrative account of what has happened and generally explains the nature of the case. This section informs the audience of the circumstances that must be known before the formal argument is presented.
<b><i>partitio</i></b>	division	In this section of the oration, the speaker outlines what will follow, in accordance with what's been stated as the point at issue in the case. The section divides the subject into its various components or attributes and often employs parallelism through listing, numbering, and ordering.
<b><i>confirmatio</i></b>	proof	Following the division/outline or <i>partitio</i> comes the main body of the speech where one offers logical arguments as proof. The appeal to <i>logos</i> is emphasized here. The core of discourse, in which the argument is presented and proven. Generally, it is <i>not</i> advisable to present arguments in <i>descending</i> order of strength, as it has a debilitating, anticlimactic effect.
<b><i>refutatio</i></b>	refutation	Following the <i>confirmatio</i> or section on proof in a classical oration, comes the refutation. As the name connotes, this section of a speech was devoted to answering the counterarguments of one's opponent. Refutation can be achieved in a variety of ways, including logical appeal, emotional appeal, ethical appeal, wit (humor, sarcasm, puns), etc.
<b><i>peroratio</i></b>	conclusion	Concluding the classical oration, the <i>peroratio</i> conventionally employed appeals through <i>ethos</i> and <i>pathos</i> and often included a summing up. The conclusion should accomplish four tasks: (1) restate the facts and arguments, (2) amplify the force of one's points and diminish that of one's opponent, (3) inspire through one's character, and (4) rouse appropriate emotions. <ul style="list-style-type: none"> <li>• <i>accumulatio</i>: bringing together various points made throughout a speech and presenting them again in a forceful, climactic way</li> <li>• <i>anacephalaeosis</i>: a recapitulation of the facts</li> <li>• <i>epiphonema</i>: an epigrammatic summary which gathers into a pithy sentence what has preceded; a striking, summarizing reflection</li> <li>• <i>symperasma</i>: conclusion that includes a brief summary of the foregoing</li> <li>• <i>synathroesmus</i>: conglomeration of many words and expressions either with similar meaning (kind of repetition that adds emotional force or intellectual clarity) or not (piling up words of differing meaning but for a similar emotional effect)</li> </ul>