

ROBERT N. GAINES

Department of Communication Studies, 203 Reese Phifer Hall, Box 870172
 The University of Alabama, Tuscaloosa AL 35487-0172
 rngaines@ua.edu | 205-348-8074
 17 January 2016

Employment

Academic Appointments

Professor, Communication Studies, The University of Alabama, 2015-Present
 Professor, Communication, University of Maryland, 2007-2015
 Associate Professor, Communication Arts and Theatre/Speech Communication/Communication, University of Maryland, 1986–2007
 Assistant Professor, Speech Communication, University of Washington, 1982–1986
 Acting Assistant Professor, Speech Communication, University of Washington, 1981–1982
 Acting Assistant Professor, Speech Communication, University of Virginia, 1979–1981

Administrative Appointments

Chair (Acting), Department of Communication, University of Maryland, March-June 1998
 Director, Honors Humanities, College of Arts and Humanities, University of Maryland, 2002-2005
 Associate Dean for Undergraduate Studies, Office Undergraduate Studies, University of Maryland, 2011-2014
 Director (Interim), Asian American Studies Program, Office of Undergraduate Studies, University of Maryland, March-August 2012

Education

PhD, Communication and Theatre Arts, University of Iowa, 1982. Dissertation: "Philodemus on Rhetorical Expression."

Cited in Giovanni Indelli, "Occurrences of ἡδονή and ἡδῶς in the Herculaneum Papyri," in *Philosophie der Lust: Studien zum Hedonismus*, ed. Michael Erler and Wolfgang Rother, 113-124 (Basel: Schwabe, 2012), 120, 120n33, 120n36; Laurentino Garcia y Garcia, *Nova biblioteca pompeiana project. Repertorium bibliographicum pompeianum* (Rome: Arbor sapientiae, 2012), Lettera G (5599-6501B), 7 [5628]; James I. Porter, "Φυσιολογεῖν. Nausiphanes of Teos and the Physics of Rhetoric: A Chapter in the History of Greek Atomism," *Cronache Ercolanesi* 32 (2002): 137; Friedrich Ueberweg, Helmut Holzhey, and Helmut Flashar, *Grundriß der Geschichte der Philosophie, Die Philosophie der Antike, in 2 Halbbdn. Bd. 4, Die hellenistische Philosophie* (Basel: Schwabe, 1994), 351; Giovanni Indelli, "References to Isocrates in *PHerc.* 1007 (Philodemus, *Rhetorica* IV)," in *Proceedings of the 20th International Congress of Papyrologists, Copenhagen, 23-29 August, 1992*, comp. Adam Bülow-Jacobsen (Copenhagen: Museum Tusulanum, 1994), 364; Jean Salem, *Lucrèce et l'éthique: la mort n'est rien pour nous* (Paris: Vrin, 1990), 281; Tiziano Dorandi, "Filodemo: Orientamenti della ricerca attuale," *Aufstieg und Niedergang der römischen Welt*, 2, 36, 4 (Berlin: Walter de Gruyter, 1990), 2364.

MA, Rhetoric, University of California, Davis, 1975. Thesis: "Plato's Response to Isocrates."
 BA, Rhetorica and Philosophy, University of California, Davis, 1972

Research, Scholarly and Creative Activities (Impact: citations > 420; h-index 13; g-index 19)

Books Edited

Gaines, Robert N., ed. 2004 [1532]. *The Art or craft of Rhetoryke [Electronic resource] / by Leonard Cox*. Oxford: Oxford Text Archive [Text 2471].

Cited in Leonard Cox, *The Art or Craft of Rhetoryke* (Gloucester, UK: Dodo Press, 2009); Leonard Cox, *The Project Gutenberg EBook of The Art or Craft of Rhetoryke* [EBook #25612], <http://www.gutenberg.org/files/25612/25612-8.txt>.

Gaines, Robert N., ed. 2004. *Advances in the History of Rhetoric*. Vol. 7. College Park, MD: American Society for the History of Rhetoric. [Pp. vi + 312; ISSN 1536–2426, ISBN 0–9760737–0–6]

Gaines, Robert N., ed. 2005. *Advances in the History of Rhetoric*. Vol. 8. College Park, MD: American Society for the History of Rhetoric. [Pp. vi + 313; ISSN 1536-2426, ISBN 0-9760737-1-4]

Gaines, Robert N., ed. 2006. *Advances in the History of Rhetoric*. Vol. 9. College Park, MD: American Society for the History of Rhetoric. [Pp. vi + 266; ISSN 1536-2426, Electronic ISSN 1936-0835, ISBN 0-9760737-2-2]

Gaines, Robert N., ed. 2007. *Advances in the History of Rhetoric*. Vol. 10. College Park, MD: American Society for the History of Rhetoric. [Pp. vi + 293; ISSN 1536-2426, Electronic ISSN 1936-0835, ISBN 978-0-9760737-3-4]

Gaines, Robert N., ed. 2010. *Advances in the History of Rhetoric*, Vol. 11/12. College Park, MD: American Society for the History of Rhetoric. [Pp. vi + 430; ISSN 1536-2426, Electronic ISSN 1936-0835, ISBN 978-0-9760737-4-1]

Book Chapters

Gaines, Robert N. 1995. "Cicero's Response to the Philosophers in *De oratore*, Book 1." In *Rhetoric and Pedagogy: Its History, Philosophy, and Practice. Essays in Honor of James J. Murphy*, ed. Winifred Bryan Horner and Michael Leff, 43-56. Mahwah, NJ: Erlbaum.

Cited in Christopher van den Berg, *The World of Tacitus' Dialogus de Oratoribus: Aesthetics and Empire in Ancient Rome* (Cambridge: Cambridge University Press, 2014), 40n72, 322; Daniel P. Hanchey, "Rhetoric and The Immortal Soul in Tusculan Disputation I," *Syllecta Classica* 24.1 (2013): 77-103, 99, 102; Joseph A. DiLuzio, "Rhetoric and Power in Cicero's Early Speeches," PhD diss., Boston University, 2013; Florian Hartmann, "Funktionen der Beredsamkeit im kommunalen Italien. Befunde und Probleme." In *Cum verbis ut Italici solent ornatisimis: Funktionen der Beredsamkeit im kommunalen Italien/Funzioni dell'eloquenza nell'Italia comunale*, ed. Florian Hartmann, 9-24, Super alta perennis. Studien zur Wirkung der Klassischen Antike 9 (Bonn: Bonn University Press, 2011), 12n17; Jakob Wisse, Michael Winterbottom, and Elaine Fantham, *M. Tullius Cicero De orator libri III. A Commentary on Book III, 96-230* (Heidelberg: Universitätsverlag Winter, 2008), 421; Roderick Henry Martin, III, "The Reformation of Conscience: Rhetoric in the Lutheran Casuistry of Friedrich Balduin (1575-1627)," PhD diss., University of Virginia, 2008, 46n61, 599; Joy Connolly, *The State of Speech: Rhetoric and Political Thought in Ancient Rome* (Princeton: Princeton University Press, 2007), 121n4, 128, 281; Carolyn Kyyhkynen Lee, "A Kumiai Project: Leadership and Social Influence in Response to a Community Crisis," PhD diss., University of Southern Mississippi, 2007, 72, 192; Kirsten Leigh Anderson, "Reading Cicero Controversially: Perspectives on Two-Sided Argumentation in Ancient Oratorical Practice, and in the Twentieth-Century Classroom," PhD diss., University of California, Berkeley, 1999, 132; Tobias Reinhardt, ed., trans., comm., *Cicero's Topica*, Oxford Classical Monographs (Oxford: Oxford University Press, 2003), 405; Michael Mendelson, "The Rhetoric of Embodiment," *Rhetoric Society Quarterly* 28 (1998): 41, 48; Joy Connolly, "Vile Eloquence: Performance and Identity in Greco-Roman Rhetoric," PhD diss., University of Pennsylvania, 1997, 78n33, 97n74, 213; Anton D. Leeman, Harm Pinkster, and Jakob Wisse, *M. T. Cicero. De oratore libri III. 4. Band: Buch II, 291-367; Buch III, 1-95*. (Heidelberg: Universitätsverlag C. Winter, 1996), xix, 93, 95.

Gaines, Robert N. 2000. "Aristotle's *Rhetoric* and the Contemporary Arts of Practical Discourse." *Re-Reading Aristotle's Rhetoric*, ed. Alan G. Gross and Arthur E. Walzer, 3-23. Carbondale: Southern Illinois University Press.

Cited in Hoda Thabet, *Death and Continuity: A Comparative Study of Three Modern Arabic Novels by Female Authors* (Reykjavik: National and University Library of Iceland, 2015), 134; Lisa A. Baird, *Eloquent Design: Essays on the Rhetorics of Vision* (Newcastle upon Tyne: Cambridge Scholars Publishing, 2015), 18, 23; Ronald R. Krebs, *Narrative and the Making of US National Security*, Cambridge Studies in International Relations 138 (Cambridge: Cambridge University Press, 2015), 39, 334; Dirk Jörke, "Rhetoric as Deliberation or Manipulation? About Aristotle's Rhetoric and Its Misuse in Recent Literature," *Redescriptions: Political Thought, Conceptual History and Feminist Theory* 17.1 (2014): 68-85; Christina Pepe, *The Genres of Rhetorical Speeches in Greek and Roman Antiquity* (Leiden: Brill, 2013), 560; Kevin Brock, "Establishing Ethos on Proprietary and Open Source Software Websites," in *Online Credibility and Digital Ethos: Evaluating Computer-Mediated Communication*, ed. Moe Folk and Shawn Apostel, 56-77 (Hershey, PA: Information Science Reference, 2013), 74; Stanley Uche Anozie, "Hans-Georg Gadamer's Philosophical Hermeneutics: The Intercultural Problem of Language and Hermeneutics (Chinua Achebe's *Things Fall Apart: A Casebook of African Thought*)," PhD diss., Dominican University College, Ottawa, Ontario, Canada, 2013, 34n40, 35n41, 36n46, 36n48, 350; Douglas Robinson, *Translation and the Problem of Sway*, Benjamins Translation Library (Amsterdam: John Benjamins Publishing Company, 2011), 210, 215; Jeremy Rosselot-Merritt, "Technical Communication as a Rhetorical Enterprise: A Technical Writing Internship at E-Technologies Group," Internship Report, Master of Technical and Scientific Communication, Department of English, Miami University, Ohio, 2011, 20, 20n4, 31; Dirk Jörke, "Aristoteles' Rhetorik: Eine Anleitung zur Emotionspolitik," *Österreichische Zeitschrift für Politikwissenschaft* 39 (2010) H. 2, 157-169, 160, 167n3, 168; Carole Beth Wynstra, "Revolutionizing Rhetoric and the Rhetoric of Revolution: Language, Persuasion, and Action in the Modern American Political Theater," PhD diss., University of California, Santa Barbara, 2009, 179; Lewis E. Caccia Jr., "Risk Communication in the Workplace: An Analysis of Communications Toolkits as Rhetorical Practice," PhD diss., Kent State University, 2009, 55, 199; John Kurtis Gayle, "A Feminist Rhetorical Translating of the *Rhetoric* of Aristotle," PhD diss., Texas Christian University, 2008, 262; Riccardo Sanchini, "Letture americane," Feuilleton: "Martin Heidegger, filosofia e retorica," *Ideazione: Revista di cultura politica*, gennaio-febbraio 2007 <http://www.ideazione.com/feuilleton/sanchini_heidegger_01_07.htm>; George A. Kennedy, trans. and comm., *On Rhetoric: A Theory of Civic Discourse*, by Aristotle, 2nd ed. (New York: Oxford University Press, 2007), 324; Eric D. Mason, "Moving Thumos: Emotion, Image, and the Entyhymeme," PhD diss., University of South Florida, 2007, 192; Lioudmilia Selemeneva, "Balancing the Concrete and Abstract in Public Intellectual Reasoning: A Study of Hannah Arendt," PhD diss., Carnegie Mellon University, 2007, 385; Janet M. Atwill, "Aristotle," *Classical Rhetorics and Rhetoricians: Critical Studies and Sources*, ed. Michelle Ballif and Michael G. Moran (Westport: Greenwood, 2005), 62; Ekaterina Haskins, *Logos and Power in Isocrates and Aristotle* (Columbia, SC: University of South Carolina Press, 2004), 145, 153; Carol Poster, "Theology, Canonicity, and Abbreviated Enthymemes: Traditional and Critical Influences on the British Reception of Aristotle's *Rhetoric*," *Rhetoric Society Quarterly* 33 (2003): 77, 91n10, 96; Ellen Quandahl, "A Feeling for Aristotle: Emotion in the Sphere of

Ethics," *A Way to Move: Rhetorics of Emotion and Composition Studies*, ed. Dale Jacobs and Laura R. Micciche, 11-22 (Portsmouth, NH: Boynton/Cook, 2003), 14, 169; R. W. Sharples, *Whose Aristotle? Which Aristotelianism?* (Surrey, UK: Ashgate, 2001), 5n17; Carol Poster, comp., "The Enthymeme: An Interdisciplinary Bibliography of Critical Studies," <http://rhetjournal.net/Enth.html> (circa 2000).

Gaines, Robert N. 2001. "Cicero and Philodemus on Models of Rhetorical Expression." In *Les Polémiques philosophiques à Rome vers la fin de la République: Cicéron et Philodème (Actes du Congrès International Philodème de Gadara, Paris-Chantilly, 24–30 Avril 1998)*, ed. Daniel Delattre and Clara Auvray Assayas, 259–271. Paris: Presses de l'École Normale supérieure.

Cited in Robert Edward Hedrick, III, "Seeing the Unseeable: The Philosophical and Rhetorical Concept of Enargeia at Work in Latin Poetry," PhD diss. Florida State University, 2015. Electronic Theses, Treatises and Dissertations. Paper 9350, 170n583, 235; И. Н. Титаренко, "Философия и поэзия в Древнем Риме: опыт взаимодействия." *Философия и культура* 6 (2014): 894-907; Verena Schutz, *Die Stimme in der antiken Rhetorik* (Göttingen: Vandenhoeck & Ruprecht), 135n264, 384; G. O. Hutchinson, *Greek to Latin: Frameworks and Contexts for Intertextuality* (New York: Oxford University Press, 2013), 237n26, 369; Henriette van der Blom, "Fragmentary Speeches: The Oratory and Political Career of Piso Caesonius," *Community & Communication: Oratory & Politics in Republican Rome*, ed. Catherine Steel & Henriette van der Blom, 299-313 (Oxford: Oxford University Press, 2013), 302n23; 261; Inna Titarenko, "Poetry and the form of expressing ontological, ethical and aesthetic ideas in Ancient Rome," *Ontological Studies* 11 (2011): 245-261, 251n2, 261; C. G. Brown, "An Atticist Lexicon of the Second Sophistic: Philemon and the Atticist Movement," PhD diss., Ohio State University, 2008; Melanie Möller, *Talis oratio, qualis vita: Zu Theorie und Praxis mimetischer Verfahren in der griechisch-römischen Literaturkritik* (Heidelberg: Winter, 2004), 142; James M. May and Jakob Wisse, trans., *Cicero On the Ideal Orator (De Oratore)* (New York: Oxford University Press, 2001), 22n26, 52.

Gaines, Robert N. 2002. "Cicero's *Partitiones oratoriae* and *Topica*: Rhetorical Philosophy and Philosophical Rhetoric." In *Brill's Companion to Cicero: Oratory and Rhetoric*, ed. James M. May, 445–480. Amsterdam: Brill.

