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Title of the lecture: *Will manipulation: deception and seduction in the Iliad*

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In both the *Iliad* and *Odyssey* the term *peithò* “persuasion” is still unattested, and the verb *peithein*, whose formation is secondary in comparison with the middle diathesis *peithesthai* “to obey”, doesn't mean “to persuade” yet, but “to make someone obey”. So, we don't have terms specifically pertinent to *persuasion*, nevertheless both the poems show that one character's will can be manipulated by another one: it's what happens when Zeus, in *Il.* IV, 30-43, submits compulsorily (*hekòn aekonti ge thumoi*) to Hera's will to destroy Troy to consent Achean's victory; and when Hera, in *Il.* XIV, 187-328, takes her husband's mind off the battle-field by *deception* and *fascination of love* (*thelkteria, dolos, apate*).