

## CURRICULUM VITAE

Robert N. Gaines

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### 1. Personal Information

Name: Robert N. Gaines

Department: Communication

Rank: Professor

Year of University Appointment to Current Rank: 2007

Educational Background

Ph.D., Communication and Theatre Arts, U. of Iowa, 1982. Dissertation:  
“Philodemus on Rhetorical Expression.”

Cited in 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, *Lucrece et l'éthique: la mort n'est rien pour nous* (Paris: Vrin, 1990), 281

M.A., Rhetoric, U. of California, Davis, 1975. Thesis: “Plato’s Response to Isocrates.”

B.A., Philosophy and Rhetoric, U. of California, Davis, 1972

Employment Background

Professor, Communication, U. of MD, College Park, 2007-present

Associate Professor, Communication, U. of MD, College Park, 1986–2007

Assistant Professor, Speech Communication, U. of WA, 1982–1986

Acting Assistant Professor, Speech Communication, U. of WA, 1981–82

Acting Assistant Professor, Speech Communication, U. of VA, 1979–81

### 2. Research, Scholarly, and Creative Activities

#### a. Books.

##### i. Books Edited.

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

Cited in 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. 2004b. *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. 2005a. *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. 2006a. *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. 2007a. *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]

## ii. Chapters in Books.

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 Jakob Wisse, Michael Winterbottom, Elaine Fantham, *M. Tullius Cicero De orator libri III. A Commentary on Book III, 96-230* (Heidelberg: Universitätsverlag Winter, 2008), 421; Joy Connolly, *The State of Speech: Rhetoric and Political Thought in Ancient Rome* (Princeton: Princeton University Press, 2007), 121n4, 128, 281; 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. 1996. "Syllogism." In *Encyclopedia of Rhetoric and Composition: Communication from Ancient Times to the Information Age*, ed. Theresa Enos, 709-10. New York: Garland.

Gaines, Robert N. 1997a. "Greek and Roman Rhetoric." In *The Encyclopedia of Classical Philosophy*, ed. Donald J. Zeyl, 472-76. Westport, CT: Greenwood.

Gaines, Robert N. 2000a. "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 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; 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](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; 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; 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, 259–71. Paris: Presses de l'École Normale supérieure.

Cited in 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, 445–80. Amsterdam: Brill.

Cited in 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; Nikolaus Jakob, *Öffentliche Kommunikation bei Cicero: Publizistik und Rhetorik in der späten römischen Republik*, Nomos Universitätschriften Kommunikationswissenschaften (Baden-Baden: Nomos Verlagsgesellschaft mbH & Co. KG, 2005), 337; Yelena Baraz, Rev. 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; Alexander Arweiler, *Cicero Rhetor: Die Partitiones Oratoriae und das Konzept des Gelehrten Politikers*, Untersuchungen zur antike Literatur und Geschichtete, 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. 2004c. "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 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.

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Cited in Karin Schlapbach, "Stoff und Performance in pantomimischen Mytheninszenierungen der Antike," in *Medien, Transformationen und Konstruktionen*, ed. Ueli Dill and Christine Walde, (New York: Walter de Gruyter, 2009), 748, 755.

Gaines, Robert N. 2005c. "Sextus Empiricus." In *Classical Rhetorics and Rhetoricians: Critical Studies and Sources*, ed. Michelle Ballif and Michael G. Moran, 348–51. Westport, CT: Praeger.

Gaines, Robert N. 2005d. "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 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 [pp. 13-33] (Thousand Oaks, CA: Sage, 2008), 22, 30, 31; 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.

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Cited in Jon Hall, *Politics and Politeness in Cicero's Letters* (New York: Oxford University Press, 2009), 217, 251.

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: 4382-95. 11 vols. Oxford: Blackwell.

Cited in 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 [pp. 17–47] (New York: Routledge, 2009), 45.

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.

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

## b. Articles in Refereed Journals.

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

Translated by J. H. Maureau as "Naar een theorie over perlocuties," in *Studies over taalhandelingen*, ed. F. H. van Eemeren and W. K. B. Konig, 191–206. Amsterdam: Boom, Meppel, 1981.