Cited in Angelo Gamba Prata de Carvalho and Claudia Rosane Roesler, "A recepção da Tópica ciceroniana em Theodor Viehweg," *Direito & Práxis* 6, No. 10 (2015): 26-48; 33-34, 47; Catherine Steel, "Structure, Meaning and Authority in Cicero's Dialogues," in *Der Dialog in der Antike: Formen und Funktionen einer literarischen Gattung zwischen Philosophie, Wissenvermittlung und dramatischer Inszenierung*, edited by Sabine Föllinger and Gernot Michael Müller, 221-234, Beiträge zur Altertumskunde 315 (Berlin: Walter de Gruyter, 2013), 231; Frank-Thomas Ott, *Die zweite Philippica als Flugschrift in der späten Republik* (Berlin: Walter de Gruyter, 2013), 48n165, 564; Olga Tellegen-Couperus and Jan Willem Tellegen. "Artes Urbanae: Roman Law and Rhetoric," in *New Frontiers: Law and Society in the Roman World*, ed. Paul du Plessis, 31-50 (Edinburgh: Edinburgh University Press, 2013), 34, 36, 49; Pascale Fleury, "La question rhétorique: exploration d'un genre didactique chez le *Rhetores latini minores*," in *La littérature des questions et réponses dans l'Antiquité profane et chrétienne: De l'enseignement à l'exegese. Actes du séminaire sur le genre des questions et réponses tenu à Ottawa les 27 et 28 septembre 2009*, éd. Marie-Pierre Bussiès, 81-89, Instrumenta Patristica et Mediaevalia: Research on the Inheritance of Early and Medieval Christianity 64 (Turnhout: Brepols, 2013), 86, 86n10; Yelena Baraz, *A Written Republic: Cicero's Philosophical Politics* (Princeton, NJ: Princeton University Press, 2012), 230; 311; Jeffrey Walker, *The Genuine Teachers of This Art: Rhetorical Education in Antiquity* (Chapel Hill, NC: University of South Carolina Press, 2012), 299n30; Tessa Marzotto, "Polemone L'Ateniense, Scolarca dell'Accademia Antica. Testimonianze," PhD thesis, Université Paris-Sorbonne, 2012, 260, 450; Rodrigo dos Santos Rainha, "O Institutionum Disciplinae: uma proposta de análise comparada," *Fêrula: Revista da Associação par Estudos Históricos Interdisciplinares* No. 2 (Dezembro 2012): 27-32; 32n17; Charles Guérin, *Persona—L'élaboration d'une notion rhétorique au Ier siècle av J-C: Volume 2: Théorisation ciceronienne de la persona oratoire* (Paris: Vrin, 2011), 39, 39n4, 434; Stephanie Ann Frampton, "Towards a Media History of Writing in Ancient Italy," PhD diss., Harvard University, 2011; Tessa G. Leesen, *Gaius Meets Cicero: Law and Rhetoric in the School Controversies* (Leiden: Brill Academic Publishers, 2010); Henriette Van Der Blom, *Cicero's Role Models: The Political Strategy of a Newcomer*, Oxford Classical Monographs (Oxford: Oxford University Press, 2010), 351; Michele Kennerly, "Sermo and Stoic Sociality in Cicero's *De Officiis*," *Rhetorica* 28.2 (2010): 133; Ákos Brunner, "Totas paginas commovere? Cicero's Presentation of Stoic Ethics in *De finibus* Book III," PhD diss., Central European University, Budapest, Hungary, 2010, 331, 352; Jaewon Ahn, "Cicero in Korea? A Very Important Author," *Gazette Tulliana* 2.1 (Spring-Summer 2010): 2; Nídia Emanuel Magalhães Pinheiro, "Cicero, As Divisões Da Arte Oratória. Estudo e Tradução," Mestrado em Estudos Literários, Culturais e Interartes--Literaturas Clássicas, Faculdade de Letras da Universidade do Porto, 2010, 114; Mark Forbes Moreton Clavier, "Eloquent Wisdom: The Role of Rhetoric and Delight in the Theology of Saint Augustine of Hippo," PhD diss., University of Durham, 2010, 311; Anthony George Hunter, "Cicero's Art of Quotation: Poetry in the 'Philosophica' and 'Rhetorica,'" PhD diss., Cornell University, 2010; Richard Oliver Brooks, *Cicero and Modern Law* (Farnham, Surrey, England: Ashgate, 2009), liii; James R. McConnell, Jr., "The Topos of Divine Testimony in Luke-Acts," PhD diss., Baylor University, 2009, 43, 43n22, 44n23, 355; José Carlos Vasconcelos Siqueira Camboim, "Partitiones oratoriae: breves considerações," *Revista Eletrônica do Curso de Direito da UFSM* 4.3 (2009): 2n5, 2n7, 3n10, 5n24, 13; Øivind Andersen, "Rhetoric and stylistics in ancient Rome/Rhetorik und Stilistik der römischen Antike," in *Rhetorik und Stilistik /Rhetoric and Stylistics: Ein internationales Handbuch historischer und systematischer Forschung/An International Handbook of Historical and Systematic Research*, ed. Ulla Fix, Andreas Gardt, and Joachim Knape, 25-54, Halbband 1, (Berlin: Walter de Gruyter, 2008), 53; Sophie Aubert, "Cicéron et la parole stoïcienne: Polémique autour de la dialectique," *Revue de métaphysique et de morale* 57.1 (2008): 78; Matthew Fox, *Cicero's Philosophy of History* (Oxford: Oxford University Press, 2007), 50, 326; Dionysios Chalkomatas, *Ciceros Dichtungstheorie: Ein Beitrag zur Geschichte der antiken Literaturästhetik* (Berlin: Frank & Timme, 2007), 358; James M. May, "Cicero as Rhetorician," *A Companion to Roman Rhetoric*, ed. William Dominick and Jon Hall (Malden, MA: Blackwell, 2007), 263; Jill Harries, *Cicero and the Jurists: From Citizen's Law to the Lawful State* (London: Duckworth, 2006), 244; Emanuele Narducci, *Introduzione a Cicerone*, 2nd ed., Universale Laterza 851 (Rome: Laterza, 2005), 227; Nikolaus Jakob, *Öffentliche Kommunikation bei Cicero: Publizistik und Rhetorik in der späten römischen Republik*, Nomos Universitätschriften Kommunikations-wissenschaften (Baden-Baden: Nomos Verlagsgesellschaft mbH & Co. KG, 2005), 94n3, 271n2, 337; Yelena Baraz, review of *Cicero rhetor. Die Partitiones Oratoriae und das Konzept des gelehrten Politikers*, by Alexander Arweiler, *Bryn Mawr Classical Review* 2005.04.18 <<http://ccat.sas.upenn.edu/bmcr/2005/2005-04-18.html>>; Timo Maier, *Romulus bei Cicero* (Norderstedt: GRIN, 2005), 22; Yelena Eduardovna Baraz, "Prosimus Aliquid Civibus Nostris Otiosi: The Cultural Contribution of Cicero's Philosophy," PhD diss., University of California, Berkeley, 20014, 193; Alexander Arweiler, *Cicero Rhetor: Die Partitiones Oratoriae und das Konzept des Gelehrten Politikers*, Untersuchungen zur antike Literatur und Geschichte, 68 (Berlin: Walter de Gruyter, 2003), 13, 210, 246, 315; Gillian Elizabeth McIntosh, "Re-Thinking the Roman *Domus*: How Architects and Orators Construct Self, Space, and Language" (PhD diss., Ohio State Univ., 2003), 153n197; 220; Jakob Wisse, "The Intellectual Background of Cicero's Rhetorical Works," *Brill's Companion to Cicero: Oratory and*

Rhetoric, ed. James M. May (Amsterdam: E. J. Brill, 2002), 364n62; Christopher P. Craig, "A Survey of Selected Recent Work on Cicero's Rhetorica and Speeches," *Brill's Companion to Cicero: Oratory and Rhetoric*, ed. James M. May (Amsterdam: E. J. Brill, 2002), 513, 515.

Gaines, Robert N. 2004. "Cicero, Philodemus, and the Development of Late Hellenistic Rhetorical Theory." In *Philodemus and the New Testament World*. *Novum Testamentum, Supplements* 111. Ed. John T. Fitzgerald, Dirk Obbink, and Glenn Holland, 197–220. Amsterdam: Brill.

Cited in Christina Pepe, *The Genres of Rhetorical Speeches in Greek and Roman Antiquity* (Leiden: Brill, 2013), 257n3, 560; Christos Kremmydas and Kathryn Tempest, *Hellenistic Oratory: Continuity and Change*, ed. Christos Kremmydas and Kathryn Tempest, 1–17 (Oxford, Oxford University Press, 2013), 12, 381; Sonya Wurster, "Reconstructing Philodemus: The Epicurean Philosopher in the Late Republic," PhD diss., University of Melbourne, 2012, 303; Anne Katrin Lorenz, "Ausgesprochenes Selbstgefühl. *Parrhesia* zwischen Öffentlichkeit und Privatheit," PhD diss., Eberhard Karls Universität Tübingen, 2012, 375; David Blank, "*Philosophia* and *technē*: Epicureans on the Arts," in *The Cambridge Companion to Epicureanism*, ed. James Warren, 216–233 (Cambridge: Cambridge University Press, 2009), 232n34; Sarah Culpepper Stroup, "Greek Rhetoric Meets Rome: Expansion, Resistance, and Accumulation," *A Companion to Roman Rhetoric*, ed. William Domenick and Jon Hall (Malden, MA: Blackwell, 2007), 28; Duane Frederick Watson, *The Rhetoric of the New Testament: A Bibliographical Survey*, Tools for Biblical Study, 8 (Blandford Forum, UK: Deo, 2006), 52; Robert Althann, comp., *Elenchus of Biblica 2004* (Roman: Edictrice Pontificio Instituto Biblica, 2007), 601.

Gaines, Robert N. 2005. "De-Canonizing Ancient Rhetoric." In *The Viability of the Rhetorical Tradition*, ed. Richard Graff, Arthur Walzer, and Janet Atwill, 61–73. Albany: SUNY Press.

Cited in Heather Palmer, "Feminine *Ethos*, Affect, and Intersubjectivity in *The Showings of Julian of Norwich*," in *Re/Framing Identifications*, ed. Michelle Ballif, 230–240 (Long Grove, IL: Waveland Press, 2014), 230, 239n1, 2392; Michele Kennerly, "The Mock Rock *Topos*," *Rhetoric Society Quarterly* 43.1 (2013): 50, 69; Christina Nicole Saidy, "Civics Lessons: Rhetorics for Citizenship in the Public and Academic Spheres," PhD diss., Purdue University, 2011, 145; Todd W. Rasberry, "No Magic, just Rhetoric: Understanding Major Gift Fundraising as a Rhetorical Genre," PhD diss., Texas Tech University, 2011, 177; Laurie Gries, "Practicing Methods in Ancient Cultural Rhetorics: Uncovering Rhetorical Action in Moche Burial Rituals," in *Rhetorics of the Americas 3114 BCE to 2012 CE*, ed. Damián Baca and Victor Villanueva, 89–116 (New York: Palgrave Macmillan, 2010), 113, 115; Carol Poster, "The Rhetoric of 'Rhetoric' in Ancient Rhetorical Historiography," in *Rhetoric in the Rest of the West*, ed. Shane Borrowan, Robert L. Lively, and Marcia Kmetz, 1–19 (Newcastle upon Tyne: Cambridge Scholars, 2010), 18, 193; David Beard, "The Case for a Major in Writing Studies: The University of Minnesota Duluth," *Composition Forum* 21 (Spring 2010), The Study of Writing as a Tool, par. 2; Writing and the Development of Human Societies, par. 1; <http://compositionforum.com/issue/21/minnesota-duluth.php>; Lois Agnew, "The Classical Period," in *The Present State of Scholarship in the History of Rhetoric: A Twenty-First Century Guide*, ed. Lynée Lewis Gaillet with Winifred Bryan Horner, 7–41 (Columbia, MO: University of Missouri Press, 2010), 12, 33; Michele Jean Kennerly, "Editorial Bodies in Ancient Roman Rhetoric," Ph.D. diss., University of Pittsburgh, 2010, 184, 185n4, 185n5, 190; Arthur E. Walzer and David Beard, "Historiography and the Study of Rhetoric," in *The SAGE Handbook of Rhetorical Studies*, ed. Andrea A. Lunsford, Rosa A. Eberly, Kirt H. Wilson, 13–33, (Thousand Oaks, CA: Sage, 2008), 22, 30, 31; David Beard, "From Work to Text to Document," *Archival Science* 8 (2008): 225, 226; Steven Mailloux, *Disciplinary Identities: Rhetorical Paths of English, Speech, and Composition* (New York: Modern Language Association, 2006), 70, 71, 81, 149; Richard Graff and Michael Leff, "Revisionist Historiography and Rhetorical Tradition(s)," *The Viability of the Rhetorical Tradition*, ed. Richard Graff, Arthur E. Walzer, and Janet M. Atwill (Albany: State University of New York Press, 2005), 26.

Gaines, Robert N. 2006. "New Perspective on the Second Sophistic in Philodemus." In *Papers on Rhetoric*, vol. 7, ed. Lucia Calboli Montefusco, 81–94. Rome: Herder.

Cited in Jared J. Secord, "Elites and Outsiders: The Greek-Speaking Scholars of Rome, 100 BCE–200 CE," PhD diss., University of Michigan, 2012, 238; Sonya Wurster, "Reconstructing Philodemus: The Epicurean Philosopher in the Late Republic," PhD diss., University of Melbourne, 2012, 303.

Gaines, Robert N. 2007. "Roman Rhetorical Handbooks." In *A Companion to Roman Rhetoric*, ed. William J. Dominik and Jon Hall, 163–180. Oxford: Blackwell.

Cited in Heather M. Gorman, *Interweaving Innocence: A Rhetorical Analysis of Luke's Passion Narrative (Luke 22:66-23:49)* (Eugene, OR: Pickwick Publications, 2015), 46n67, 186; Jana Kuremägi, "Augustinuse Retoorika Antiikretoorika Taustal," Bakalaureusetöö, Tartu Ülikool, Tartu 2015, 8, 13, 34; Frank-Thomas Ott, *Die zweite Philippica als Flugschrift in der späten Replublik* (Berlin: Walter de Gruyter, 2013), 250n348, 564; Verena Schutz, *Die Stimme in der antiken Rhetorik* (Göttingen: Vandenhoeck & Ruprecht, 2013), 109n130, 109n131, 385; G. O. Hutchinson, *Greek to Latin: Frameworks and Contexts for Intertextuality* (New York: Oxford University Press, 2013), 235n26, 369; John Dugan, "Cicero's Rhetorical Theory," in *The Cambridge Companion to Cicero*, ed. Christine Steel, 25–40 (Cambridge: Cambridge University Press, 2013), 29n16, 386; Craig S. Keener, *Acts: An Exegetical Commentary, Volume 1: Introduction and 1:1-247* (Baker Books, 2012), 296n328; Tom Boellstorff, Bonnie Nardi, Celia Pearce, T. L. Taylor, *Ethnography and Virtual Worlds: A Handbook of Method* (Princeton: Princeton University Press, 2012), 8, 208; James J. Murphy, "Roman Writing Instruction as Described by Quintilian," in *A Short History of Writing Instruction: From Ancient Greece to Contemporary America*, 3rd ed., ed. James J. Murphy, 36–76 (New York: Routledge, 2012), 41; Jiří Pavlík, "Řečnická dispositio a rētorická interpretace starověkých textů. *Sambucus* 2 (2011): 24–34, 28–29n22; James M. May, "Rhetoric, Latin," in *The Oxford Encyclopedia of Ancient Greece and Rome* (Oxford: Oxford University Press, 2010), <http://www.oxfordreference.com/view/10.1093/acref/9780195170726.001.0001/acref-9780195170726-e-1094>; Jørgen Bakke, "The Tears of Odysseus: Memory and Visual Culture in Ancient Greece," *ARV Nordic Yearbook of Folklore*, vol. 66, ed. Arne Bugge Amundsen, 21–42 (Uppsala: Kungliga Gustav Adolfs Akademien för svensk folkkultur, 2010), 39, 40n8; Kristina Ann Meinking, "Anger Matters: Politics and Theology in the Fourth Century CE," PhD diss., University of Southern California, Los Angeles, California, 2010, 237; Andreas Serafim, "Performing the Law: The Theatrical Features of Demosthenes' *On the Crown*," M.A. thesis, University of Texas, Austin, 2010, 63; Georgi Petkov Petkov, "Мястото на реториката сред науките. Тома от

Аквино и рецепцията на Аристотеловата реторика в средновековна Западна Европа" (The Place of Rhetoric in Science. Thomas Aquinas and the Reception of Aristotle's Rhetoric in Medieval Western Europe), PhD diss., Sofia University "St. Kliment Ohridski," 2010; <http://georgipetkov.wordpress.com/> дисертация-, мястото-на-реториката-с/; Matthew Sibley, "The *Verrines*: Cicero's Masterful Prosecution, Hortensius' Hypothetical Defence, and the False Conclusions of Grain Production Models," M. A. thesis, University of Otago, Dunedin, New Zealand, 2009, 120; Jon Hall, *Politics and Politeness in Cicero's Letters* (New York: Oxford University Press, 2009), 217, 251; Øivind Andersen, "Rhetoric and stylistics in ancient Rome/Rhetorik und Stilistikderrömischen Antike," in *Rhetorik und Stilistik /Rhetoric and Stylistics: Ein internationales Handbuch historischer und systematischer Forschung/An International Handbook of Historical and Systematic Research*, ed. Ulla Fix, Andreas Gardt, and Joachim Knape, 25-54, Halbband 1, (Berlin: Walter de Gruyter, 2008), 53; Jon Hall, "Rhetoric, Roman," *The International Encyclopedia of Communication*, ed. Wolfgang Donsbach, 4335-4339 (Maldon, MA: Blackwell, 2008), 4336, 4339.

Gaines, Robert N. 2009. "Cicero and the Sophists." In *New Chapters in the History of Rhetoric*, ed. Laurent Pernot, 137-151. International Studies in the History of Rhetoric, 1. Leiden: Brill.

Cited in Christina Pepe, *The Genres of Rhetorical Speeches in Greek and Roman Antiquity* (Leiden: Brill, 2013), 274n118, 560; Tarik Wareh, *The Theory and Practice of Life: Isocrates and the Philosophers* (Washington, DC: Center for Hellenic Studies, 2012); Giovanni Capaiuolo, ed., Notizario bibliografico, parte I: Autori e testi" [Cicero], *Bollettino di Studi Latini* 40 (2010): I-C, XXIII, http://www.bollettinodistudilatini.it/reviste/40_2/7..pdf.

Gaines, Robert N. 2010. "The Processes and Challenges of Textual Authentication." In *The Handbook of Rhetoric and Public Address*, ed. Shawn J. Parry-Giles and J. Michael Hogan, 133-156. Malden, MA: Blackwell.

Cited in Martin J. Medhurst, "Looking Back on Our Scholarship: Some Paths Now Abandoned," *Quarterly Journal of Speech* 101.1 (2015): 186-196, 190, 191, 196n16, 196n22; Jimmy Driesen, "America at War: Een Vergelijkende studie van Amerikaanse oorlogsverklaringen, van Bush Sr. tot Obama," MA Thesis, Vrije Universiteit Brussel, 2014-2015, 9, 46; Nicole Haworth Gray, "Spirited Media: Revision, Race, and Revelation in Nineteenth-Century America," PhD diss., University of Texas at Austin, 2014, 269; Tiffany Lewis, "Boosting the Mythic American West and U.S. Woman Suffrage: Pacific Northwest and Rocky Mountain Women's Public Discourse at the Turn of the Twentieth Century," PhD diss., University of Maryland, College Park, 2013; Sean Patrick O'Rourke, "Circulation and Noncirculation of Photographic Texts in the Civil Rights Movement: A Case Study of the Rhetoric of Control," *Rhetoric & Public Affairs* 15.4 (2012): 685-694, 692n2; Michael Phillips-Anderson, Teaching-Learning Materials in "Sojourner Truth, 'Address at the Woman's Rights Convention in Akron, Ohio,' 29 May 1851," *Voices of Democracy: The U.S. Oratory Project*, 2012, <http://voicesofdemocracy.umd.edu/truth-address-at-the-womans-rights-convention-teaching-learning-materials/>; Arthur W. Herbig, "The Textualization of Pat Tillman: Understanding the Relationships between Person, Discourse, and Ideology," PhD diss., University of Maryland, College Park, 2011.

