

# Rhetoric And Culture Sage Pub

**Joseph S. Tuman**

**The SAGE Handbook of Rhetorical Studies** Andrea A. Lunsford, Kirt H. Wilson, Rosa A. Eberly, 2008-10-29 The SAGE Handbook of Rhetorical Studies surveys the latest advances in rhetorical scholarship, synthesizing theories and practices across major areas of study in the field and pointing the way for future studies. Edited by Andrea A. Lunsford and Associate Editors Kirt H. Wilson and Rosa A. Eberly, the Handbook aims to introduce a new generation of students to rhetorical study and provide a deeply informed and ready resource for scholars currently working in the field. Key Features: Brings together scholars from across the disciplines of Speech, Communication, English, and Writing Studies. While rhetoric is by definition interdisciplinary, self-identified scholars in the field are most often institutionally separated from one another. This Handbook bridges this divide by providing a refreshing range of transdisciplinary views on the nature, status, definition, and scope of rhetoric today. Offers a thorough-going overview of rhetorical studies today. Organized in four sections—Historical Studies in Rhetoric; Rhetoric Across the Disciplines; Rhetoric and Pedagogy, and Rhetoric and Public Discourse—the volume provides a single resource for engaging rhetorical studies. Underscores the importance of rhetoric to education across a wide range of disciplines as well as to effective participation in public arenas. Thus the volume connects rhetoric's long teaching tradition to an activist agenda for informed civic engagement. Addresses methodological and theoretical difficulties and offers means of negotiating them. Provides one of the first introductions to rhetorical studies across cultures and to the related debates concerning comparative and contrastive rhetorics.

**The Rhetorical Power of Popular Culture** Deanna D. Sellnow, 2017-02-17 Can television shows like *Modern Family*, popular music by performers like Taylor Swift, advertisements for products like Samuel Adams beer, and films such as *The Hunger Games* help us understand rhetorical theory and criticism? The Third Edition of *The Rhetorical Power of Popular Culture* offers students a step-by-step introduction to rhetorical theory and criticism by focusing on the powerful role popular culture plays in persuading us as to what to believe and how to behave. In every chapter, students are introduced to rhetorical theories, presented with current examples from popular culture that relate to the theory, and guided through demonstrations about how to describe, interpret, and evaluate popular culture texts through rhetorical analysis. Author Deanna Sellnow also provides sample student essays in every chapter to demonstrate rhetorical criticism in practice. This edition's easy-to-understand approach and range of popular culture examples help students apply rhetorical theory and

criticism to their own lives and assigned work.

**Control and Consolation in American Culture and Politics** Dana Cloud,1998 What are the consequences in American society when social and political activism is replaced by pursuit of personal, psychological change? How does such a shift happen? Where is it visible? In wide-ranging case studies, *Control and Consolation in American Culture and Politics* points out this change in American culture and attributes it to the rhetoric of therapy. This rhetoric is defined as a pervasive cultural discourse that applies psychotherapy's lexicon - the constructive language of healing, coping, adaptation, and restoration of a previously existing order - to social and political conflict. The purpose of this therapeutic discourse is to encourage people to focus on themselves and their private lives rather than to attempt to reform flawed systems of social and political power. Author Dana L. Cloud focuses on the therapeutic discourse that emerged after the Vietnam War and links its rise to specific political and economic interests. The critical case studies describe in detail not only what the therapeutic style looks like but how and why therapeutic discourses are persuasive.

