

FIEC 2009

SPEAKER & LECTURE DETAILS

A) Speaker's name: Vasiliki Zali

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C) Speaker's e-mail: v.zali@ucl.ac.uk

D) Language of the lecture: English

E) Title of the lecture: 'Manipulating audiences: the rhetoric of deception in Herodotus' *Histories*'

F) Abstract of the lecture (676 characters):

This paper explores the nature of deception and its effectiveness as a means of persuasion in Herodotus' *Histories*. I will focus on manifestations of deception in speech parts (quoted either in direct or indirect discourse), and I shall try to show how the narrative interacting with the speech unmask the several kinds of trickery employed. The examples I shall discuss involve both Greek and Persian speakers and audiences. My purpose is twofold: first, to establish deception as a successful means of persuasion, which most often elicits a positive response from the audience, be it Greek or Persian; then, to propose that

exploring the rhetoric of deception may give a deeper insight in the nuanced way Herodotus deals with the Graeco-Persian polarity and the relationship between speech and power.