Gaines, Robert N. 2010. "Sophists in Diogenes Laertius." In *Papers on Rhetoric*, vol. 10, ed. Lucia Calboli Montefusco, 113-125. Rome: Herder.

Gaines, Robert N. Forthcoming. "Theodorus Byzantius on the Parts of a Speech." In *Rhetoric's Early Days: The Idea of Rhetoric Before Plato*. Ed. Robin Reames. Columbia, SC: University of South Carolina Press.

Collections

Gaines, R. N. 1981. "Naar een theorie over perlocuties," translated by J. H. Maureau in *Studies over taalhandelingen*, edited by F. H. van Eemeren and W. K. B. Konig, 191-206. Amsterdam: Boom, Meppel; translation of "Doing by Saying: Toward and Theory of Perlocution," *Quarterly Journal of Speech* 65 (1979): 207-217.

Cited in Luc van Poecke, *Verbale communicatie* (Leuven: Garant, 1991), 99, 137; Leonardus John de Wolff, "Newspaper Loyalty: Why Subscribers Stay or Leave/Trouw aan een krant: Waarom abonnees blijven of opzeggen," PhD diss., Erasmus Universiteit Rotterdam, 2012, 393.

Gaines, Robert N. 2007. "Disciplinary Relations in Ancient and Renaissance Rhetorics." In *Advances in the History of Rhetoric: The First Six Years*, edited by Richard Leo Enos and David E. Beard, 248-260. West Lafayette, IN; reprint of *Advances in the History of Rhetoric* 4 (2000): 25-35.

Encyclopedias

Gaines, Robert N. 1996. "Syllogism." In *Encyclopedia of Rhetoric and Composition: Communication from Ancient Times to the Information Age*, ed. Theresa Enos, 709-710. New York: Garland.

Gaines, Robert N. 1997. "Greek and Roman Rhetoric." In *The Encyclopedia of Classical Philosophy*, ed. Donald J. Zeyl, 472-476. Westport, CT: Greenwood.

Gaines, Robert N. 2005. "Philodemus." In *Classical Rhetorics and Rhetoricians: Critical Studies and Sources*, ed. Michelle Ballif and Michael G. Moran, 250–254. Westport, CT: Praeger.

Cited in Robert Edward Hedrick, III, "Seeing the Unseeable: The Philosophical and Rhetorical Concept of Enargeia at Work in Latin Poetry," PhD diss. Florida State University, 2015. Electronic Theses, Treatises and Dissertations. Paper 9350, 158n532, 235; Karin Schlapbach, "Stoff und Performance in pantomimischen Mytheninszenierungen der Antike," in *Medien, Transformationen und Konstruktionen*, ed. Ueli Dill, Christine Walde, and Fritz Graf (New York: Walter de Gruyter, 2009), 748, 755.

Gaines, Robert N. 2005. "Sextus Empiricus." In *Classical Rhetorics and Rhetoricians: Critical Studies and Sources*, ed. Michelle Ballif and Michael G. Moran, 348–351. Westport, CT: Praeger.

Gaines, Robert N. 2008. "Rhetoric and Philosophy." In *The International Encyclopedia of Communication*, gen. ed. Wolfgang Donsbach, 9: 4306-4310. 11 vols. Oxford: Blackwell.

Gaines, Robert N., and Bruce E. Gronbeck. 2008. "Rhetorical Studies." In *The International Encyclopedia of Communication*, gen. ed. Wolfgang Donsbach, 10: 4382-4395. 11 vols. Oxford: Blackwell.

Cited in Robert L. Heath, "Was Black Rhetoric Ever Anything but Race in Public Relations," in *Culture, Social Class, and Race in Public Relations; Perspectives and Applications*, ed. Damion Waymer, 225-236 (Plymouth, UK: Lexington Books, 2012), 234, 235; Robert L. Heath, "Western Classical Rhetorical Tradition and Modern Public Relations: Culture of Citizenship," in *Culture and Public Relations: Links and Implications*, ed. Krishnamrthy Sriramesh and Dejan Verčič, 25-41, Routledge Communication Series (New York: Routledge, 2012), 39; Стефан Марков, «Реторичният PR – произход, развитие и съвременно състояние,» *Newmedia21.eu. Медиите на 21 век: Онлайн издание за изследвания, анализи, критика*, 18 октомври 2011, <http://www.newmedia21.eu/analizi/retorichniyat-pr-proizhod-razvitiie-i-svremenno-sstoyanie/>; Robert L. Heath, "The Rhetorical Tradition: Wrangle in the Marketplace," in *Rhetorical and Critical approaches to Public Relations*, ed. Robert L. Heath, Elizabeth L. Toth, Damion Waymer, 17–47 (New York: Routledge, 2009), 45.

Reprint: Gaines, Robert N., and Bruce E. Gronbeck, "Rhetorical Studies" [epitome], in *The Concise Encyclopedia of Communication*, edited by Wolfgang Donsbach, 546-548 (Chichester, West Sussex: Wiley, 2015).

Gaines, Robert N. Forthcoming. "Rhetorical Theory." In *The SAGE Encyclopedia of Communication Research Methods*. Edited by Mike Allen. Thousand Oaks, CA: Sage.

Articles in Refereed Journals

Gaines, Robert N. 1979. "Doing by Saying: Toward a Theory of Perlocution." *Quarterly Journal of Speech* 65: 207–217.

Cited in James Slotta, "The Perlocutionary is Political: Liberty, Equality, and Listening in a Papua New Guinean Polity," *Language in Society* 44.4 (2015) (forthcoming); Marc Dominicy, "L'éloge, le blâme et la représentation discursive des choix éthiques," *Rivista Italiana di Filosofia del Linguaggio* (2015): 48-86; 50, 56n15, 81; Geoff Boucher "The Lacanian Performative: Austin after Žižek," in *Žižek and Performance*, ed. Broderick Chow and Alex Mangold, 13-32 (New York: Palgrave Macmillan, 2014) 27, 32n65, 255; Antonio Blanco Salgueiro, "Perlocuciones: ¿reconstrucción o eliminación? (Perlocutions: Reconstruction versus elimination)" *Revista de Filosofía* 39.2 (2014): 57-80; 59n5, 60, 62, 63, 67, 68, 68n21, 79; Davide Fricano, "Il ruolo filosofico della perlocuzione," *Revista di storia della filosofia* 3 (2014): 495-521; Bernard Minton, "What Not to Do with Words: Uses of Speech Act Theory in Biblical Hermeneutics," PhD thesis, University of Sheffield, 2014, 194n96, 350; Lyn Nixon, "New Testament Quotation at the Reader-Author Intersection: Evoking Story for Transformation," PhD thesis, Middlesex University/London School of Theology, 2014, 98n114, 220; Andrew Munro, "Reading Austin Rhetorically," *Philosophy and Rhetoric* 46.1 (2013): 22–43. 30, 38n19, 41; Laknath Jayasinghe and Mark Ritson, "Everyday Advertising Context: An Ethnography of Advertising Response in the Family Living Room," *Journal of Consumer Research* (In press, 2013); Warren Mark Liew, "Effects Beyond Effectiveness: Teaching as a Performative Act," *Curriculum Inquiry* 43.2 (2013): 261-288; Joseph Omoniyei Friday-Otun, "First-Language Proficiency of Yoruba-Speaking Children at the Perlocutionary Level," *Nasara Journal of Humanities* 5.1 (2012): 1-39, 20; Els Andringa, "Poetics of Emotion in Times of Agony: Letters from Exile, 1933–1940," *Poetics Today* 32.1 (2011): 133, 167; Anne Lore Leloup, "Ik heb een kleine dienst je te vragen . . ." Verzoeken in de tussentaal van Franstalig NVT-Leerders," PhD diss., Université catholique de Louvain, 2011, 10n4, 274; Eromonseld Pius Akhimien, "The Demystification of the Perlocutionary Myth: A Context Alternative Theory," in *Proceedings of the 3rd Workshop on Pragmatics: Context, Contextualization, and Entextualization, September 9, 2010*, ed. Etsuko Oishi and Anita Fetzer, 23-27 (Sapporo: Department of English Language and Culture, Fuji Women's University, 2010), 25; P. E. Akhimien, "Perlocution: Healing the 'Achilles' Heel' of Speech Act Theory," *California Linguistic Notes* 35.1 (2010): 11; Anabella-Gloria Niculescu-Gorpin, "Metaphorical Scenarios in the 2004 American Presidential Debates and their Relevance for Persuasion," *Journal of Linguistic and Intercultural Communication* 3 (2010): 27. 38; Antonio Blanco Salgueiro, "Contra los actos perlocucionarios (Against perlocutionary acts)," IX Coloquio Compostelano de Lógica y Filosofía Analítica, Universidad de Santiago de Compostela, Santiago de Compostela, Spain, 29 June 2009, ms. 1,4; Antonio Blanco Salgueiro, "Eliminativismo perlocucionario," in *Actas del VI congreso de la sociedad de lógica, metodología y filosofía de la ciencia en España (SLMFCE), 18-21 de noviembre, Valencia, 2009*, ed. Jesús alcolea, Valeriano Iranzo, Ana Sánchez, and Jordi Valor, 159-163 (València: Universitat de València, 2009), 159, 161, 161n2, 163; Marc Dominicy, "Epideictic Rhetoric and the Representation of Human Decision and Choice," in *Meaning, Intentions, and Argumentation*, ed. Kepa Korta and Joana Garmendia, Center for the Study of Language and Information, Lecture Notes, 186 (Stanford, CA: Center for the Study of Language and Information, 2008), 186, 205; Fengguang Liu, "The Nature of Perlocution," *Journal of Cambridge Studies* 3.1 (2008), 25 (2), 30; Gerrit van Valen, *De sterke tekst*. Speech act theory, bijbeltekst en transformatie. Master of Theology Thesis, Vrije Universiteit Amsterdam, 2008, 66, 68, 69, 70, 71, 72, 81; Joanna Podhorodecka, *Evaluative Metaphor: Extended Meanings of English Motion Verbs, Prace*

Monograficzne—Akademia Pedagogiczna im. Komisji Edukacji Narodowej w Krakowie, Issue 476 (Krakow: Wydawnictwo Naukowe Akademii Pedagogicznej, 2007), 36, 139; Pertti Ahonen, "Unconscious Aesthetics in Financial Public Management: Political Science on a Ubiquitous, Deceivingly Uninteresting Topic," *Halduskultur. Administrative Culture*. Административная культура. *Verwaltungskultur. Hallintokulturi*, nr8, *Special Issue: Aesthetics and Government*, ed. Eugenie Samier, 38-69 (Tallinn: Tallinna Tehnikaülikool, Humanitaar- ja sotsiaalteaduste instituut, 2007), 44, 62; 刘风光, and 张绍杰. (Liu Fengguang and Zhang Shaojie), "取效行为与诗歌语篇" (Perlocutionary Act and Poetic Discourse), *外语与外语教学 (Foreign Languages and their Teaching)* 10 (2007): 6-8, 8; Tobert McManus, "Rethinking 'Salvation' in Light of Speech Act Theory," Paper Presented to the Annual Meeting of the NCA 93rd Annual Convention, Chicago, IL, 15 November 2007, http://citation.allacademic.com/meta/p_mla_apa_research_citation/1/9/4/0/6/p194060_index.html; Michael Andrew Phillips-Andersen, "A Theory of Rhetorical Humor in American Political Discourse," PhD diss., University of Maryland, College Park, 2007, 54, 57, 58-59, 242; Robin R. Meyers, *With Ears to Hear: Preaching as Self-Persuasion* (Eugene, OR: Wipf and Stock, 2004), 140, 149; Jim W. Adams, *The Performative Nature and Function of Isaiah 40-55*, Library of Hebrew Bible/Old Testament Studies, 448 (New York: Clark, 2006), 43n136, 225; Chaim Noy, *A Narrative Community: Voices of Israeli Backpackers* (Detroit: Wayne State University Press, 2006), 209, 219; R. W. Long, "Learning about Conflicts and Cultural Dilemmas," *JALT2005 Conference Proceedings*, ed. K. Bradford-Watts, C. Ikeguchi, and M. Swanson, 74-91 (Tokyo: J[apan] A[ssociation of] L[anguage] T[eachers], 2006), 88, 90; H. Kuße, "Perlokutionen: Begriff und Typologie mit Belegen aus den erotischen und konfliktären Dialogen Milan Kunderas," in *Linguistische Beiträge zur Slavistik: XII. JungslavistInnen-Treffen in Gießen, 26. und 27.09.2003*, Specimina philologiae Slavicae, 144, ed. Monika Wiegand, 49-74 (München: Verlag Otto Sagner, 2005), 72; Roderick P. Hart and Suzanne M. Daughton, *Modern Rhetorical Criticism*, 3rd ed. (Boston: Pearson/Allyn & Bacon, 2005), 44, 346; Paula Korsko, "The Narrative Shape of Two-Party Complaints in Portuguese: A Discourse Analytic Study," Ed.D. diss., Teachers College, Columbia University, 2004; Tine Van Hecke, "Distinction et rapports entre l'illocutoire et le perlocutoire," *Memoire en temps advenir: Homage à Theo Venckeleer*, ed. Alex Vanneste, Peter Dewilde, Saskia Kindt, Joeri Vlemings, 649-664, Orbis/Supplementa, 22 (Louvain: Peeters, 2003), 652, 663; M. Post, "Efekty i akty perlokucyjne." *Żezykoznanstwo kognitywne II. Zjawiska pragmatyczne*, ed. Wojciech Kubiński, Danuta Stanulewicz, 135-147 (Gdańsk: Wydawnictwo Uniwersytetu Gdańskiego, 2001), 137, 145, 378; Anibal S. Pérez-Liñán, "Crisis without Breakdown: Presidential Impeachment in Latin America," PhD diss., University of Notre Dame, 2001, 79-81n21, 292; Daniel Marku, "Perlocutions: The Achilles Heel of Speech Act Theory," *Journal of Pragmatics* 32 (2000): 1719, 1721, 1727 (2), 1731, 1737, 1739; Kurt A. Bruder, "A Pragmatics for Human Relationship with the Divine: An Examination of the Monastic Blessing Sequence," *Journal of Pragmatics* 29 (1998): 475, 491; Yueguo Gu, "The Impasse of Perlocution," *Journal of Pragmatics* 20 (1993) 405, 409, 418, 425-26, 431; Martha Solomon Watson and Paul B. Stuart, "Beyond the Rainbow: Jesse Jackson's Speech to the 1984 Democratic National Convention," *Great Speeches for Criticism and Analysis*, 2nd Edn., ed. Lloyd E. Rohrer and Roger Cook (Greenwood, IN: Alistair Press, 1993) 97, 98; Mary Elizabeth Bezanson and Deborah L. Norland, "The Definition of Self, the Recognition of Other in Two Children's Stories," *WILLA* 1 (1992). 4 January 2001 <<http://scholar.lib.vt.edu/ejournals/WILLA/fall92/s-bezanson.html>>; Christine Marie Burger, "A Working Taxonomy of Speech Acts Used by Communication Instructors in Oral Speech Critiques," M.A. thesis, San Jose State University, 1992, 15, 62; Robin Rex Meyers, "Preaching as Self-Persuasion: A New Metaphor for the Rhetoric of Faith," PhD diss., University of Oklahoma, 1991, 246n9, 257; Roderick P. Hart, *Modern Rhetorical Criticism* (Glenview, IL: Scott, Foresman and Company, 1990) 69, 502; Peter G. Broad, "Act and React: Narrative Cause and Effect in *La muerte de Artemio Cruz*," in *Interpretaciones a la obra de Carlos Fuentes: Un gigante de las letras hispanoamericanas*, ed. Ana Maria Hernández de López, 105-114 (Madrid: Beramar, 1990), 112, 113; Peter G. Broad, "Ser y hacer en la interpretación poética: semiosis en un poema de Jaime Sabines," *Texto Crítico* 42-43 (1990): 65-73, 71n4, 73; Edda Wiegand, *Sprache als Dialog: Sprechakttaxonomie und kommunikative Grammatik* (Tübingen: Niemeyer, 1989), 14, 77; 2nd ed. (2003), 12n9, 297; Dennis L. Gouran, "Introduction: Speech Communication after Seventy-Five Years, Issues and Prospects," in *Speech Communication: Essays to Commemorate the 75th Anniversary of the Speech Communication Association*, ed. Julia T. Wood, 1-32 (Carbondale, IL: Southern Illinois University Press, 1989), 10, 29; Stephen W. Littlejohn, *Theories of Human Communication*, 3rd ed. (Belmont, CA: Wadsworth Publishing Company, 1989), 118, 295, 6th ed., 86; Ronald Lee, "Moralizing and Ideologizing: An Analysis of Political Illocution," *Western Journal of Speech Communication* 52 (1988): 293, 306n9; Peter G. Broad, "They Finally Got the Joke! A Speech-Act Approach to Helping Students Respond Appropriately to Foreign Language Texts," *Association of Departments of Foreign Languages Bulletin* 19, no. 2 (January 1988): 13, 16; Peter G. Broad, "A Speech Act Approach to Teaching Galdós," *Cincinnati Romance Review* 7 (1988): 68, 69, 73; Thomas Mertens, "Habermas en Searle: Kritische beschouwingen bij de theorie van het communicatieve handelen," *Tijdschrift voor Filosofie* 48 (1986): 78 and n32; Rosemarie Schmidt and Joseph Kess, *Television Advertising and Televangelism: Discourse Analysis of Persuasive Language* (Amsterdam: Benjamins, 1986), 16, 84; Richard A. Cherwitz and Kenneth S. Zagacki, "Consummatory Versus Justificatory Crisis Rhetoric," *Western Journal of Speech Communication* 50 (1986): 322; Achim Eschbach and Biktória Eschbach-Szabó, with the collaboration of Gabi Willenberg, *Bibliography of Semiotics, 1975-1985*. Amsterdam Studies in the Theory and History of Linguistic Science, Series V, Library and Information Sources in Linguistics 16, 2 vols. (Amsterdam: Benjamins, 1986), 1: 251; Jody M. Enders, "The Rhetoric of Protestantism: Book I of Agrippa D'Aubigne's *Les Tragiques*," *Rhetorica* 3 (1985): 292; Frans H. van Eemeren and Rob Grootendorst, *Speech Acts in Argumentative Discussions: A Theoretical Model for the Analysis of Discussions Directed towards Solving Conflicts of Opinion* (Dordrecht: Foris Publications, 1984) 54, 196, 205; Margaret L. McLaughlin, *Conversation: How Talk is Organized* (Beverly Hills, CA: Sage, 1984), 284; Edda Weigand, "Sind alle Sprechakte illokutiv?" In *Sprache und Pragmatik. Lunder Symposium 1984*, ed. Inger Rosengren, 7-22, Lunder germanistische Forschungen 53 (Stockholm: Almqvist & Wiksell 1984), 21, 426; Lawrence W. Rosenfield, "Hanna Arendt's Legacy," *Quarterly Journal of Speech* 70 (1984): 90-96; Bowman Howard Miller, "The Language Component of Terrorism Strategy: A Text-Based, Linguistic Case Study of Contemporary German Terrorism. (Volumes I and II). PhD diss., Georgetown University, 1983, 420; Scott Jacobs and Sally Jackson, "Conversational Argument: A Discourse Analytic Approach," in *Advances in Argumentation Theory and Research*, ed. J. Robert Cox and Charles A. Willard (Carbondale, IL: Southern Illinois University Press, 1982) 212, 387; Brenda Dervin and Melvin J. Voight, *Progress in Communication Sciences* 3 (1982): 24; ERIC <http://eric.ed.gov/?id=EJ210732>.