*Organizational Rhetoric* Mary F. Hoffman,Debra J. Ford,2010 *Organizational Rhetoric* introduces students to a rhetorical approach to understanding, analyzing and creating organizational messages for both internal employees and external customers. This textbook provides students a theoretically-grounded understanding of the basic building blocks of organizational rhetoric, the types of rhetorical situations faced by organizational communicators, and the specific strategies used to address six common organizational rhetorical situations (such as image management). Students will gain an understanding of the power of organizations in contemporary society and be able to think critically about organizational messages. The text is organized in two units. In the first unit, authors Mary Hoffman and Debra Ford introduce the rationale for a rhetorical approach to organizational messages, and introduce the basic rhetorical building blocks and principles behind the rhetorical situation and the analysis of strategies. In the second unit, the authors cover six specific rhetorical situations commonly faced by organizations, image and identity management, issue management, impression management, risk management, crisis management and organizational apologia, and internal message management. Each chapter is structured similarly, in conjunction with the ideas developed in unit one, and each ends with a case study that exemplifies the content presented in that chapter. Features and Benefits: - The first unit in the text will introduce the details of analyzing situations and identifying strategies - The second unit will examine six specific recurring rhetorical situations for organizations - Organizational schema centered on situations and strategies - Use of real-life case studies - Focus on careers in organizational rhetoric - Focus on thinking critically about organizations in society

The SAGE Encyclopedia of Communication Research Methods Mike Allen,2017-04-11 Communication research is evolving and changing in a world of online journals, open-access, and new ways of obtaining data and conducting experiments via the Internet. Although there are generic encyclopedias describing basic social science research

methodologies in general, until now there has been no comprehensive A-to-Z reference work exploring methods specific to communication and media studies. Our entries, authored by key figures in the field, focus on special considerations when applied specifically to communication research, accompanied by engaging examples from the literature of communication, journalism, and media studies. Entries cover every step of the research process, from the creative development of research topics and questions to literature reviews, selection of best methods (whether quantitative, qualitative, or mixed) for analyzing research results and publishing research findings, whether in traditional media or via new media outlets. In addition to expected entries covering the basics of theories and methods traditionally used in communication research, other entries discuss important trends influencing the future of that research, including contemporary practical issues students will face in communication professions, the influences of globalization on research, use of new recording technologies in fieldwork, and the challenges and opportunities related to studying online multi-media environments. Email, texting, cellphone video, and blogging are shown not only as topics of research but also as means of collecting and analyzing data. Still other entries delve into considerations of accountability, copyright, confidentiality, data ownership and security, privacy, and other aspects of conducting an ethical research program. Features: 652 signed entries are contained in an authoritative work spanning four volumes available in choice of electronic or print formats. Although organized A-to-Z, front matter includes a Reader's Guide grouping entries thematically to help students interested in a specific aspect of communication research to more easily locate directly related entries. Back matter includes a Chronology of the development of the field of communication research; a Resource Guide to classic books, journals, and associations; a Glossary introducing the terminology of the field; and a detailed Index. Entries conclude with References/Further Readings and Cross-References to related entries to guide students further in their research journeys. The Index, Reader's Guide themes, and Cross-References combine to provide robust search-and-browse in the e-version.

**Visual Rhetoric** Lester C. Olson, Cara A. Finnegan, Diane S. Hope, 2008-03-20 Visual images, artifacts, and performances play a powerful part in shaping U.S. culture. To understand the dynamics of public persuasion, students must understand this visual rhetoric. This rich anthology contains 20 exemplary studies of visual rhetoric, exploring an array of visual communication forms, from photographs, prints, television documentary, and film to stamps, advertisements, and tattoos. In material original to this volume, editors Lester C. Olson, Cara A. Finnegan, and Diane S. Hope present a critical perspective that links visibility and rhetoric, locates the study of visual rhetoric within the disciplinary framework of communication, and explores the role of the visual in the cultural space of the United States. Enhanced with these critical editorial perspectives, *Visual Rhetoric: A Reader in Communication and American Culture* provides a conceptual framework for students to understand and reflect on the role of visual communication in the cultural and public sphere of the United States. Key Features and Benefits Five broad pairs of rhetorical action—performing and seeing; remembering and memorializing;