Cited in 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; Marc Dominicy, "Epidictic 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; 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; Tine Van Hecke, “Distinction et rapports entre l’ilocutoire 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; 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. Rohler 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; Luc van Poecke, *Verbale communicatie* (Leuven: Garant, 1991), 99, 137; 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; Dennis L. Gouran, “Introduction: Speech Communication after Seventy-Five Years, Issues and Prospects,” *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 Edn. (Belmont, CA: Wadsworth Publishing Company, 1989), 118, 295; Peter G. Broad, “They Finally Got the Joke! A Speech-Act Approach to Helping Students Respond Appropriately to Foreign Language Texts,” *A[ssociation of] D[e]partments of Foreign Languages Bulletin* 19, no. 2 (January 1988): 13, 16; 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; 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; 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 Database EJ210732.

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

Cited in 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; 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; Sonja K. Foss, Karen A. Foss, and Robert Trapp, *Contemporary Perspectives on Rhetoric*, 2nd. Edn. (Prospect Heights, IL: Waveland Press, 1991), 386; Anna D. Jaroszynska, “Krytyka retroyczna w stanach zjednoczonych Ameryki,” *Pamiętnik Literacki* 79 (1988) 97; James F. Klumpp, Phyllis M. Japp, and Debra K. Japp, “A Bibliography of Rhetorical Criticism: 1977-1982,” *Speaker and Gavel* 22 (1984): 20-36; 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. 1979c. "One Solution for the Rhetorician's Enigma." *Communication Education* 28: 134–139.

Contributions: Gaines (senior author), 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.

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Cited in Voula Tsouna, *The Ethics of Philodemus* (Oxford: Oxford University Press, 2008), 315; Clive Chandler, *Philodemus On Rhetoric Books 1 and 2: Translation and Exegetical Essays* (Oxford: Routledge, 2006), 206n1, 216; 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; Giulio Duidorizzi and Simone Beta, *La metaphora: testi greci e latini*, Testimonianze sulla cultura greca, 3 (Pisa: Edizioni ETS, 2000), 186; 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. Poetiche 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 letteratura classica* 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; 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.

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(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; 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 (1989): 197, 234, 251.

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

Cited in 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; R. Dean Anderson, *Ancient Rhetorical Theory and Paul*, 2nd ed. (Leuven: Peeters, 1999), 297; 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, *Αίνοι, Λόγοι, Μῦθοι. 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; 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.

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

Cited in *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. 1986b. "Aristotle's Rhetorical Rhetoric?" *Philosophy and Rhetoric* 19: 194–200.

Cited in Frédérique Woerther, *L'éthos Aristotélicien. Genèse d'une notion rhétorique*, Textes et traditions, 14 (Paris: Vrin, 2007), 341; 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; Bryan-Paul Frost, "Preliminary Reflections on the Rhetoric of Aristotle's *Rhetoric*," American Political Science Association Annual Meeting, San Francisco, CA, August/September 2001 <<http://pro.harvard.edu/papers/001/001015FrostBryan.pdf>> 27 November 2002; 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; Carol Poster, comp., "The Enthymeme: An Interdisciplinary Bibliography of Critical Studies," <http://rhetjournal.net/Enth.html> (circa 2000); Franco Montanari, introd.; Marco Dorati, ed. and trans., *Retorica*, by Aristotele (Milano: Mondadori, 1996), p. xxx; Amélie Oksenberg Rorty, ed., *Essays on Aristotle's Rhetoric* (Berkeley: University of California Press, 1996), 429; Jasper Neel, *Aristotle's Voice: Rhetoric, Theory, and Writing in America* (Carbondale: Southern Illinois University Press, 1994) 147–48, 232; George A. Kennedy, *On Rhetoric: A Theory of Civic Discourse*, by Aristotle (New York: Oxford University Press, 1991) 324, 2nd ed. (2007) 324; 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.

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

Cited in 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; Claude Loutsch, *L'exorde dans les discours de Cicéron* (Bruxelles: Latomus, 1994), 70.