Gaines, Robert N. 1979. "Redemption and Identification in Lysias' *Against Eratosthenes*." *Central States Speech Journal* 30 (1979): 199-210.

Mike Milford, "Working Together at Arm's Length: Bipartisan Rhetoric in the 2012 Presidential Campaign," in *alienATION: The Divide and Conquer Election of 2012*, edited by Dianne G. Bystrom, Mary C. Banwart, and Mitchell S. McKinney, 296-309, *Frontiers in Political Communication* 28 (New York: Peter Lang, 2014), 298, 307; Mike Milford, "The Olympics, Jesse Owens, Burke, and the Implications of Media Framing in Symbolic Boasting," *Mass Communication and Society* 15: 4 (2012): 485-505, 502; Scott M. Anderson, "The Identification and Division of Steve Jobs," M.A. Thesis, Oregon State University, 2012, 44; Jeffrey A. Nelson, "The Republican Rhetoric of Identification With Gay and Lesbian Voters in the 2000 Presidential Campaign," *Atlantic Journal of Communication* 17.2 (2009): 57, 70; Karen A. Foss, Sonja K. Foss, and Robert Trapp, *Readings in Contemporary Rhetoric* (Prospect Heights, IL: Waveland Press, 2002), 349; Danny Toshio Molden, "Seven

Miles from Independence: The War, Internee Identity and the Manzanar Free Press," PhD diss., University of Minnesota, 1998, 30, 159; Michael E. Eidenmuler, "A Rhetoric of Religious Orders: The Case of the Promise Keepers," PhD diss., Louisiana State University, 1998, 49, 214; Christina S. Beck, with Sandra L. Ragan and Athena Dupré, *Partnership for Health: Building Relationships Between Women and Health Caregivers* (Mahwah, NJ: Erlbaum, 1997), 62, 163; Mark H. Wright, "Burkeian and Freudian Theories of Identification," *Communication Quarterly* 42.3 (1994): 301, 310; Kathleen Ann Loucks, "Advocacy in the Courts: Narrative and Argument in Lysias," PhD. diss., University of Washington, 1994, 28 bis, 89n27, 179; Mark H. Wright, "Identification and the Preconscious," *Communication Studies* 44.2 (1993): 144-156, 154n2; Sonja K. Foss, Karen A. Foss, and Robert Trapp, *Contemporary Perspectives on Rhetoric*, 2nd ed. (Prospect Heights, IL: Waveland Press, 1991), 386; Roger C. Aden, "A Critical Analysis of White Supremacist Use of the Mass Media: The Spreading of Hate," PhD diss., University of Nebraska, 1989, 75, 109; Mark Hamilton Wright, "The Role of Identification in Rhetorical Explanation," PhD diss., Northwestern University, 1989, 225, 241; Anna D. Jaroszynska, "Krytyka retroyczna w stanach zjednoczonych Ameryki," *Pamiętnik literacki: czasopismo kwartalne poświęcone historii i krytyce literatury polskiej* 79 (1988):108; Keith Michael Hearit, "A Burkean Analysis of the Rhetoric of Garrison Keillor," M.A. thesis, Central Michigan University, 1988, 81; James F. Klumpp, Phyllis M. Japp, and Debra K. Japp, "A Bibliography of Rhetorical Criticism: 1977-1982," *Speaker and Gavel* 22 (1984): 32; George Cheney, "The Rhetoric of Identification and the Study of Organizational Communication," *Quarterly Journal of Speech* 69 (1983): 144; Russell T. Church, "A Bibliography of Argumentation and Debate for 1979," *Journal of the America Forensic Association* 17.3 (1981): 161.

Gaines, Robert N., and Beth S. Bennett. 1979. "One Solution for the Rhetorician's Enigma." *Communication Education* 28: 134-139.

Contributions: Gaines, crossword puzzle of Greek technical terms in rhetoric, Greek translations, secondary role in description of pedagogical applications; Bennett, Latin technical terms and translations, primary role in description of pedagogical applications.

Cited in ERIC <http://eric.ed.gov/?id=EJ213975>.

Gaines, Robert N. 1981. "A Note on the Significance of Plato's *Phaedrus* 271AB." *Rhetoric Society Quarterly* 11: 19-21.

Cited in Ron C. Arnette and Annette Holba, *An Overture to Philosophy of Communication: The Carrier of Meaning* (New York: Peter Lang, 2012), 265; Stephen Byars Carroll, "Rhetorics and Hermeneutics: Dialectics in the Teaching of Composition," PhD diss., University of California, Berkeley, 1996, 598.

Gaines, Robert N. 1982. "Qualities of Rhetorical Expression in Philodemus." *Transactions of the American Philological Association* 112: 71-81.

Cited in Laurentino Garcia y Garcia, *Nova biblioteca pompeiana project. Repertorium bibliographicum pompeianum* (Rome: Arbor sapientiae, 2012), Lettera G (5599-6501B), 7 [5629]; Robert Matthew Calhoun, *Paul's Definitions of the Gospel in Romans 1*, Wissenschaftliche Untersuchungen zum Neuen Testament 2. Reihe 316 (Tübingen: Mohr Siebeck, 2011), 44, 236; Phillip Mitsis and Christos Tsagalas, eds., *Allusion, Authority, and Truth: Critical Perspectives on Greek Poetic and Rhetorical Praxis*, Trends in Classics, Supplementary Volumes 7 (Berlin: Walter De Gruyter, 2010), 423; Robert Matthew Calhoun, "The Letter of Mithridates. A Neglected Item of Ancient Epistolary Theory," in *Pseudepigraphie und Verfasserfiktion in frühchristlichen Briefen/Pseudepigraphy and Author Fiction in Early Christian Letters*, ed. Jörg Frey, Jens Herzer, Martina Janßen, and Claire K. Rothschild, unter Mitarbeit von Michaela Engelmann, 295-330 (Tübingen: Mohr Siebeck, 2009), 300; Gregor Kalivoda u. a., *Rhetorik*, in *Historisches Wörterbuch der Rhetorik*, hg. Gert Ueding, Vol. 7, 1423-1740 (Tübingen: Niemeyer, 2009), 1584; Voula Tsouna, *The Ethics of Philodemus* (Oxford: Oxford University Press, 2008), 315; Ilaria Ramelli, *Stoici romani minori. Testo greco e latino a fronte*, Bompiani Il pensiero occidentale (Milano: Bompiani, 2008), 658; Jiří Pavlík, "Pojem *synthesis* ve spisu *De compositione verborum* Dionýsia z Halikarnássu" [On the concept of composition in the writing *On literary composition* of Dionysius of Halicarnassus], PhD diss., Univerzita Karlova v Praze, 2007, 155; Clive Chandler, *Philodemus On Rhetoric Books 1 and 2: Translation and Exegetical Essays* (Oxford: Routledge, 2006), 206n1, 216; Roderick P. Hart and Suzanne M Daughton, *Modern Rhetorical Criticism*, 3rd ed. (Boston: Pearson/Allyn & Bacon, 2005), 44, 346; Carol Poster, "Framing Theaetetus: Plato and Rhetorical (Mis)representation," *Rhetoric Society Quarterly* 35 (2005): 41, 67; Bruce S. Winter, "Philodemus and Paul on Rhetorical Delivery (ὑπόκρισις)," *Philodemus and the New Testament World*, ed. John T. Fitzgerald, Dirk Obbink, and Glenn S. Holland, *Novum Testamentum, Supplements*, 111 (Leiden: Brill, 2004), 332n29; Martin Paul Schittko, *Analogien als Argumentationstyp: Vom Paradeigma zur Similitudo*, Untersuchungen zur Antike und zu ihrem Nachleben, Hypomnemata 144 (Göttingen: Vandenhoeck and Ruprecht, 2003), 65n48, 223; Bruce S. Winter, *Philo and Paul among the Sophists: Alexandrian and Corinthian Responses to a Julio-Claudian Movement*, 2nd ed. (Grand Rapids, MI: Eerdmans, 2002), 219n57; Richard F. Thomas, *Virgil and the Augustan Reception* (Cambridge: Cambridge University Press, 2001), 301; Richard F. Thomas, "A Trope by Any Other Name: 'Polysemy,' Ambiguity, and *Significatio* in Virgil," *Harvard Studies in Classical Philology* 100 (2000): 397n43; Clive Edward Chandler, "Philodemus On Rhetoric Books 1 and 2: Translation and Exegetical Essays," PhD diss., University of Cape Town, 2000, 195n1, 231; Giulio Duidorizzi and Simone Beta, *La metaphora: testi greci e latini*, Testimonianze sulla cultura greca, 3 (Pisa: Edizioni ETS, 2000), 186; Józef Korpanty, review of *Myth and Poetry in Lucretius* by Monica Gale, *Gnomon* 69.3 (1997): 264-266, 265n2; Dimitrios Karadimos, *Sextus Empiricus against Aelius Aristides. The Conflict between Philosophy and Rhetoric in the Second Century A.D.*, Studia Graeca et Latina Lundensia, 5 (Lund: Lund University Press, 1996), xiv, 190n169, 203n236; Gioia M. Rispoli, *Dal suono all'immagine. Poetica della voce ed estetica dell'eufonia*, Filologia e Critica, Collana diretta da Bruno Gentili, 76 (Pisa, Rome: Istituti Editoriali e Poligrafici Internazionali, 1995), 217, 307; Dirk Obbink, ed., *Philodemus and Poetry: Poetic Theory and Practice in Lucretius, Philodemus, and Horace* (Oxford: Oxford University Press, 1995), 277; George A. Kennedy, *A New History of Classical Rhetoric* (Princeton: Princeton University Press, 1994), 95, 288; Friedrich Ueberweg, Helmut Holzhey, and Helmut Flashar, *Grundriß der Geschichte der Philosophie, Die Philosophie der Antike*, in 2 Halbbdn. Bd. 4, *Die hellenistische Philosophie* (Basel: Schwabe, 1994), 351; Cecilia Mangoni, *Filodemo. Il quinto libro della poetica: PHerc. 1425 e 1538* (Napoli: Bibliopolis, 1993), 301; Tiziano Dorandi, "Filodemo: Orientamenti della ricerca attuale," *Aufstieg und Niedergang der römischen Welt*, 2, 36, 4 (Berlin: Walter de Gruyter, 1990) 2339, 2364; Doreen C. Innes, "Philodemus," in *The Cambridge History of Literary Criticism*, vol. 1, ed. George A. Kennedy (Cambridge: Cambridge University Press, 1989), 219, 365; Ian Rutherford, "Emphasis in Ancient Literary Criticism and

Tractatus Coislinianus c. 7,” *Maia: Rivista di letterature classiche* 40 (1988): 125; M. Hanke, “G. Weltrings ‘ΣΗΜΕΙΟΝ in der aristotelischen, stoischen, skeptischen und epikureischen Philosophie,’” *KODIKAS/CODE. Ars Semeiotica: An International Journal of Semiotics* 9 (1986): 35; Guido Milanese, *Lucida carmina. Comunicazione e scrittura da Epicuro a Lucrezio* (Milano: Vita e Pensiero, 1989), 76n33, 76n34, 80, 80n49, 81, 82n54; Doreen C. Innes, “Theophrastus and the Theory of Style,” in *Theophrastus of Eresus: On His Life and Work*, Rutgers University Studies in Classical Humanities, 2, ed. William W. Fortenbaugh with Pamela M. Huby and Anthony A. Long (New Brunswick: Transaction Books, 1985), 255, 265; “Bibliografia metodica degli studi di egittologia e di papirologia,” *Aegyptus: Rivista italiana di egittologia e papirologia* 63.1-2 (1983): 313-375, 361 (entry 8308).

Gaines, Robert N. 1984. “Studies in Cicero’s *Opera rhetorica*: Editor’s Introduction.” *Central States Speech Journal* 35: 120–123.

Cited in Michael Mendelson, *Many Sides: A Protagorean Approach to the Theory, Practice and Pedagogy of Argument* (Dordrecht: Kluwer Academic Publishers, 2002), 282 [inter alia]; Christopher Charles Miller, “Virtues of Civil Architecture: Rhetoric and Persuasion in Alberti’s Theory of Ornament,” PhD Diss., University of Virginia, 1999, 311; Michael Mendelson, “Everything Must Be Argued: Rhetorical Theory and Pedagogical Practice in Cicero’s *De Oratore*,” *Journal of Education* 179.1 (1997): 14–47, 46; Thomas Frank Martin, “*Miser ego homo*: Augustine, Paul, and the Rhetorical Moment,” PhD. Diss., Northwestern University, 1994, 1: 46n155, 461; Alan Morton Rosiene, “Classical and Medieval Latin Metonymy in relation to Contemporary Figurative Theory. (Volumes I and II),” PhD diss., Northwestern University, 1992, 454; James Jasinski, comp. “References,” in *Cicero on Oratory and Orators*, by Marcus Tullius Cicero, trans. John Selby Watson, li-lvi, Landmarks in Rhetoric and Public Address, (Carbondale, IL: Southern Illinois University Press, 1986) liv [inter alia].

Gaines, Robert N. 1984. “Textual Notes on Philodemus, Περὶ ῥητορικῆς, book IV.” *Hermes: Zeitschrift für klassische Philologie* 113: 19–21.

Cited in *Pompey Bibliography and Mapping Project*, accessed 14 September 2014, <http://digitalhumanities.umass.edu/pbmap/projectmika/show/35654>; Laurentino Garcia y Garcia, *Nova biblioteca pompeiana project. Repertorium bibliographicum pompeianum* (Rome: Arbor sapientiae, 2012), Lettera G (5599-6501B), 7 [5631]; Giulio Guidorizzi and Simone Beta, *La metaphora: testi greci e latini*, Testimonianze sulla cultura greca, 3 (Pisa: Edizioni ETS, 2000), 182; Tiziana Di Matteo, “Isocrate nella Retorica di Filodemo,” *Cronache Ercolanesi* 27 (1997): 122; Tiziana Di Matteo, “Isocrate nella Retorica di Filodemo,” *Akten des 21. Internationalen Papyrologenkongresses, Berlin, 13.–19.8.1995, Archiv für Papyrusforschung und verwandte Gebiete*, Beiheft 1-2, ed. Bärbel Kramer, Wolfgang Luppe, and Herwig Maehler, 2 vols. (Stuttgart: B. G. Teubner, 1997), 1: 226n6; Anton. D. Leeman, Harm Pinkster, and Jakob Wisse, *M. T. Cicero. De oratore libri III. 4. Band: Buch II, 291–367; Buch III, 1–95*. (Heidelberg: Universitätsverlag C. Winter, 1996), 148; Friedrich Ueberweg, Helmut Holzhey, and Helmut Flashar, *Grundriß der Geschichte der Philosophie, Die Philosophie der Antike, in 2 Halbbdn. Bd. 4, Die hellenistische Philosophie* (Basel: Schwabe, 1994), 351; Jakob Wisse, “Welsprekendheid en filosofie bij Cicero. Studies en commentaar bij Cicero, ‘De Oratore’ 3, 19-37a; 52-95,” PhD Diss., Universiteit van Amsterdam, 1994, 58; Tiziano Dorandi, “Filodemo: Orientamenti della ricerca attuale,” *Aufstieg und Niedergang der römischen Welt*, 2, 36, 4 (Berlin: Walter de Gruyter, 1990), 2339, 2364; Mario Capasso, “Primo Supplemento al Catalogo de Papiri Ercolanesi,” *Cronache Ercolanesi* 19 (1987): 197, 234, 251; “Segnalazioni bibliografiche,” *Elenchos: Rivista di studi sul pensiero antico* 8.1 (1987): 188-272, 248 (annotation by Guido Turrini); “Bibliografia metodica degli studi egittologia ed di papirologia,” *Aegyptus: Rivista italiana di egittologia e papirologia* 66.1-2 (1986): 299-361, 331 (entry 1874); “Bibliografisch Repertorium--International Philosophical Bibliography,” *Tidjschrift voor filosofie* 48.1 (1986): 14* (entry 280).

