# CONTENTS

Acknowledgments........................................................................................................ 7
Abbreviations.............................................................................................................. 9
Contributors............................................................................................................... 11

**Ed Sanders**
Introduction.............................................................................................................. 13

**Part I: Emotion in Classical Greek Oratory – New Directions**

**Chris Carey**
Bashing the establishment...................................................................................... 27

**Brenda Griffith-Williams**
Rational and emotional persuasion in Athenian inheritance cases............ 41

**Ed Sanders**
Persuasion through emotions in Athenian deliberative oratory.............. 57

**Guy Westwood**
Nostalgia, politics and persuasion in Demosthenes’ *Letters*................. 75

**Part II: Emotion and the Formation of Community Identity**

**Angelos Chaniotis**
Displaying emotional community – the epigraphic evidence................. 93

**Maria Fragoulaki**
Emotion, persuasion and kinship in Thucydides: The Plataian debate (3.52–68) and the Melian Dialogue (5.85–113) .................................................. 113

**Alexandra Eckert**
‘There is no one who does not hate Sulla’: Emotion, persuasion and cultural trauma................................................................. 133
Contents

LUCY JACKSON
Greater than logos? Kinaesthetic empathy and mass persuasion in the choruses of Plato’s Laws.................................................. 147

PART III: PERSUASIVE STRATEGIES IN UNEQUAL POWER RELATIONSHIPS

JENNIFER WINTER
Instruction and example: Emotions in Xenophon’s Hipparchicus and Anabasis................................................................. 165

JAYNE KNIGHT
Anger as a mechanism for social control in Imperial Rome................. 183

JUDITH HAGEN
Emotions in Roman historiography: The rhetorical use of tears as a means of persuasion...................................................... 199

MATTHEW JOHNCOCK
‘He was moved, but …’: Failed appeals to the emotions in Ovid’s Metamorphoses............................................................ 213

PART IV: LINGUISTIC FORMULAE AND GENRE-SPECIFIC PERSUASION

ELEANOR DICKEY
Emotional language and formulae of persuasion in Greek papyrus letters.................................................................................. 237

IRENE SALVO
Emotions, persuasion and gender in Greek erotic curses.................... 263

FEDERICA IURESICA
Strategies of persuasion in provoked quarrels in Plautus:
A pragmatic perspective...................................................................... 281

KATE HAMMOND
‘It ain’t necessarily so’: Reinterpreting some poems of Catullus from a discursive psychological point of view................................. 295

General index.................................................................................... 315