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

Cited in 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; Carol Poster and Linda C. Mitchell, eds., *Letter-Writing Manuals and Instruction from Antiquity to the Present. Historical and Bibliographic Studies* (Columbia: University of South Carolina Press, 2007), 268; Niall Livingstone, "Writing Politics: Isocrates' Rhetoric of Philosophy," *Rhetorica* 25 (2007), 23n18; Ruth Marif, *Alkidamas: Über diejenigen, die schriftliche Reden schreiben, oder über die Sophisten* (Münster: Aschendorff, 2002), 6, 42, 207; 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; 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; Ekaterina Haskins, "Paideia versus Techne: 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; 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; Robert Stephen Reed, "Hermagoras' Theory of *Prose Oikonomia* in Dionysius of Halicarnassus," *Advances in the History of Rhetoric* 1 (1996): 17; Terry Papillon, "Isocrates' *techne* 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; Christine Ley-Hutton, trans., and Kai Brodersen, intro. and comm., *Sämtliche Werke*, by Isokrates, 2 vols., *Bibliothek der griechischen Literatur*, 44.; Abteilung klassische Philologie (Stuttgart: Hiersmann, 1993), 2: 317; J. A. E. Bons, "Ἀμφοβλία: 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; Merio Scattola, "La storia e la prudenza. La funzione della storiografia nell'educazione politica dell'età moderna," *Storia della storiografia* 42 (2002): 72n4.

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

Cited in 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; Maurice Charland, "Lyotard's Postmodern Prudence," *Prudence: Classical Virtue, Postmodern Practice*, ed. Robert Hariman, 259-85 (University Park, PA: Pennsylvania State University Press, 2003) 285n42; Bruce McComiskey, *Gorgias and the New Sophistic Rhetoric* (Carbondale: Southern Illinois University Press, 2002), 127; Michelle Ballif, *Seduction, Sophistry, and the Woman with the Rhetorical Figure* (Carbondale, IL: Southern Illinois University Press, 2001), 66, 219; Giuseppe Mazzara, *Gorgia. La retorica del verosimile*, *International Pre-Platonic Studies*, 1 (Sankt Augustin: Academia Verlag, 1999), 244.

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

Reprinted in *Advances in the History of Rhetoric: The First Six Years*, ed. Richard Leo Enos and David E. Beard, 248-260. (West Lafayette, IN: Parlor Press, 2007).

Cited in *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 Carol Poster, "Framing Theaetetus: Plato and Rhetorical (Mis)representation," *Rhetoric Society Quarterly* 35 (2005): 41, 67.

c. Book Reviews, Other Articles, and Notes.

Gaines, Robert N. 1978. Rev. of *Speech Act Phenomenology* by Richard L. Lanigan. *Quarterly Journal of Speech* 64: 465–66.

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: 448–49.

Gaines, Robert N. 1993a. Rev. of *Trials of Character: The Eloquence of Ciceronian Ethos* by James M. May. *Philosophy & Rhetoric* 26: 160–63.

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

Gaines, Robert N. 1993b. Rev. of *Protagoras and Logos: A Study in Greek Philosophy and Rhetoric* by Edward Schiappa. *Quarterly Journal of Speech* 79: 500–03.

Cited in Andrew D. Dimarogonas, ed., *Synopsis: An Annual Index of Greek Studies, 1993*, vol. 2 (Reading, UK: Harwood, 1993), 150, 228.

d. Talks, Abstracts, and Other Professional Papers Presented

i. Invited Lectures.

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

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

Gaines, Robert N. "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 2004.

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

## ii. Refereed Conference Papers.

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.

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.

Robert N. 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 Καυρός." 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' Περί 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' Περί 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' Περί 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." 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 (scheduled).

iii. Unrefereed Conference Papers.

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.

Robert N. 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.

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, 2004.

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, 2005.

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.

e. Contracts and Grants.

Co-Project Director, "Voices of Democracy: The U.S. Oratory Project," National Endowment for the Humanities Teaching and Learning Resources and Curriculum Grant (EE-50192-05); 2005-2008, \$195,023.

Translator, "The Philodemus Project," National Endowment for the Humanities Grant (RL-22316-95): Sub-Contract for Greek Text and English Translation of Philodemus, *On Rhetoric* IV; 1995–96, \$16,856.00.

f. Fellowships, Prizes, and Awards.

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

g. Editorships, Editorial Boards, and Reviewing Activities for Journals and Other Learned Publications.

Editorships

Editor, *Advances in the History of Rhetoric*, 2002–2010.