Gaines, Robert N. 1985. “Philodemus on the Three Activities of Rhetorical Invention.” *Rhetorica* 3: 155–163.

Cited in Sonya Wurster, “Reconstructing Philodemus: The Epicurean Philosopher in the Late Republic,” PhD diss., University of Melbourne, 2012, 303; Laurentino Garcia y Garcia, *Nova biblioteca pompeiana project. Repertorium bibliographicum pompeianum* (Rome: Arbor sapientiae, 2012), Lettera G (5599-6501B), 7 [5630]; Kathleen Lamp, “‘A City of Brick’: Visual Rhetoric in the Roman Principate,” PhD diss., University of Illinois at Urbana-Champaign, 2009; Kathleen Lamp, “The *Ara Pacis Augustae*: Visual Rhetoric in Augustus’ Principate,” *Rhetoric Society Quarterly* 39.1 (2009): 4n4, 23; Carol Poster, “Framing Theaetetus: Plato and Rhetorical (Mis)representation,” *Rhetoric Society Quarterly* 35 (2005): 41, 67; Frederick J. Long, *Ancient Rhetoric and Paul’s Apology: The Compositional Unity of 2 Corinthians*, Society for New Testament Studies Monograph Series (Cambridge: Cambridge University Press, 2004), 42, 253; Marcello Gigante, “Margitomane,” in *Atakta: Contributi alla papirologia ercolanese*, 2 vols., ed. Marcello Gigante, 114-115, Biblioteca della Parola del passato 19 (Napoli: Macchiaroli, 2002), 2: 115; R. Dean Anderson, *Le zarma (République du Niger). Étude du parler djerma de Dosso: Phonologie, synthématique et syntagme nominal*, 2nd ed., Contributions to Biblical Exegesis and Theology 18 (Leuven, Peeters, 1999), 60n91; R. Dean Anderson, *Ancient Rhetorical Theory and Paul*, 2nd ed. (Leuven: Peeters, 1999), 297; Fredrick J. Long, “Have we been defending ourselves to you? (2 Cor 12:19): Forensic Rhetoric and the Rhetorical Unity of 2 Corinthians,” PhD diss., Marquette University, 1999, 61-62n195, 357; Craig R. Smith, *Rhetoric and Human Consciousness: A History* (Prospect Heights, IL: Waveland Press, Inc., 1998), 118, 147, 423; 2d ed. (2003), 116, 149, 429; Gert-Jan van Dijk, *Άνοι, Λόγοι, Μύθοι. Fables in Archaic, Classical, and Hellenistic Greek Literature. With a Study of the Theory and Terminology of the Genre. Mnemosyne Supplementa*, 166 (Leiden: Brill, 1997), 306; George A. Kennedy, *A New History of Classical Rhetoric* (Princeton: Princeton University Press, 1994), 95, 288; Robert Stephen Reid, “When Words were a Power Loosed: The Defense of Arrangement in Dionysius of Halicarnassus,” PhD diss., University of Washington, 1994, 311; Albert A. Bell and James B. Allis, *Resources in Ancient Philosophy: An Annotated Bibliography of Scholarship in English, 1965-1989* (Lanham, MD: Scarecrow Press, 1991), 576, 577; Tiziano Dorandi, “Filodemo: Orientamenti della ricerca attuale,” *Aufstieg und Niedergang der römischen Welt*, 2, 36, 4 (Berlin: Walter de Gruyter, 1990) 2364; Thomas M. Conley, *Rhetoric in the European Tradition* (New York: Longman, 1990), 47; Jakob Wisse, *Ethos and Pathos from Aristotle to Cicero* (Amsterdam: Adolf M. Hakkert, 1989), 183, 200; Albert W. Hallsall, *La rhétorique du texte* (Toronto: Trintexte, 1989), 442; Robert North, *Elenchus of Biblica 1988* (Roma: Editrice Pontificio Instituto Biblica, 1991), 121.

Gaines, Robert N. 1986. "A Note on Rufus' Τέχνη ῥητορικῆ." *Rheinisches Museum für Philologie* 129: 90–92.

Cited in Christina Pepe, *The Genres of Rhetorical Speeches in Greek and Roman Antiquity* (Leiden: Brill, 2013), 560; *Fragments: Art rhétorique/Longin*, ed. and trans. Michel Patillon and Luc Brisson; *Art rhétorique/Rufus*, ed. and trans. Michel Patillon, Collection des universités de France, Série grecque 423 (Paris: Belles Lettres, 2001), 242; Malcolm Heath, *Menander: A Rhetor in Context* (Oxford: Oxford University Press, 2004), 272n37, 337; George A. Kennedy, trans., *Later Greek Rhetoric*, Fascicle I (Fort Collins, CO: Kennedy, 2000), 28.

Gaines, Robert N. 1986. "Aristotle's Rhetorical Rhetoric?" *Philosophy and Rhetoric* 19: 194–200.

Cited in Scott R. Stroud, *Kant and the Promise of Rhetoric* (University Park: Penn State Press, 2014), 264; Christian O. Lundberg, "Letting Rhetoric Be: On Rhetoric and Rhetoricity," *Philosophy and Rhetoric* 46.2 (2013): 247–255, 249, 255; Llorenç Gostaldés, "Retòrica clàssica i comunicació. Memòria d'investigació," PhD diss., Universitat de les Illes Balears, [2012], 140; John Walt Burkett, "Aristotle, *Rhetoric* III: A Commentary," PhD diss., Texas Christian University, 2011, 490; David Timmerman and Edward Schiappa, *Classical Greek Rhetorical Theory and the Disciplining of Discourse* (Cambridge: Cambridge University Press, 2010), 98, 181; George L. Guthridge, "Appropriating apotopos: Using the enthymeme to teach introductory fiction and nonfiction writing," PhD diss., University of Alaska Fairbanks, 2010; Bryan-Paul Frost, "Preliminary Reflections on the Rhetoric of Aristotle's *Rhetoric*," *Expositions* 2 (2008): 183n21, 185; Frédérique Woerther, *L'éthos Aristotélicien. Genèse d'une notion rhétorique*, Textes et traditions, 14 (Paris: Vrin, 2007), 341; Francesco Arenas Dolz, "Il concetto di deliberazione nella filosofia di Aristotele. Etica, retorica ed ermeneutica," PhD diss., Alma Mater Studiorum—Università di Bologna, anno accademico 2005–2006, 312; Andreas Dörpinghaus, *Logik der Rhetorik: Grundriss einer Theorie der argumentativen Verständigung in der Pädagogik* (Würzburg: Königshausen und Neumann, 2002), 214; Christof Rapp, trans. and comm., *Aristoteles. Rhetorik*, Werke in deutscher Übersetzung, 4, Erster Halbband (Berlin: Akademie Verlag, 2002), 406; David M. Timmerman, "The Aristotelian Fix: Fourth Century B.C. Perspectives On Political Deliberation," *Rhetoric Society Quarterly* 32.3 (2002): 90, 97n13, 97; Jorge Juan Vega y Vega and Michel Le Guern, *L'enthymème: histoire et actualité de l'inférence du discours* (Lyon: Presses Universitaires de Lyon, 2000), 181; Molly Jean McFarland, "Weaving the Web: The Rhetorical Structure of Galatians," PhD diss., University of Denver, 2000, 175; Carol Poster, comp., "The Enthymeme: An Interdisciplinary Bibliography of Critical Studies," <http://rhetjournal.net/Enth.html> (circa 2000); Gernot Krappinger, trans. and ed., *Rhetorik*, by Aristotle, Reclams Universal-Bibliothek, Nr. 180006 (Stuttgart: Reclam, 1999), 239; Alberto Bernabé, "Introducción," *Rheórica*, by Aristóteles, trans. and comm., Alberto Bernabé, 7–41, Biblioteca de Clásicos de Grecia y Roma (Madrid: Alianza Editorial, 2000), 39; Sara Joanne Newman, "Aristotle and Metaphor: His Theory and Its Practice," PhD diss., University of Minnesota, 1998, 275; Christiane Schildknecht and Dieter Teichert, eds., *Philosophie in Literatur*, Suhrkamp Taschenbuch Wissenschaft 1225 (Frankfurt am Main: Suhrkamp, 1996), 370; Franco Montanari, introd.; Marco Dorati, ed. and trans., *Retorica*, by Aristotele, Classici greci e latini, 99 (Milano: Mondadori, 1996), xxx; Amélie Oksenberg Rorty, ed., *Essays on Aristotle's Rhetoric* (Berkeley: University of California Press, 1996), 429; Marilyn Joan Wynn Palmer, "An Enthymeme as a Platform for Understanding Audience Values," PhD diss., University of Oklahoma, 1996, 150; David Smith, "Introductory Preaching Courses in Selected Southern Baptist Seminaries in the Light of John A. Broadus's Homiletical Theory," PhD diss., Southwestern Baptist Theological Seminary, 1995, 192; Theodore Christian David Bouton, "Aristotle's Theory of Controversial Enthymeme: *Rhetoric* II.24–25," PhD diss., Northwestern University, 1995, 808; Jasper Neel, *Aristotle's Voice: Rhetoric, Theory, and Writing in America* (Carbondale: Southern Illinois University Press, 1994), 147–148, 232; Ru M. Sabre and J. Edward Ketz, *Corporate Planning and LAN: Information Systems as Forums* (San Diego, CA: Academic Press, 1993), 204; Kenneth Stewart Casey, "The Quarrel between Rhetoric and Philosophy: Ethos and the Ethics of Rhetoric," PhD diss., Vanderbilt University, 1992, 424; George A. Kennedy, *On Rhetoric: A Theory of Civic Discourse*, by Aristotle (New York: Oxford University Press, 1991) 324, 2nd ed. (2007) 324; Pierre Louis, ed., *Meteorologiques*, tome I, livres I–II, by Aristotle, 4th ed. (Paris: Les Belles Lettres, 2002), 26; André Wartelle, annot., Méric DuFour and André Wartelle, eds. and trans., *Rhétorique, Livre I*, 4th ed. (Paris: Les Belles Lettres, 1991), 26; Albert A. Bell and James B. Allis, *Resources in Ancient Philosophy: An Annotated Bibliography of Scholarship in English, 1965–1989* (Metuchen, NJ: Scarecrow, 1991), 576; Richard Leo Enos and Ann M. Blakeslee, "The Classical Period," *The Present State of Scholarship in Historical and Contemporary Rhetoric*, ed. Winifred Bryan Horner, rev. ed. (Columbia: University of Missouri Press, 1990), 38; Scott Consigny, "Dialectical, Rhetorical, and Aristotelian Rhetoric," *Philosophy and Rhetoric* 22 (1989): 281; Albert W. Hallsall, *La rhétorique du texte* (Toronto: Trintexte, 1989), 442; Carlo Ginzburg, "Ekphrasis and Quotation," *Tijdschrift voor filosofie* 50.1 (1988): 18; Centre de documentation sciences humaines (France), Institut de l'information scientifique, and technique (France). *Sciences humaines et sociales. Bulletin signalétique*. 523, Histoire et science de la littérature, vol. 41. (Paris: Centre de documentation sciences humaines, 1987), 2 [item 2922].

Gaines, Robert N. 1989. "On the Rhetorical Significance of *P. Hamb.* 131." *Rhetorica* 7: 329–340.

Cited Joshua Prenosil, "Bruno Latour Is a Rhetorician of Inartistic Proofs," in *Thinking with Bruno Latour in Rhetoric and Composition*, edited by Paul Lynch and Nathaniel Rivers, 97–113, (Carbondale, IL: Southern Illinois University Press, 2015), 111n2, 112; Pascale Fleury, "La question rétorique: exploration d'un genre didactique chez les *Rhetores latini minores*," in *La littérature des questions et réponses dans l'Antiquité profane et chrétienne: De l'enseignement à l'exégèse. Actes du séminaire sur le genre des questions et réponses tenu à Ottawa les 27 et 28 septembre 2009*, éd. Marie-Pierre Bussièrès, 81–89, *Instrumenta Patristica et Mediaevalia: Research on the Inheritance of Early and Medieval Christianity* 64 (Turnhout: Brepols, 2013), 86, 86n10; Joshua David Prenosil, "A Proposal for a Non-Modern Rhetoric of Social Movements," PhD diss., Purdue University, 2012, 124, 124n41, 180; Nídia Emanuel Magalhães Pinheiro, "Cícero, As Divisões Da Arte Oratória. Estudo e Tradução," Mestrado em Estudos Literários, Culturais e Interartes--Literaturas Clássicas, Faculdade de Letras da Universidade do Porto, 2010, 115; Jakob Wisse, "The Intellectual Background of Cicero's Rhetorical Works," *Brill's Companion to Cicero: Oratory and Rhetoric*, ed. James M. May (Amsterdam: E. J. Brill, 2002), 355n48; John O. Ward, *Ciceronian Rhetoric in Treatise, Scholion and Commentary*, Typologie des sources du Moyen Âge 58 (Turnhout, Belgium: Brepols, 1995), 309, 332; Claude Loutsch, *L'exorde dans les discours de Cicéron* (Bruxelles: Latomus, 1994), 70; Robert Stephen Reid, "When Words were Power Loosed: The Defense of Arrangement in Dionysius of Halicarnassus," PhD diss., University of Washington, 1994, 311.

Gaines, Robert N. 1990. "Isocrates, *Ep.* 6.8," *Hermes: Zeitschrift für klassische Philologie* 118: 165–170.

Cited in Thomas Blank, *Logos und Praxis: Sparta als politisches Exemplum in den Schriften des Isokrates* (Berlin: Walter de Gruyter, 2014), 70n189, 642; Nancy L. Christiansen, *Figuring Style: The Legacy of Renaissance Rhetoric* (University of South Carolina Press, 2013), 622; Tarik Wareh, *The Theory and Practice of Life: Isocrates and the Philosophers* (Washington, DC: Center for Hellenic Studies, 2012); Jeffrey Walker, *The Genuine Teachers of This Art: Rhetorical Education in Antiquity* (Chapel Hill: University of South Carolina Press, 2012), 123, 300n50;

Allison Traweek, "Conceptions of the Poetic in Classical Greek Prose," PhD diss., University of Pennsylvania, Philadelphia, PA, 2011, Publicly accessible Penn Diss.s, Paper 303, 175; Julio de Figueiredo Lopes Rego, "Os discursos Cipriotas. Para Demônio, Para Nicocles, Nicocles e Evágoras de Isócrates, tradução, introdução e notas," Mestre em Letras, Universidade de São Paulo, 2010, 19n54, 83, 94; Hayden W. Ausland, "Poetry, Rhetoric, and Fiction in Plato's *Phaedrus*," *Symbolae Osloenses* 84 (2010): 19n38, 21; Yun Lee Too, *A Commentary on Isocrates' Antidosis* (New York: Oxford University Press, 2008), 101; Mogens Herman Hansen, *The Return of the Polis: The Use and Meanings of the Word Polis in Archaic and Classical Sources* (Stuttgart: Steiner, 2007), 202; Suzanne Abram, "Select Bibliography of Ancient Letter-Writing Collections and Epistolary Theory," in *Letter-Writing Manuals and Instruction from Antiquity to the Present. Historical and Bibliographic Studies*. ed. Carol Poster and Linda C. Mitchell, 245–283 (Columbia: University of South Carolina Press, 2007), 268; "Bibliographies sélectives des agrégations de lettres, classiques, grammaire et lettres modernes," *L'information littéraire* 59 (2007/3): 22-57, item 101; Niall Livingstone, "Writing Politics: Isocrates' Rhetoric of Philosophy," *Rhetorica* 25 (2007), 23n18; Joseph Stewart Garnjobst, "The Epistles of Isocrates: A Historical and Grammatical Commentary," PhD diss., University of California, Santa Barbara 2006, 68, 69; Daniel John Fitzmier, "The Role of Maxims and Memory in Isocrates' Pedagogy," PhD diss., Northwestern University, 2005, 2011; Roberto Nicolai, *Studi su Isocrate*, Quaderni dei seminari romani (Roma: Quasar, 2004), 37n2, 190; Ekaterina Haskins, *Logos and Power in Isocrates and Aristotle* (Columbia, SC: University of South Carolina Press, 2004), 2, 79, 153; Terry L. Papillon, trans., *Isocrates II* (Austin: University of Texas Press, 2004), 284; Christoph Eucken, review of *A Commentary on Isocrates' Busiris*, by Niall Livingstone, *Gnomon* 76.2 (2004): 104-110, 105n3; Craig R. Smith, *Rhetoric and Human Consciousness: A History* (Prospect Heights, IL: Waveland Press, Inc., 1998), 54-55, 69, 423, 2d ed. (2003), 54, 58, 429; Ruth Mariß, Alkidamas: *Über diejenigen, die schriftliche Reden schreiben, oder über die Sophisten*, *Orbis antiquus* 36 (Münster: Aschendorff, 2002), 6, 42n145, 207; Juan Signes Codoñer, "¿'Επιστολαί ο λόγοι? Problemas en torno a las cartas I, VI y IX de Isócrates," *Materiali e discussioni per l'analisi dei testi classici*, No. 48 (2002): 106n65; Ekaterina Haskins, "Paideia versus Techné: Isocrates's Performative Conception of Rhetorical Education," in *Professing Rhetoric. Selected Papers from the 2000 Rhetoric Society of America Conference*, ed. Frederick J. Antczak, Cinda Coggins, Geoffrey D. Klinger, 199-206 (Mahwah, NJ: Erlbaum, 2002), 203, 205; Niall Livingstone, *A Commentary on Isocrates' Busiris* (Leiden: Brill, 2001), 165, 199; Robert Sullivan, "Eidos/idea in Isocrates," *Philosophy & Rhetoric* 34 (2001): 80n5, 92; Robert G. Sullivan, "Isocrates and the Forms of Rhetorical Discourse," PhD diss., University of Maryland, 2001, 4, 46, 102, 204, 215, 222; Vasileios G. Mandelaras, ed., *Opera omnia*, by Isocrates, 3 vols. (Monachii: Saur, 2000, 2003), 1: 156; Mogens Herman Hansen, "The Use of the Word *Polis* in the Attic Orators," in *Further Studies in the Ancient Greek Polis*, *Historia Einzelschriften*, 138, ed. Pernille Flensted-Jensen, 151-160 (Stuttgart: Franz Steiner Verlag, 2000), 157n16; Takis Poulakos, *Speaking for the Polis: Isocrates' Rhetorical Education* (Columbia, SC: University of South Carolina Press, 1997), 112n14, 119; Kai Brodersen, ed. and comm., and Christine Ley-Hutton, trans., [Isokrates] *Sämtlich Werke/Bd. 2. Reden IX-XXI; Briefe; Fragmente*, *Bibliothek der griechischen Literatur* 44 (Stuttgart: Hiersemann, 1997), 2: 317; Giuseppe Cambiano, Luciano Canfora, and Diego Lanza, eds., *Chronologia e bibliografia della letteratura greca*, vol. 3 of *Lo spazio della letterario della Grecia antica* (Salerno: Salerno Editrice, 1996), 520; Robert Stephen Reed, "Hermagoras' Theory of *Prose Oikonomia* in Dionysius of Halicarnassus," *Advances in the History of Rhetoric* 1 (1996): 17; Evangelos Alexiou, *Ruhm und Ehre: Studien zu Begriffen, Werten und Motivierungen bei Isokrates*, *Bibliothek der klassischen Altertumswissenschaften*, n.F., 2. Reihe, Bd. 93 (Heidelberg: C. Winter 1995), 174, 222; Terry Papillon, "Isocrates' *techné* and Rhetorical Pedagogy," *Rhetoric Society Quarterly* 25 (1995): 149, 160; Yun Lee Too, *The Rhetoric of Identity in Isocrates: Text, Power, Pedagogy* (Cambridge: Cambridge University Press, 1995), 114; Niklas Holzberg, ed., with Stefan Merkle, *Der griechische Briefroman: Gattungstypologie und Textanalyse* (Tübingen: Narr, 1994), 185n302; Robert Stephen Reid, "When Words were a Power Loosed: The Defense of Arrangement in Dionysius of Halicarnassus," PhD diss., University of Washington, 1994; 180, 180n113, 182, 182n116, 182n117, 182n118, 183, 185, 186, 186n121, 284n34, 312; J. A. E. Bons, "Ἀμφιβολία: Isocrates and Written Composition," *Mnemosyne* 41 (1993): 166.

Gaines, Robert N. 1991-92. "Hermogenes on *Kairos*." *Proceedings of the Canadian Society for the Study of Rhetoric* 4: 64–81.

Cited in Carol Poster, "Framing Theaetetus: Plato and Rhetorical (Mis)representation," *Rhetoric Society Quarterly* 35 (2005): 41, 67; Fee-Alexandra Haase, "*Kairos*. Zur Überlieferung einer Zeitvorstellung in Bild und Literatur von der Antike bis zur Neuzeit," *Storia della storiografia* 41 (2002): 72n4.

Gaines, Robert N. 1997. "Knowledge and Discourse in Gorgias' *On the Non-Existent or On Nature*." *Philosophy and Rhetoric* 30: 1–12.

Cited in, Марина Вольф [Marina Wolf], ««Дедалы ручей». Софистика в современных исследованиях» ["Logodaidaloi": The Sophistic in Contemporary Studies], *Scholae. Философское антиковедение и классическая традиция [The Philosophical Study of Antiquity and the Classical Tradition]* 8.2 (2014): 217-243, 241; Marian Wesoly, "La 'Dimostrazione propria' di Gorgia," *Peitho/Examina Antiqua* 1.4 (2013): 159–188, 185; Yumi Suzuki, "The Underlying Paradox of Plato's Meno 80d5-e5," M.A. thesis, Durham University, 2012, 98, 99, 99n183, 114; Christopher Lyle Johnstone, *Listening to the Logos: Speech and the Coming of Wisdom in Ancient Greece* (Columbia, SC: University of South Carolina Press, 2012); Zacharoula Petraki, *The Poetics of Philosophical Language: Plato, Poets and Presocratics* (Berlin: Walter de Gruyter, 2011), 273; Pilar Spangenberg, "Persuasión y *apáte* en Gorgias," *Hypnos. Revista do Centro de Estudos da Antiguidade*. n. 24.1 (2010): 91; Lois Agnew, "The Classical Period," in *The Present State of Scholarship in the History of Rhetoric: A Twenty-First Century Guide*, ed. Lynée Lewis Gaillet with Winifred Bryan Horner, 7–41 (Columbia, MO: University of Missouri Press, 2010), 33; Ignacio Pajón Leyra, "Categorías y supuestos del escepticismo pirrónico," PhD diss., Universidad Complutense de Madrid, 2010, 383; Daniel W. Graham, *The Texts of Early Greek Philosophy: The Complete Fragments and Selected Testimonies of the Major Presocratics* (Cambridge: Cambridge University Press, 2009), 784, 788; Andreas Willi, *Sikelismos. Sprache, Literatur und Gesellschaft im griechischen Sizilien (8.-5. Jh. v. Chr.)*. *Biblioteca Helvetica Romana XXIX* (Basel: Schwabe Verlag, 2008), 372; Marie-Laurence Desclos, "Gorgias, *Du non-étant ou de la nature*," in *Le néant: Contribution à l'histoire de non-être dans la philosophie occidentale*, ed. Jérôme Laurent and Claude Romano (Paris: Presses Universitaires de France, 2006), 55, 59; Daniele Vignali, *I sofisti. Retori, filosofi ed educatori* (Roma: Armondo, 2006), 251; Maurice Charland, "Lyotard's Postmodern Prudence," in *Prudence: Classical Virtue, Postmodern Practice*, ed. Robert Hariman, 259-85 (University Park, PA: Pennsylvania State University Press, 2003) 285n42; Bruce McCormiskey, *Gorgias and the New Sophistic Rhetoric* (Carbondale: Southern Illinois University Press, 2002), 127; Bradley Morgan Levett, "Contradiction and Authority in Gorgias," PhD diss., University of Washington, 2002, 20n39, 52n93, 236; Dimos Spatharas, "Gorgias: An Edition of the Extant Texts and Fragments with Commentary and Introduction," PhD diss., University of Glasgow, 2001, 296, 296, 411; Michelle Ballif, *Seduction, Sophistry, and the Woman with the Rhetorical Figure* (Carbondale, IL: Southern

Illinois University Press, 2001), 66, 200n9, 219; 이준웅 [June Woong Rhee], 설득의 윤리적 문제 : 고르기아스와 소크라테스 [Ethical Issues of Persuasion: Gorgias and Socrates], 한국언론학회, [Korean Journal of Journalism & Communication Studies] 45.2 (2001): 349-386, 384; Giuseppe Mazzara, *Gorgia. La retorica del verosimile*, International Pre-Platonic Studies, 1 (Sankt Augustin: Academia Verlag, 1999), 244.

Gaines, Robert N. 2000. "Disciplinary Relations in Ancient and Renaissance Rhetorics." *Advances in the History of Rhetoric* 4: 25–35.

Cited in Rebecca Moore Howard, "Academic Discourse: A Bibliography for Composition and Rhetoric," <http://wrt-howard.syr.edu/Bibs/AcadWtg.htm>, 23 August 2009; *British Rhetoricians and Logicians, 1500-1660*, 2nd Series, ed. Edward A Malone, vol. 281 of *Dictionary of Literary Biography* (Detroit: Gale, 2003), 381.

Gaines, Robert N. 2003. "Philodemus and the Epicurean Outlook on Epideictic Speaking." *Cronache Ercolanesi* 33: 189–197.

Cited in Ilon Lauer, "Epideictic Rhetoric," *Communication Research Trends* 34.2 (2015): 4-18, 6-7, 17; Christina Pepe, *The Genres of Rhetorical Speeches in Greek and Roman Antiquity* (Leiden: Brill, 2013), 274n118, 560; David Blank, "Philosophia and technē: Epicureans on the Arts," in *The Cambridge Companion to Epicureanism*, ed. James Warren, 216–233 (Cambridge: Cambridge University Press, 2009), 232n34; Marceio Ilon Lauer, "Ceremonial and Religious Functions of Roman Epideictic Genres," PhD diss., University of Georgia 2007, 25, 26, 124n59-62; Carol Poster, "Framing Theaetetus: Plato and Rhetorical (Mis)representation," *Rhetoric Society Quarterly* 35 (2005): 41, 67.

Refereed Conference Proceedings

Gaines, Bob. 1974. "Isocrates' Theory of Rhetoric" [commended student paper], in *Conference in Rhetorical Criticism, Address of the Conference and Commended Papers*, edited by Estelle C. Mannis, assistant editors John Cambus and Deborah Brown, 11-14. Hayward, CA: California State University, Hayward, 1973-1974.

Cited in ERIC <http://eric.ed.gov/?id=ED108271>.

Invited Talks

Gaines, Robert N. 1997. "The Object of Textual Criticism." Lecture, Colloquium of the Department of Communication Studies, Vanderbilt University, Nashville, TN, 25 April.

Gaines, Robert N. 2000. "Herculanean Papyri, Philodemus, and Late Hellenistic Rhetoric." Lecture, Cultural Life Program, Furman University, Greenville, SC, 17 October.

Gaines, Robert N. 2004. "New Perspectives on the Sophists from Philodemus' *On Rhetoric*." Lecture, The Papyri of Herculaneum, Smithsonian Lectures & Seminars, Resident Associate Program, Smithsonian Castle, Washington, DC, 22 April.

Gaines, Robert N. 2005. "Knowing and Doing in Humanities and Arts." Lecture, Symposium on the Humanities, Sponsored by the Humanities Development Fund, Furman University, Greenville, SC, 9 May.

Refereed Presentations

Gaines, Robert N. 1977. "Doing by Saying: Toward a Theory of Perlocution." Paper presented to the annual meeting of the Speech Communication Association, Washington, DC.

Gaines, Robert N. 1980. "Qualities of Rhetorical Expression in Philodemus." Paper presented to the annual meeting of the American Philological Association, New Orleans, LA.

Gaines, Robert N. 1982. "An Account of Symbolic Competence." Paper presented to the Summer Conference on Language and Discourse Processes, Michigan State University, East Lansing, MI.

Gaines, Robert N. 1983. "Philodemus on Rhetorical Invention." Paper presented to the biennial congress of the International Society for the History of Rhetoric, Florence, Italy.

Gaines, Robert N. 1983. "The Epicurean Account of Figurative Language in Rhetoric." Paper presented to the annual meeting of the American Philological Association, Cincinnati, OH.

Gaines, Robert N. 1985. "Plato's Response to Isocrates in the *Phaedrus*." Paper presented to the Symposium on Continuities in Classical Greek Rhetoric, Pennsylvania State University, Media, PA.

Gaines, Robert N. 1985. "Philodemus' Rhetorical Genera and their Disciplinary Relations." Paper presented to the biennial congress of the International Society for the History of Rhetoric, St. John's College, Oxford, England.

Gaines, Robert N. 1987. "Philodemus on Beautiful Expression." Paper presented to the biennial congress of the International Society for the History of Rhetoric, Tours, France.

Cited in R. Farese, "Theoria e praxis nella Retorica di Filodemo," in *Atti del XXII Congresso internazionale di Papirologia (Firenze, 23-29 Agosto 1998)*, 3 vols., ed. I. Andorlini, G. Bastianini, M. Manfredi, G. Menci, I:427-442 (Firenze: Istituto papirologico G. Vitelli, 2001), 1:436n18.

Gaines, Robert N. 1988. "Notes on a Rhetorical Papyrus: *P. Hamb.* 131." Paper presented to the annual colloquium of the American Society for the History of Rhetoric, New Orleans, LA.

Gaines, Robert N. 1989. "Intellection: The Forgotten Function of the Speaker." Paper presented to the annual meeting of the Canadian Society for the Study of Rhetoric, Quebec City, Quebec, Canada.

Gaines, Robert N. 1989. "Philodemus on the Artistic Status of Rhetoric." Paper presented to the biennial congress of the International Society for the History of Rhetoric, Göttingen, Federal Republic of Germany.

Cited in Laurent Pernot, *La rhétorique de l'éloge dans le monde Gréco-Roman*, 2 vols., Collection des Études Augustiniennes, Serie Antiquité, 137-38 (Paris: Institute des Études Augustiniennes, 1993) 2: 505n66.

Gaines, Robert N. 1991. "Hermogenes on Καίρος." Paper presented to the annual meeting of the Canadian Society for the Study of Rhetoric, Kingston, Ontario, Canada.

Gaines, Robert N. 1991. "On the Nature of Philodemus' Περὶ ῥητορικῆς ὑπομνηματικόν." Paper presented to the biennial congress of the International Society for the History of Rhetoric, Baltimore, MD.

Gaines, Robert N. 1992. "Cicero's Theoretical Accomplishment in *De oratore*, book 1." Paper presented to the annual meeting of the Canadian Society for the Study of Rhetoric, Prince Edward Island, Canada.

Gaines, Robert N. 1993. "Rhetoric, Philosophy, and their Practitioners in Philodemus' Περὶ ῥητορικῆς, book 5." Paper presented to the Congresso internazionale l'Epicureismo Greco e Romano, Napoli, Italia.

Gaines, Robert N. 1993. "The Form of Preaching in Alain of Lille's *Summa de arte praedicatoria*." Paper presented to the biennial congress of the International Society for the History of Rhetoric, Turin, Italy.

Gaines, Robert N. 1993. "*Rhetorica contra philosophia*: Disciplinary Dispute in Philodemus' Περὶ ῥητορικῆς." Paper presented to the annual meeting of the American Philological Association, National Meeting, Washington, DC.

Gaines, Robert N. 1995. "Quintilian and the Quarrel between Rhetoric and Philosophy." Paper presented to the biennial congress of the International Society for the History of Rhetoric, Edinburgh, Scotland.

Gaines, Robert N. 1997. "Philodemus and the Ethical Theory of Delivery." Paper presented to the biennial congress of the International Society for the History of Rhetoric, Saskatoon, Saskatchewan, Canada.

Gaines, Robert N. 1998. "The Object of Textual Criticism." Paper presented to the biennial meeting of the Rhetoric Society of America, Pittsburgh, PA.

Gaines, Robert N. 1999. "The Text of Philodemus' *On Rhetoric*, book 4." Paper presented to the biennial congress of the International Society for the History of Rhetoric, Amsterdam, Netherlands.

Gaines, Robert N. 1999. "Disciplinary Relations in Ancient and Renaissance Rhetorics." Paper presented to the annual colloquium of the American Society for the History of Rhetoric, Newberry Library, Chicago, IL.

Gaines, Robert N. 2000. "Three Faces of Epicurean Rhetoric." Paper presented to the biennial meeting of the Rhetoric Society of America, Washington, DC.

Gaines, Robert N. 2001. "De-Canonizing Ancient Rhetoric." Paper presented to the annual colloquium of the American Society for the History of Rhetoric, Woodruff Library, Emory University, Atlanta, GA.

Gaines, Robert N. 2002. "Tradition Meets Technology: Toward a Method for Rhetorical Criticism of Web Pages." Paper presented to the biennial meeting of the Rhetoric Society of America, Las Vegas, NV.

Gaines, Robert N. 2002. "Philodemus on Epideictic Speaking." Paper presented to the biennial meeting of the Rhetoric Society of America, Las Vegas, NV.

Gaines, Robert N. 2002. "Philodemus and the Epicurean Outlook on Epideictic Speaking." Paper presented to the Colloquio Internazionale: I papiri Ercolanesi e la storia della filosofia antica, Napoli, Italia.

Gaines, Robert N. 2003. "Disciplinary Dispute and the Development of Rhetoric in Ancient Times." Paper presented to the biennial congress of the International Society for the History of Rhetoric, Madrid and Calahorra, Spain.

Gaines, Robert N. 2004. "Knowing and Doing in the Humanities and Arts." Paper presented to the Second International Conference on New Directions in the Humanities, Monash University, Prato, Italy.

Gaines, Robert N. 2005. "Between Aeschines and Nicetes: New Perspective on the Second Sophistic in Philodemus." Paper presented to the biennial congress of the International Society for the History of Rhetoric, Los Angeles, CA.

Gaines, Robert N. 2006. "A Web-Based Interactive Tutor for Teaching History of Rhetoric." Paper presented to the biennial meeting of the Rhetoric Society of America, Memphis, TN.

Gaines, Robert N. 2007. "Cicero and the Sophists." Paper presented to the biennial congress of International Society for the History of Rhetoric, Strasbourg, France.

Gaines, Robert N. 2007. "*P. Herc.* 1423: The Case of the Missing Column." Paper presented to the triennial meeting of the International Congress of Papyrology, University of Michigan, Ann Arbor, MI.

Gaines, Robert N. 2009 "Sophists in Diogenes Laertius." Paper presented to the biennial congress of International Society for the History of Rhetoric, McGill University, Montreal, Canada.

Gaines, Robert N. 2010. "Was the Art of Speaking *Really* Invented by Plato (and Aristotle)?" Paper presented to the biennial meeting of the Rhetoric Society of America, Minneapolis, MN.

Gaines, Robert N. 2011. "Sophists in Plutarch." Paper presented to the biennial congress of the International Society for the History of Rhetoric, Università di Bologna, Bologna, Italia.

Smith, Ann C., Douglas A. Roberts, and Robert N. Gaines. 2013. "The I-Series: Evoking Intellect, Inquiry, and Imagination to Engage Students in Real-World Challenges." Presentation to the Association of American Colleges and Universities conference entitled "General Education and Assessment: A Sea Change in Learning," Boston, MA.

Gaines, Robert N. 2015. "Sophists in Space: Locations of Sophistic Professional Activity in the Hellenistic and Early Imperial World." Presentation to the biennial congress of the International Society for the History of Rhetoric, Eberhard Karls Universität Tübingen, Tübingen, BRD.