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

#### Associate Editorships

*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

#### Editorial Board

*Advances in the History of Rhetoric*, 1996–2002

#### Referee for Learned Journals

*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; *Quarterly Journal of Speech*, 1979; *Rhetorica*, 1985, 1988, 1989, 1993, 1995; *Southern Speech Communication Journal*, 1980; *Western Journal of Speech Communication*, 1987

#### Referee for Scholarly Presses

University of North Carolina Press, 1987; Truman State University Press, 2001; Blackwell Publishing, 2006

### 3. Teaching, Mentoring, and Advising

#### a. Course or Curriculum Development.

##### Courses

ARHU205 Honors Humanities Second Year Seminar (newly created 2002–2003, established as CORE-HO, 2003–2004)

COMM200 Critical Thinking and Speaking (developed 2001–2002, established as CORE HO, 2001–2002)

COMM250 Introduction to Communication Inquiry (newly created 1989–1990)

COMM602 Communication Theory (newly created 1999–2000)

COMM604 Argumentation Theory (newly created 2004–2005)

COMM687 Professional Development in the Communication Discipline (newly 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)

### Curricula

Revised Undergraduate COMM major requirements, 1989–1990 (as Undergraduate Director; revision included establishment of COMM250 Introduction to Communication Inquiry as gateway course, reorganization of prerequisites for upper-level major courses, and reconfiguration of supporting courses)

Established COMM Departmental Honors Program, 1990

Revised Undergraduate COMM major requirements, 1998–1999 (as special assignment; revision included establishment of four tracks with separate track requirements, track options, and track supporting courses).

Established Rhetoric Citation as collaboration of COMM and ENGL, 2001 (this program has continued as the Rhetoric Minor since 2005)

Revised Honors Humanities Certificate requirements, 2003–2004 (revision included establishment of ARHU205 Honors Humanities Second Year Seminar as a survey of research practices in humanities and arts, as well as a four-semester research-creative project for all Honors Humanities program participants).

#### b. Teaching Awards and 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).

Lilly-Center for Teaching Excellence Teaching Fellowship, 2003–2004, U. of Maryland, College Park (\$3,000).

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).

Honorary Member, Golden Key National Honor Society, U. 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, U. of Maryland, College Park, 27 November 1995.

c. Advising: Other Than Research Direction.

i. Undergraduate.

Adviser (representing COMM), Rhetoric Citation, 2001–2003 (approximately 10 students per year)

ii. Graduate.

Non-Thesis M.A. Degrees

Harry Pritchett, 1991; Mary Wozney, 1993; Scott Bolesta, 1995; Ann Boyle, 2001; Tiffany Thompson, 2006

iii. Other advising & mentoring activities

Faculty Mentor: Assistant Professor Shannon A. Bowen, COMM 2005-2006; Assistant Professor Torsten Reimer, COMM 2006-2007; Assistant Professor Nneka Ifeoma Ofulue, 2009-2010.

d. Advising: Research Direction.

i. Undergraduate.

Completed Honors Theses

Tiffany Thompson, 2003–2004. Placement: M.A. Program in Communication, University of Maryland, College Park.

B.A. Honors Thesis: "Wit, Humor, and Ridicule: The Enigma within George Campbell's *The Philosophy of Rhetoric*," 2004.

ii. Master's.

Completed M.A. Theses/Projects

David G. Levasseur, 1998–1999. Placement: Ph.D. Program in Communication Studies, University of Kansas.

M.A. Thesis: "Burke and Bristol: A Rhetorical Account," 1990; published in part as "A Reexamination of Edmund Burke's Rhetorical Art: A Rhetorical Struggle Between Prudence and Heroism," *Quarterly Journal of Speech* 83 (1997): 1–19.

Mark Smeltzer, 1984–1986. Placement: Ph.D. Program in Communication Studies, University of Minnesota.

M.A. Project (University of Washington): "Gorgias on Arrangement, 1986; published as "Gorgias on Arrangement: A Search for Pragmatism Amidst the Art and Epistemology of Gorgias of Leontini, *Southern Communication Journal* 60 (1996) 156–65.

## iii. Doctoral.

Completed Ph.D. Dissertations

Gary Selby, 1987–1996. Placement: Assistant Professor, Communication Program, Columbian College of Arts and Sciences, George Washington University.

Ph.D. Dissertation: "Apocalyptic and Rhetoric in the Epistles of the New Testament," 1996; recipient of the American Society for the History of Rhetoric Dissertation Award, 1995–1996.

Shuming Lu, 1994–1997. Placement: Assistant Professor, Department of Speech Communication Arts & Sciences, Brooklyn College.

Ph.D. Dissertation: "Intercultural Small Talk: An Ethnographic Analysis of Interactions among Chinese and Americans," 1997; recipient of the Lee Yuh-Jie Dissertation Scholarship from the Dr. Sun Yat-Sen Scholarship Foundation, 1996.

Anders Lunt, 1991–1998. Placement: (Continued as) Senior Pastor, Glen Mar United Methodist Church, Ellicott City, MD.

Ph.D. Dissertation: "The Reinvention of Preaching: A Study of Sixteenth and Seventeenth Century Preaching Treatises," 1998.

Lisa Perry, 1993–1998. Placement: Assistant Professor, Speech Communication Department, Minnesota State University, Mankato.

Ph.D. Dissertation: "Legal Rhetoric Books in England, 1600–1700," 1998.

Robert Sullivan, 1991–2001. Placement: Assistant Professor, Department of Speech Communication, Ithaca College.

Ph.D. Dissertation: "Isocrates and the Forms of Rhetorical Discourse," 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, 1999–2002. Placement: Assistant Professor, School of Communication, American University.

Ph.D. Dissertation: "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," 2002; recipient of the American Society for the History of Rhetoric Dissertation Award, 2002–2003.

Camilla Kari, 1999–2002. Placement: Assistant Professor, Department of Speech Communication, Pennsylvania State University, Schuylkill Campus.

Ph.D. Dissertation: "Rhetorical Trajectory: The Emerging Public Nature of the Joint Pastoral Letters of the American Catholic Bishops," 2002; published as *Public Witness: The Pastoral Letters of the American Catholic Bishops* (Collegeville, MN: Michael Glazier, 2004).

Michael Phillips, 1998–2007. Placement: Assistant Professor, Department of Communication, Monmouth University.

Ph.D. Dissertation: “A Theory of Rhetorical Humor in Political Discourse,” 2007.

A. Michele Mason, 2003–2008.

Ph.D. Dissertation: “Nannie H. Burroughs' Rhetorical Leadership during the Inter-War Period,” 2008; recipient of the Winnemore Fellowship, Maryland Institute for Technology in the Humanities, 2006.

#### 4. Service

##### a. Professional.

##### i. Offices and committee memberships held in professional organizations.

###### Offices

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

###### Committee Memberships

Member, Steering Committee, American Society for the History of Rhetoric, 1982–1983, 1985–1987, 1990–1991

Member, Dissertation Awards Committee, National Communication Association, 1986–1988

Chair, Constitution Drafting Committee, American Society for the History of Rhetoric, 1987–1988

Local Arrangements Committee, Eighth Biennial Congress, International Society for the History of Rhetoric, 1989–1991

Member, Council, International Society for the History of Rhetoric, 1992–1997 (ex-officio member), 2005–2009 (elected member)

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, 2009

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

Member, Publications Committee, Rhetoric Society of America, 1999

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>

- Member, Board of Directors, Rhetoric Society of America, 1999–2003
  - Member, Nominating Committee, Rhetoric Society of America, 2001
  - Member, Nominating Committee, International Society for the History of Rhetoric, 2001–2003
  - Member, Doctoral Education Committee, National Communication Association, 2001–2004
  - Member, Conference Site Committee, Rhetoric Society of America, 2002–2003
  - Member, International Treasurer Selection Committee, International Society for the History of Rhetoric, 2005
  - Delegate, Alliance of Rhetorical Societies (representing ISHR), 2005–2009
  - Chair, Grants Committee, International Society for the History of Rhetoric, 2006–2010
  - Member, Publications Committee, International Society for the History of Rhetoric, 2007–2009
- ii. Reviewing Activities for Agencies.

Grant Reviewer for Communication, cultural studies and women's studies, Social Sciences and Humanities Research Council, Canada

b. Campus.

i. Departmental.

Department of Communication

*Administrative Positions*

Chair (Acting), March–June 1998  
 Director of Graduate Studies, 1996–1998, 1999–2000  
 Director of Undergraduate Studies, 1989–1991  
 Director of Departmental Honors, 1991–1994  
 Coordinator, Communication Colloquium Series, 1993–1995  
 Course Supervisor, COMM 200, 1998–2000, 2001–09; COMM 230, 1999–2000; COMM 330, 1998–2000

*Committees*

Faculty Advisory Committee, 1993–1994, 1994–1995, 1998–1999 (Chair), 2005–2006 (Chair), 2008–2009  
 Graduate Studies Committee, 1993–1994, 1996–1998 (Chair), 1999–2000 (Chair), 2003, 2004–2005  
 Undergraduate Studies Committee, 1989–1991 (Chair), 1998–1999, 2002–2004, 2009–2010  
 Faculty Search Committee, 1997–1998, 1998–1999, 2001–2002 (Chair), 2002–2003 (Chair), 2005–2006 (Chair, Social Influence Sub-Committee), 2006–2007