Refereed Posters

Gaines, Robert N., and Sean Patrick O'Rourke. 1998. "Multi-Media, Multi-Modal Representations of Spoken Discourse: Implications for Teaching and Research," Poster presented to Communication: Organizing for the Future, sponsored by the National Communication Association and International Communication Association, Rome, Italy.

Refereed Panels

Gaines, Robert N. 2012. "Foucault, Frankness, and Philodemus," in panel entitled Foucault's Last Lectures: Some Implications for Rhetoric. Paper presented to the biennial meeting of the Rhetoric Society of America, Philadelphia, PA. (Panel organized by Arthur Walzer)

Gaines, Robert N. 2014. "The Object of Inquiry in Murphy's *Rhetoric in the Middle Ages*," in panel entitled Rhetoric in the Middle Ages at 40: A Roundtable Discussion. Paper presented to the biennial meeting of the Rhetoric Society of America, San Antonio, TX. (Panel organized by Sean O'Rourke)

Gaines, Robert N. 2014. "Behaving Like a Sophist," in panel entitled Sophistic Practices. Paper presented to the annual meeting of the National Communication Association, Chicago, IL. (Panel organized by Robert N. Gaines)

Non-Refereed Presentations

Gaines, Robert N. 1980. "A Note on the Significance of Plato's *Phaedrus* 271AB," Paper presented to the annual meeting of the National Communication Association, New York, NY.

Gaines, Robert N. 1983. "The Sophists as Philosophers of Discourse." Paper presented to the annual meeting of the Western States Communication Association, Albuquerque, NM.

Gaines, Robert N. 1985. "Isocrates, *Letter* 6.8." Paper presented to the annual meeting of the National Communication Association, Denver, CO.

Gaines, Robert N. 1986. "Rhetorical Delivery in Philodemus." Paper presented to the annual meeting of the National Communication Association, Chicago, IL.

Gaines, Robert N. 1987. "Philodemus and Cicero's *De oratore*," Paper presented to the Rutgers Conference on Cicero's *De oratore*, South Burwick, ME.

Gaines, Robert N. 1989. "Response to 'Language, Thought, and Reality in Early Greek Philosophy.'" Paper presented to the annual meeting of the Eastern Communication Association Convention, Ocean City, MD.

Gaines, Robert N. 1989. "Rhetoric and the Other Disciplines in Aristotle: A Brief Commentary on *Rhetoric* 1.2.1." Paper presented to the annual meeting of the National Communication Association, San Francisco, CA.

Gaines, Robert N. 1991. "Aristotle's Rhetoric in the Contemporary Era: A Hollow Colossus." Paper presented to the Rutgers Conference on Peripatetic Rhetoric after Aristotle, Rutgers University, New Brunswick, NJ.

Cited in Alan G. Gross, "What Aristotle Meant by Rhetoric," in *Rereading Aristotle's Rhetoric*, ed. Alan G. Gross and Arthur E. Walzer, 24-37 (Carbondale, IL: Southern Illinois University Press, 2000), 25, 214.

Gaines, Robert N. 1993. "Recent Advances in Research on Cicero's *Opera rhetorica*." Paper presented to the annual meeting of the Southern States Communication Association Convention, Lexington, KY.

Gaines, Robert N. "Ehninger as Historian." 1993. Paper presented to the annual meeting of the National Communication Association, Miami Beach, FL.

Gaines, Robert N. 1994. "Hermes Vindicated: Rhetorical Arguments in the Hellenistic Quarrel with Philosophy." Paper presented to the Symposium of the International Society for the History of Rhetoric, Edinburgh, Scotland.

Gaines, Robert N. 1994. "Collocatio in Cicero's *Orator*," Paper presented to the seminar, Studies in Cicero's *Orator*, at the annual meeting of the National Communication Association, National Convention, New Orleans, LA.

Gaines, Robert N. 1995. "Philodemus, *On Rhetoric* IV, P. Herc.1423: A Draft Edition." Paper presented to the Conference on the Text of Philodemus' *Rhetoric*, University of Texas, Austin, TX.

Gaines, Robert N. 1995. "Cicero, Philodemus, and the Development of Late Hellenistic Rhetorical Theory." Paper presented to the Conference on the Text of Philodemus' *Rhetoric*, University of Texas, Austin, TX.

Gaines, Robert N. 1995. "Knowledge and Discourse in Gorgias' *On the Non-Existent or On Nature*." Paper presented to the annual meeting of the National Communication Association, San Antonio, TX.

Gaines, Robert N. 1996. "The Influence of Hieronymus on Late Hellenistic Rhetoric." Paper presented to the conference on the The Post-Aristotelian Peripatos and its Influence on Hellenistic Rhetoric, sponsored by Rutgers University, Tatnic, ME.

Gaines, Robert N. 1996. "Aristotle's *Rhetoric* in Twentieth Century Scholarship: The Hollow Colossus." Paper presented to the annual meeting of the National Communication Association, National Convention, San Diego, CA.

Gaines, Robert N. 1997. "E-Textualization and the Humanistic Scholar." Paper presented to the annual meeting of the National Communication Association, Chicago, IL.

Gaines, Robert N. 1998. "Cicero and Philodemus on Models of Rhetorical Expression." Paper presented to the Congrès Cicéron-Philodème, Paris, France.

Gaines, Robert N. 2003. "Ensuring Survival of P[reparing] F[uture] F[aculty] in the Communication Discipline." Paper presented to the annual meeting of the National Communication Association, Miami, FL.

Gaines, Robert N. 2004. "Ehninger on Rhetoric: Systems and Sensibilities." Paper presented to the biennial meeting of the Rhetoric Society of America, Austin, TX.

Gaines, Robert N. 2004. "The Fallacies of Rhetoric." Paper presented to the annual Colloquium of the American Society for the History of Rhetoric, Chicago, IL.

Gaines, Robert N. 2005. "Primary Texts and Conservation of Historical Perspective: Developments in the United States." Position paper presented in the Global Round-Table--Discussion III: Research in the Americas, at the biennial congress of the International Society for the History of Rhetoric, Los Angeles, CA.

Gaines, Robert N. 2005. "Extending our Understanding of Art and Rhetoric in Philodemus." Paper presented to the annual meeting of the National Communication Association, Boston, MA.

Gaines, Robert N. 2006. "Recovering Ancient Sophistic." Paper presented to the annual meeting of the Eastern Communication Association, Philadelphia, PA.

Gaines, Robert N. 2006. "Early Speech-Part Handbooks in Ancient Rhetoric: A Reconsideration of the Evidence." Séminaire sur l'histoire de la rhétorique, International Society for the History of Rhetoric, Université Marc Bloch—Strasbourg II, Palais Universitaire, Strasbourg, France.

Gaines, Robert N. 2008. "Text Authentication and the Voices of Democracy Project." Paper presented to the annual meeting of the National Communication Association, San Diego, CA.

Gaines, Robert N. 2008. "Aristotle's *Rhetoric* in the Twenty-First Century." Paper presented to the annual meeting of the National Communication Association, San Diego, CA.

Gaines, Robert N. 2009. "History of Rhetoric in the Global Context." Paper presented to the annual meeting of the Southern States Communication Association, Norfolk, VA.

Gaines, Robert N. 2010. "Theodorus Byzantius on the Parts of a Speech." Workshop on Rhetoric, International Society for the History of Rhetoric, Dipartimento di Filologia Classica e Medioevale, Alma Mater Studiorum Università di Bologna, Bologna, Italy.

Gaines, Robert N. 2010. "History of Rhetoric: Past, Present, and Future." Paper presented to the annual meeting of the National Communication Association, Minneapolis, MN.

Gaines, Robert N. 2014. "The Communication Discipline and Ancient Greek Rhetoric," Paper presented to the annual meeting of Southern States Communication Association, New Orleans, LA.

Professional Publications

Orend, Richard J., Robert N. Gaines, and Marsha J. Michaels. 1977. *Reserve Enlistment Motivation*. No. HUMRRO-FR-ED-77-12. Human Resources Research Organization Alexandria, VA.

Cited in Brian Edward Wish, "Individual Motivation Factors Impacting United States Air Force Reserve Recruiting," PhD diss., University of Texas at Arlington, 2014, 11 (Table 2-1), 29, 47, 115; Jack S. Chase, Reserve Component Military Intelligence Training--Thoughts for Tomorrow's Army (Carlisle Barracks, PA: U. S. Army War College, 1990), 65; Mark E. Eisley and Myron P. Viner, *Review of Reserve Component Training: Problems and Solutions*, Research Report 1487 (Alexandria, VA: U. S. Army Research Institute for the Behavioral and Social Sciences, 1988), 13, 44; United States, Congressional Budget Office, Daniel F. Huck, David S. Mundel, *National Service Programs and their Effects on Military Manpower and Civilian Youth Problems* (Washington, DC: Congress of the United States, Congressional Budget Office, 1978), 18n 35.

Orend, Richard J., Robert N. Gaines, Kenneth W. Stroad, and Marsha J. Michaels. 1978. *Measuring the Quality of Navy Life*. No. HUMRRO-PP-3-78. Human Resources Research Organization Alexandria, VA.

Book Reviews

Gaines, Robert N. 1978. Rev. of *Speech Act Phenomenology* by Richard L. Lanigan. *Quarterly Journal of Speech* 64: 465–466.

Cited in Richard L. Lanigan, "Lanigan's Response [to Review]," *Quarterly Journal of Speech* 64 (1978): 466–67.

Gaines, Robert N. 1983. Rev. of *The Sophistic Movement* by G. B. Kerferd. *Quarterly Journal of Speech* 69: 448–449.

Cited in Andrea M. Colbourn, "The Typewriter as an Agent of Change 1867 to 1954: A Drucker/Ellulian Analysis," PhD diss., New York University, 1988, 54, 488.

Gaines, Robert N. 1993. Rev. of *Trials of Character: The Eloquence of Ciceronian Ethos* by James M. May. *Philosophy & Rhetoric* 26: 160–163.

Cited in Andrew D. Dimarogonas, ed., *Synopsis: An Annual Index of Greek Studies, 1993*, vol. 2 (Reading, UK: Harwood, 1993), 40.

Gaines, Robert N. 1993. Rev. of *Protagoras and Logos: A Study in Greek Philosophy and Rhetoric* by Edward Schiappa. *Quarterly Journal of Speech* 79: 500–503.

Cited in Scott Consigny, "Edward Schiappa's Reading of the Sophists," *Rhetoric Review* 14.2 (1996): 263; Andrew D. Dimarogonas, ed., *Synopsis: An Annual Index of Greek Studies, 1993*, vol. 2 (Reading, UK: Harwood, 1993), 150, 228.

Websites and Webpages

Gaines, Robert N. 1998. "An Introduction to Rhetorical Delivery." <http://www.arsrhetorica.net/gaines/delivery.html>

Cited in Carolyn Handa, *The Multimediatic Rhetoric of the Internet: Digital Fusion* (Routledge, 2013), 108, 180, 190.

Gaines, Robert N. 1999. "An Introduction to Rhetorical Style." <http://www.arsrhetorica.net/gaines/style.html>.

Alla Sheveleva and Viktoriia Timchenko, "Rhetoric and Sociolinguistics of Political Power," *GSTF International Journal of Law and Social Sciences* (JLSS) 2.2 (April 2013) 87-91, 88, 91; DOI: 10.5176/2251-2853_2.2.117; Alla Sheveleva, "Lingo-Rhetorical and Socio-Pragmatic

Peculiarities in Political Speeches by Barack Obama,” *Intercultural Communication Studies* 21.3 (2012): 53-62, 55, 61; Е. А. Сухорукова, “Речевые особенности политического дискурса как инструмент формирования имиджа политика,” in *Язык, речь, общение в контексте диалога языков и культур*, ed. О.И. Уланович, 67-77 (Минск: Министерство образования Республики Беларусь Учреждение образования «Белорусский государственный университет», 2012), 67-77, 76; А.Д.Малина, “Политическая риторика: Лингвистические стратегии аргументированного дискурса в современном английском языке (на материале публичных выступлений),” Общероссийская студенческая электронная научная конференция «Студенческий научный форум», Москва, 15-20 февраля 2011.

Gaines, Robert N. 2009. “Civic Rhetoric and Lincoln’s Birthday,” <http://www.advances.umd.edu/LincolnBirthday/>. Endorsed Program by the Abraham Lincoln Bicentennial Commission, see <http://www.abrahamlincoln200.org/endorsed-programs.aspx>

Grants

Principal Investigator (March-August 2012), Asian American and Native American Pacific Islander-Serving Institutions Grant, U. S. Department of Education (P382B080008; \$1,166,216.00), 2008-2012.

Shawn Parry-Giles, Robert N. Gaines, Michael Hogan, Rosa Eberly, Martin Medhurst, Co-Project Directors, “Voices of Democracy: The U.S. Oratory Project,” National Endowment for the Humanities Teaching and Learning Resources and Curriculum Grant (EE-50192-05; \$195,023.); 2005-2008.

Translator, “The Philodemus Project,” National Endowment for the Humanities Grant (RL-22316-95; \$16,856.00): Sub-Contract for Greek Text and English Translation of Philodemus, *On Rhetoric* IV; 1995–1996.

Fellowships

General Research Board, Semester Research Award, U. of Maryland, 1995–1996
General Research Board, Semester Research Award, U. of Maryland, 1987–1988

Teaching, Mentoring and Advising

Courses Taught (1986-present)

AAST378 Experiential Learning (3)
ARHU205 Honors Humanities Second Year Seminar (3)
ARHU206 Honors Humanities Research Semester (1)
COMM107 Speech Communication: Principles and Practice (3)
COMM250 Introduction to Speech Communication Inquiry (3)
COMM330 Argumentation and Public Policy (3)
COMM385 Influence (3)
COMM388 Communication Practicum: Authenticating Rhetorical Texts (3)
COMM398L Selected Topics in Communication: Civic Rhetoric and Lincoln's Birthday (3)
COMM401 Interpreting Strategic Discourse (3)
COMM402 Communication Theory and Process (3)
COMM420 Theories of Group Discussion (3)
COMM450 Ancient and Medieval Rhetorical Theory (3)
COMM451 Renaissance and Modern Rhetorical Theory (3)
COMM476 Language, Communication, and Action (3)
COMM478 Communication Colloquium (1)
COMM488 Communication Portfolio Project (1)
COMM498W Seminar: Strategic Design of Web Communication (3)
COMM602 Communication Theory (3)
COMM604 Argumentation Theory (3)
COMM687 Professional Development in the Communication Discipline (1)
COMM698 Special Problems in Communication: Speech Acts (3)
COMM698 Special Problems in Communication: Isocrates (3)
COMM700 Introduction to Doctoral Studies in Speech Communication (3)
COMM711 Historical/Critical Methods in Speech Communication Research (3)

COMM758 Seminar in Rhetorical Theory: Argument (3)
 COMM758 Seminar in Rhetorical Theory: Cicero's *Opera rhetorica* (3)
 COMM758 Seminar in Rhetorical Theory: Quintilian (3)
 COMM768 Seminar in Public Address: Textual Criticism (3)

Course or Curriculum Development

ARHU205 Honors Humanities Second Year Seminar, created 2002–2003, CORE-HO 2003–2004
 COMM200 Critical Thinking and Speaking, developed 2001–2002, CORE HO, 2001–2002, GenEd Oral Communication 2010–2011
 COMM250 Introduction to Communication Inquiry, created 1989–1990, developed 2009–2010, revised 2011, revised 2014
 COMM385 Influence, created 2014, GenEd I-Series and Scholarship in Practice 2014
 COMM420 Theories of Group Discussion, developed 2014
 COMM602 Communication Theory, created 1999–2000
 COMM604 Argumentation Theory, created 2004–2005
 COMM687 Professional Development in the Communication Discipline, created 1996–1997
 COMM698 Special Problems in Communication: Isocrates, developed 1991–1992
 COMM758 Seminar in Rhetorical Theory: Cicero's Rhetorical Works, developed 1994–1995
 COMM758 Seminar in Rhetorical Theory: Quintilian, developed 1993–1994
 COMM768 Seminar in Public Address: Textual Criticism, developed 2001–2002
 Revised Undergraduate COMM major requirements (as Undergraduate Director), 1989–1990
 Established COMM Departmental Honors Program, 1990
 Revised Undergraduate COMM major requirements (special assignment), 1998–1999
 Established Rhetoric Citation (now Minor) as collaboration of COMM and ENGL, 2001
 Revised Honors Humanities Certificate requirements (as Director of Honors Humanities), 2003–2004

Research Direction

Undergraduate

Tiffany Thompson, "Wit, Humor, and Ridicule: The Enigma within George Campbell's *The Philosophy of Rhetoric*," BA honors thesis, University of Maryland, 2004.

Master's

Mark Smeltzer, "Gorgias on Arrangement," MA project, University of Washington, 1986. Published as "Gorgias on Arrangement: A Search for Pragmatism Amidst the Art and Epistemology of Gorgias of Leontini," *The Southern Communication Journal* 60 (1996): 156-165.

David G. Levasseur, "Burke and Bristol: A Rhetorical Account," MA thesis, University of Maryland, 1990. Published in part as "A Reexamination of Edmund Burke's Rhetorical Art: A Rhetorical Struggle Between Prudence and Heroism," *The Quarterly Journal of Speech* 83 (1997): 1-19.

Doctoral

Gary Selby, "Apocalyptic and Rhetoric in the Epistles of the New Testament," PhD dissertation, University of Maryland, 1996. Recipient of the American Society for the History of Rhetoric Dissertation Award, 1995–1996.

Shuming Lu, "Intercultural Small Talk: An Ethnographic Analysis of Interactions among Chinese and Americans," PhD dissertation, University of Maryland, 1997. Recipient of the Lee Yuh-Jie Dissertation Scholarship from the Dr. Sun Yat-Sen Scholarship Foundation, 1996.

Anders Lunt, "The Reinvention of Preaching: A Study of Sixteenth and Seventeenth Century Preaching Treatises," PhD dissertation, University of Maryland, 1998.

Lisa Perry, "Legal Rhetoric Books in England, 1600–1700," PhD dissertation, University of Maryland, 1998.

Robert Sullivan, "Isocrates and the Forms of Rhetorical Discourse," PhD dissertation, University of Maryland, 2001. Recipient of the American Society for the History of Rhetoric Dissertation Award, 2000–2001. Published in part as "Eidos/idea in Isocrates," *Philosophy & Rhetoric* 34 (2001): 79–92.

Cynthia King, "History Writing as Social Resistance in the Rhetoric of Nineteenth Century African Americans: Arguments and Depictions in the Historical Narratives of William Wells Brown and George Washington Williams," PhD dissertation, University of Maryland, 2002. Recipient of the American Society for the History of Rhetoric Dissertation Award, 2002–2003.

Camilla Kari, "Rhetorical Trajectory: The Emerging Public Nature of the Joint Pastoral Letters of the American Catholic Bishops," PhD dissertation, University of Maryland, 2002. Published as *Public Witness: The Pastoral Letters of the American Catholic Bishops* (Collegeville, MN: Michael Glazier, 2004).

Michael Phillips-Andersen, "A Theory of Rhetorical Humor in Political Discourse," PhD dissertation, University of Maryland, 2007.

A. Michele Mason, "Nannie H. Burroughs' Rhetorical Leadership during the Inter-War Period," PhD dissertation, University of Maryland, 2008. Recipient of the Winnemore Fellowship, Maryland Institute for Technology in the Humanities, 2006.

Arthur W. Herbig, "The Textualization of Pat Tillman: Understanding the Relationships between Person, Discourse, and Ideology," PhD dissertation, University of Maryland, 2011.

Benjamin Charles Krueger, "A Dissident Blue Blood: Reverend William Sloane Coffin and the Vietnam Antiwar Movement," PhD dissertation, University of Maryland, 2014.

Lindsey Fox, PhD dissertation (in progress), 2009-present.

Abbe Depretis, PhD dissertation (in progress), 2014-present.

Faculty Mentorship

Assistant Professor Shannon A. Bowen, 2005-2006; Assistant Professor Torsten Reimer, 2006-2007; Assistant Professor Nneka Ifeoma Ofulue, 2009-2010 : Assistant Professor Anita Atwell-Seate 2014-2015

Advising: Other than Research Direction

Undergraduate

Advisor (representing COMM), Rhetoric Citation, 2001–2003 (about 10 students per year)

Master's

Harry Pritchett, MA (non-thesis) 1991; Mary Wozney, MA (non-thesis) 1993; Scott Bolesta, MA (non-thesis) 1995; Ann Boyle, MA (non-thesis) 2001; Tiffany Thompson, MA (non-thesis) 2006

Service and Outreach

Editorships

Gaines, Robert N., Editor, *Advances in the History of Rhetoric*, 2002–2011.

Gaines, Robert N. and Bruce E. Gronbeck, Area Co-Editors. 2008. Rhetorical Studies Area. In *The International Encyclopedia of Communication*, General Editor, Wolf Donsbach. 11 vols. (Oxford: Blackwell, 2008-2014).

Editorial Boards

Advances in the History of Rhetoric, 1996–2002, 2015–2017
Communication Quarterly, 1998–2000
Communication Reports, 1987–1990
Quarterly Journal of Speech, 1989–1990, 1992–1997, 2000–2007
Voices of Democracy, 2005–2008 (online beginning 2008)
Western Journal of Speech Communication, 1984–1987

Reviewing Activities for Journals and Presses

American Journal of Philology 2010
Argumentation and Advocacy 1989, 2007, 2010
Communication Monographs 1994
Communication Studies 1992, 1993
Critical Studies in Mass Communication 1993
Philosophy and Rhetoric 1994, 2004, 2005
Rhetoric and Public Affairs 2000, 2005, 2006, 2015
Quarterly Journal of Speech 1979
Rhetorica 1985, 1988, 1989, 1993, 1995
Southern Speech Communication Journal 1980
Western Journal of Speech Communication 1987
 University of North Carolina Press 1987
 Truman State University Press 2001
 Blackwell Publishing 2006
 Princeton University Press 2015

Reviewing Activities for Agencies, Foundations, and Federations

Reviewer, Standard Research Grants Program, Communication, Cultural Studies and Women's Studies, Social Sciences and Humanities Research Council, Canada, 2007–2008
 Reviewer, Mellon/ACLS Dissertation Completion Fellowship, American Council of Learned Societies, USA, 2011–2014

Reviewing Activities for Conferences

Member, Convention Program Review Committee, Rhetoric Society of America, 1997–1998, 1999–2000, 2001–2002, 2003–2004, 2005–2006, 2007–2008, 2009–2010

Professional Service – Offices and Committees

Vice-President, American Society for the History of Rhetoric, 1985–1986
 President, American Society for the History of Rhetoric, 1986–1987
 International Treasurer, International Society for the History of Rhetoric, 1992–1997
 Secretary-General, International Society for the History of Rhetoric, 2011–2012
 Steering Committee, American Society for the History of Rhetoric, 1982–1983
 Steering Committee, American Society for the History of Rhetoric 1985–1987
 Dissertation Awards Committee, National Communication Association, 1986–1988
 Chair, Constitution Drafting Committee, American Society for the History of Rhetoric, 1987–1988
 Steering Committee, American Society for the History of Rhetoric, 1990–1991
 Council, International Society for the History of Rhetoric (ex-officio), 1992–1997
 Chair, Dissertation Awards Committee, American Society for the History of Rhetoric, 1993–1994
 Chair, Publications Committee, American Society for the History of Rhetoric, 1997–2000
 Publications Committee, Rhetoric Society of America, 1999
 Board of Directors, Rhetoric Society of America, 1999–2003
 Nominating Committee, Rhetoric Society of America, 2001
 Nominating Committee, International Society for the History of Rhetoric, 2001–2003

Doctoral Education Committee, National Communication Association, 2001–2004
 Conference Site Committee, Rhetoric Society of America, 2002–2003
 Selection Committee, International Treasurer, International Society for the History of Rhetoric, 2005
 Council, International Society for the History of Rhetoric, (elected), 2005–2009
 Alliance of Rhetorical Societies (delegate representing ISHR), 2005–2009
 Chair, Grants Committee, International Society for the History of Rhetoric, 2006–2011
 Publications Committee, International Society for the History of Rhetoric, 2007–2009
 Chair, Publications Committee, American Society for the History of Rhetoric, 2009
 Policies and Procedures Task Force, Rhetoric Society of America, 2015–2016

Institutional Service

The University of Alabama

Department Level, Department of Communication Studies

Graduate Program Coordinator, 2016–2017
 Faculty Search Committee: Organizational Communication, 2015–2016
 Undergraduate Program Committee, 2015–2016
 Graduate Faculty, 2015–2016
 Chair, Graduate Faculty Assembly, 2016–2017
 Chair, Administrative Committee of the Graduate Program, 2016–2017
 Member, Tenure-Track Faculty Review Committee, 2016
 Peer Reviewer of Teaching for Assistant Professor Joshua Pederson
 Chair, Contract Faculty Review Committee, 2016

College Level, College of Communication and Information Sciences

PhD Program Taskforce, 2015–2016
 Chair, Sub-Committee on PhD Program Operations, 2015–2016
 Senior College Tenure and Promotion Committee, 2015–2016
 PhD Admission Review Committee, 2016

University of Maryland

Departmental Level, Department of Communication Arts and Theatre, Department of Speech Communication, Department of Communication

Chair, Departmental Separation Proposal Drafting Committee, Department of Communication Arts and Theatre, 1986–1987
 Supervising Author, “Proposal for Departmental Separation: Communication Arts and Theatre,” 1987
 Undergraduate Curriculum Committee, Speech Communication Division, Department of Communication Arts and Theatre, 1986–1987
 Appointment, Promotion, and Tenure Committee, Department of Communication Arts and Theatre/Communication 1986–2015
 Chair, Faculty Review Committee, Speech Communication Division, Department of Communication Arts and Theatre, 1987–1988
 Graduate Studies Committee, Speech Communication Division, Department of Communication Arts and Theatre, 1987–1988
 Governance, Policy and Procedures Committee, Speech Communication Division, Department of Communication Arts and Theatre, 1987–1988
 Executive Committee, Department of Communication Arts and Theatre, 1987–1989
 Chief author, “Department of Speech Communication Plan of Organization,” Department of Speech Communication 1988
 Director of Undergraduate Studies, Department of Speech Communication 1989–1991
 Chair, Undergraduate Studies Committee, Department of Speech Communication 1989–1991
 Chair, Human Subjects Committee, Department of Speech Communication 1989–1991

Human Subjects Committee, Department of Speech Communication 1991-1993
 Director of Departmental Honors, Department of Speech Communication 1991–1994
 Foundations Examination Committee, Department of Speech Communication 1992
 Graduate Studies Committee, Department of Speech Communication 1993–1994
 Chair, Human Subjects Committee, Department of Speech Communication 1993-1994
 Foundations Examination Committee, Department of Speech Communication 1993–1994
 Coordinator, Communication Colloquium Series, Department of Speech Communication 1993–1995
 Faculty Advisory Committee, Department of Speech Communication 1993–1995
 Chair, Graduate Studies Committee, Department of Speech Communication 1996–1998
 Director of Graduate Studies, Department of Speech Communication 1996–1998
 Human Subjects Committee, Department of Speech Communication 1996-1998
 Faculty Search Committee, Department of Speech Communication 1997–1998
 Chair, Faculty Advisory Committee, Department of Communication 1998–1999
 Undergraduate Studies Committee, Department of Communication 1998–1999
 Chair, Salary Committee, Department of Communication 1998–1999
 Chair, Foundations Examination Committee, Department of Communication 1998–1999
 Course Supervisor, COMM200, Department of Communication 1998–2000
 Course Supervisor, COMM 330, Department of Communication 1998–2000
 Chair, Graduate Studies Committee, Department of Communication 1999–2000
 Course Supervisor, COMM 230, Department of Communication 1999–2000
 Director of Graduate Studies, Department of Communication 1999-2000
 Salary Committee, Department of Communication 1999–2000
 Human Subjects Committee, Department of Communication 1999-2000
 Chair, Faculty Search Committee, Department of Communication 2001–2002
 Chair, Ad Hoc Committee on Reputation, Department of Communication 2001–2002
 Course Supervisor, COMM200, Department of Communication 2001–2009
 Chair, Faculty Search Committee, Department of Communication 2002–2003
 Undergraduate Studies Committee, Department of Communication 2002–2004
 Graduate Studies Committee, Department of Communication 2003
 Chair, Salary Committee, Department of Communication 2004–2005
 Graduate Studies Committee, Department of Communication 2004–2005
 Chair, Ad Hoc Committee on COMM Learning Outcomes Assessment Plan, Department of Communication 2005–2006
 Chair, Social Influence Sub-Committee, Search Committee, Department of Communication 2005–2006
 Chair, Faculty Advisory Committee, Department of Communication 2005–2006
 Chair, Salary Committee, Department of Communication 2006-2007
 Search Committee, Department of Communication 2006-2007
 Chair, Ad Hoc Committee on COMM Learning Outcomes Assessment Rubrics, Department of Communication 2007–2008
 Faculty Advisory Committee, Department of Communication 2008-2009
 Undergraduate Studies Committee, Department of Communication 2009-2010
 Chair, Graduate Studies Committee, Department of Communication 2010–2011
 Director of Graduate Studies, Department of Communication 2011
 Ad Hoc Committee on Re-Envisioning the COMM Undergraduate Major, Department of Communication 2013-2015
 Chair, Appointment, Promotion, and Tenure Committee, Department of Communication 2014-2015
 Coordinator, Communication Colloquium Series, Department of Communication 2014–2015
 Departmental Point of Contact, Lyterati Program, Department of Communication 2014-2015

College Level, College of Arts and Humanities, University of Maryland

Workgroup on the Speech Requirement, Arts and Humanities Curriculum Review, 1986–1987
 Advisory Council, Research Center for the Arts and Humanities, 1987–1988
 Search Committee, Chair of Speech Communication, 1989
 Search Committee, Chair of Classics, 1991
 Faculty Advisory Board, Center for Renaissance & Baroque Studies, 1993–1999
 NEH Dissertation Grant Application Review Committee, 1994

Search Committee, Chair of Speech Communication, 1994-1995
 Academic Unit Review Committee for the Writing Center, 1994-1995
 Search Committee, Chair of Speech Communication, 1997
 Search Committee, Computer Network Administrator Search Committee, 1998-1999
 Collegiate Council, 1987-1988 (Alternate), 1999-2000
 Academic Unit Review Committee for the Department of English, 2001-2002
 Chair, Subcommittee on Undergraduate Studies, Review Committee for the Department of English, 2001-2002
 Rhetoric Minor Committee (formerly Rhetoric Citation Committee), 2001-2011
 Search Committee, Chair of Classics, 2005
 Faculty Advisory Board, Honors Humanities Program, 2006-2007
 Chair, CLAS-COMM-PHIL Business Manager Search Committee, 2007
 Search Committee, Director of Honors Humanities, 2007
 Classics APT Committee (ad hoc member), 2008-2009
 Classics Program Sub-Committee, Department of Classics, 2009-2010
 Convener, Rhetoric Minor Committee, 2010-2011
 Classics APT Committee (ad hoc member), 2012-2013
 Classica APT Committee (ad hoc member), 2014-2015
 Committee on Programs, Courses, and Curricula, 2014-2015

University Level, University of Maryland

General Committee on Programs, Curricula, and Courses, University Senate, 1987-1988, 2011-2013 (representing
 Dean for Undergraduate Studies)
 Chair, Adjunct Committee on Academic Procedures and Standards, University Senate, 1990-1991
 General Committee on Educational Affairs, University Senate, 1990-1991
 University Senate, 1990-1992
 Focus Group, Plan for Continuous Improvement, President's Office, 1991
 Executive Committee, University Senate, 1992
 President's Advisory Committee, 1992
 Sub-Committee on Faculty Workload, Council of Deans, 1993
 Executive Committee, University Senate, 1993-1994
 President's Advisory Committee, 1993-1994
 Chair, General Committee on Faculty Affairs, University Senate, 1993-1994
 University Senate, 1993-1996
 Merit Policy Review Committee, University Senate, 1994
 Provost's Committee on Policies for Review of Deans, Chairs, and Units, 1995
 Focus Group, Proposal for Creation of Senior Experience Office, Office of Undergraduate Studies, 1995
 General Committee on Elections, Representation, and Governance, University Senate, 1997-1999
 Focus Group, Web Page Construction, Office of Information Technology, 1998
 Council of University System Faculty, Representing College Park, 1999-2000
 Fellowship Committee, Graduate School, 2002-2003
 Provost's Advisory Committee on Admissions and Advising, 2002-2004
 Honors Faculty Council, 2004-2005
 Associate Provost's Instructional Capacity Study Workgroup, 2007-2008
 Middle States Periodic Review Subcommittee on Educational Offerings and Support, 2011-2012
 Search Committee, Director of Asian American Studies, 2011-2012
 Provost's Committee on Living-Learning and Other Special Programs, 2011-2013
 Provost's Commission on Learning Outcomes Assessment, 2011-2013
 Equity Administrator, Office of Undergraduate Studies, 2011-2013
 Equity Council, Office of the President, 2011-2013
 Chair, Programs, Curricula, and Courses Committee, Office of Undergraduate Studies, 2011-2013
 Chair, Natural Sciences Faculty Board, General Education Program, 2011-2013
 Chair, History and Social Sciences Faculty Board, General Education Program, 2011-2013
 Chair, Diversity Faculty Board, General Education Program, 2011-2013
 Chair, Global Studies Minor Program Advisory Committee, 2011-2013
 Asian American Studies Scholarship Committee, Office of Undergraduate Studies, 2011-2013
 Individual Studies Review Committee, Office of Undergraduate Studies, 2011-2013

Interim Director, Asian American Studies Program, Office of Undergraduate Studies, March-August 2012
 General Education Committee, University Senate (representing Office of Undergraduate Studies), 2013

Leadership Roles in Meetings and Conferences

Local Arrangements Committee, Eighth Biennial Congress, International Society for the History of Rhetoric, Baltimore, MD, 1989–1991
 Co-Chair (with Professor Jeanne Fahnestock), Local Arrangements Committee, 2000 Biennial Conference, Rhetoric Society of America, 1999–2000.

Contribution: Negotiated conference hotel contract; secured out-of-hotel panel venues, managed conference entertainment events, collected and managed conference income, created conference web site, constructed and updated preliminary conference program for publication.

Review of conference by Anthony Atkins, "The Rhetoric Society of America Conference 2000," *Kairos: A Journal for Teachers of Writing in Webbed Environments* 5.2 (2000). <http://english.ttu.edu/kairos/5.2/news/rsarev.htm>

Community Engagements, Local, State, National, International

Judge, Academic Olympics (National Finals), National Job Corps, Employment and Training Administration, U. S. Department of Labor, Washington, D.C., 14 October 1992.

Awards, Honors and Recognition

Teaching Awards

CTE-Lilly Teaching Fellowship, 2003–2004, University of Maryland, College Park.
 Honorary Member, Golden Key National Honor Society, University of Maryland Chapter, 5 December 1998.
 Recognition for Outstanding Contributions to Seniors, The Office of the Vice President for Student Affairs and the Senior Council, University of Maryland, College Park, 27 November 1995

Other Special Recognition

"Knowing and Doing in the Humanities," Selected for presentation in Seminars for Teachers, University of Maryland, a national professional development program administered by the Woodrow Wilson National Fellowship Foundation (11 and 25 April 2007).
 2002–2003 Instructional Improvement Grant, Office of the Associate Provost for Academic Affairs and Dean of Undergraduate Studies 2002, U. of Maryland, College Park (\$2,500).