Salary Committee, 1998–1999 (Chair), 1999–2000, 2004–2005 (Chair), 2006–2007 (Chair)  
 Appointment, Tenure, and Promotion Committee 1986–2009; Spokesperson (Tenure and Promotion of Assistant Professor), 2004–2005 and 2006–2007; Spokesperson (Promotion of Associate Professor), 2010  
 Ad Hoc Committee on COMM Learning Outcomes Assessment Plan, 2005–2006 (Chair)  
 Ad Hoc Committee on COMM Learning Outcomes Assessment Rubrics, 2007–2008 (Chair)  
 Ad Hoc Committee on Reputation, 2001–2002 (Chair)  
 Human Subjects Committee, 1989–1991 (Chair), 1991–1993, 1993–1994 (Chair), 1996–1998, 1999–2000  
 Foundations Examination Committee, 1992–1992, 1993–1994, 1998–1999 (Chair)

### Department of Communication Arts and Theatre

Executive Committee, 1987–1989  
 Chair, Departmental Separation Proposal Drafting Committee, 1986–1987;  
 Supervising Author, “Proposal for Departmental Separation: Communication Arts and Theatre,” 1987.

This departmental separation initiative successfully divided the Department of Communication Arts and Theatre into three distinct departments in the College Arts and Humanities, namely, Department of Radio, Television, and Film; Department of Speech Communication; and Department of Theatre.

#### *Speech Communication Division*

Governance, Policy and Procedures Committee, 1987–1988; Author, “Department of Speech Communication Plan of Organization,” 1988.  
 Faculty Review Committee, 1987–1988 (Chair)  
 Graduate Studies Committee, 1987–1988  
 Undergraduate Curriculum Committee, 1986–1987

## ii. College

### College of Arts and Humanities

Director, Honors Humanities Program, 2002–2005

#### *Advisory Committees*

Collegiate Council, 1999–2000, 1987–1988 (Alternate)  
 Faculty Advisory Board, Honors Humanities Program, 2006–2007  
 Faculty Advisory Board, Center for Renaissance & Baroque Studies, 1993–1999  
 Advisory Council, Research Center for the Arts and Humanities, 1987–1988

#### *Program Committee*

Rhetoric Minor Committee (formerly Rhetoric Citation Committee), 2001–2010  
 Classics Program Sub-Committee, 2009–2010

*Review Committees*

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

Academic Unit Review Committee for the Writing Center, 1994–1995

NEH Dissertation Grant Application Review Committee, 1994

Workgroup on the Speech Requirement, Arts and Humanities Curriculum Review,  
 1986–1987

*Search Committees*

Chair, CLAS-COMM-PHIL Business Manager Search Committee, 2007

Member, Director of Honors Humanities Search Committee, 2007

Member, Chair of Classics Search Committee, 1991, 2005

Member, Chair of Speech Communication Search Committee, 1989, 1994–1995,  
 1997

Member, Computer Network Administrator Search Committee, 1998–1999

*Appointment, Promotion, and Tenure Committees (outside COMM)*

Member (ad hoc), Classics APT Committee, 2008–2009.

Graduate School

Fellowship Committee, 2002–2003

## iii. University.

Council of University System Faculty, Representing College Park, 1999–2000

Provost's Advisory Committee on Admissions and Advising, 2002–2004

Honors Faculty Council, 2004–2005

Associate Provost's Instructional Capacity Study Workgroup, 2007–2008

*Campus Senate*

Executive Committee, 1992, 1993–1994

President's Advisory Committee, 1992, 1993–94

Provost's Committee on Policies for Review of Deans, Chairs, and Units, 1995

Chair, General Committee on Faculty Affairs, 1993–1994

Chair, Adjunct Committee on Academic Procedures and Standards, 1990–1991

General Committee on Elections, Representation, and Governance, 1997–1999

Merit Policy Review Committee, 1994

Sub-Committee on Faculty Workload, Council of Deans, 1993

General Committee on Educational Affairs, 1990–1991

General Committee on Programs, Curricula, and Courses, 1987–1988

College Park Senate, 1990–1992, 1993–1996

*Focus Groups*

Plan for Continuous Improvement, President's Office, 1991

Proposal for Creation of Senior Experience Office, Undergraduate Studies, 1995

Web Page Construction, Office of Information Technology, 1998

c. Community, State, National.

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