confronting and resisting; commodifying and consuming; governing and authorizing—introduce students to the ways visual images and artifacts become powerful tools of persuasion Each section opens with substantive editorial commentary to provide readers with a clear conceptual framework for understanding the rhetorical action in question, and closes with discussion questions to encourage reflection among the essays The collection includes a range of media, cultures, and time periods; covers a wide range of scholarly approaches and methods of handling primary materials; and attends to issues of gender, race, sexuality and class Contributors include: Thomas Benson; Barbara Biesecker; Carole Blair; Dan Brouwer; Dana Cloud; Kevin Michael DeLuca; Anne Teresa Demo; Janis L. Edwards; Keith V. Erickson; Cara A. Finnegan; Bruce Gronbeck; Robert Hariman; Christine Harold; Ekaterina Haskins; Diane S. Hope; Judith Lancioni; Margaret R. LaWare; John Louis Lucaites; Neil Michel; Charles E. Morris III; Lester C. Olson; Shawn J. Parry-Giles; Ronald Shields; John M. Sloop; Nathan Stormer; Reginald Twigg and Carol K. Winkler This book significantly advances theory and method in the study of visual rhetoric through its comprehensive approach and wise separations of key conceptual components. —Julianne H. Newton, University of Oregon

*Representing Reality* Jonathan Potter, 1996-08-28 `This is an admirable book which can be recommended to students with confidence, and is likely also to become an indispensable source of reference for those researching fact construction' - Discourse & Society How is reality manufactured? The idea of social construction has become a commonplace of much social research, yet precisely what is constructed, and how, and even what constructionism means, is often unclear or taken for granted. In this major work, Jonathan Potter offers a fascinating tour of the central themes raised by these questions. *Representing Reality* overviews the different traditions in constructionist thought. Points are illustrated throughout with

**Communication and Sport** Andrew C. Billings, Michael L. Butterworth, Paul D. Turman, 2014-03-24 The Second Edition of *Communication and Sport: Surveying the Field* offers the most comprehensive and diverse approach to the study of communication and sport available at the undergraduate level. Newly expanded to incorporate the latest topics and perspectives in the field, the New Edition examines a wide array of topics to help readers understand important issues such as sports media, rhetoric, culture, and organizations from both micro- and macro- perspectives. Everything from youth to amateur to professional sports is addressed in terms of mythology, community, and identity; issues such as fan cultures, racial identity and gender in sports media, politics and nationality in sports, and sports and religion are explored in depth, and provide useful, applied insight for readers. Practical and relevant, epistemologically diverse, and theoretically grounded, the Second Edition of Billings, Butterworth, and Turman's text keeps readers on the cutting-edge.

Communicating Terror Joseph S. Tuman, 2003-05-20 *Communicating Terror: The Rhetorical Dimensions of Terrorism* argues that the meaning of terrorism is socially constructed and suggests a new definition of terrorism, chiefly as a process of communication between terrorists and multiple target audiences. Concise yet comprehensive, this up-to-date text

examines how acts of terrorism create rhetorical acts: What messages, persuasive meanings, symbols, do acts of terrorism generate and communicate to the world at large? These rhetorical components include definitions and labels, symbolism in terrorism, public oratory about terrorism, and the relationship between terror and media. This book examines diverse acts of terrorism, not just September 11th or recent events in the Middle East, to show the history and various effects of these acts as a medium for communication. This unique communication perspective shows how the rhetoric of terrorism is truly a war of words, symbols, and meanings.

**Cultural Studies and Discourse Analysis** Chris Barker, 2001-08-09 This novel and important book brings together insights from cultural studies and critical discourse analysis to examine the fruitful links between the two. Cultural Studies and Discourse Analysis shows that critical discourse analysis is able to provide the analytic context, skills and tools by which we can study how language constructs, constitutes and shapes the social world and demonstrates in detail how the methodological approach of critical discourse analysis can enhance cultural studies. In a richly argued discussion, the authors show how marrying the methodology of critical discourse analysis with cultural studies enlarges our understanding of gender and ethnicity.

**Consumer Culture** Roberta Sassatelli, 2007-05-17 'Roberta Sassatelli has written a thorough and wide-ranging synthetic account of social scientific research on consumption which will set the standard for the second generation of textbooks on cultures of consumption. Consumer Culture is an appealing and lucid introduction to the major themes - historical and contemporary, theoretical and empirical - surrounding the growth, nature and consequences of consumer culture. It will be of professional interest as well as serving a student audience' - Alan Warde, University of Manchester Showing the cultural and institutional processes that have brought the notion of the 'consumer' to life, this book guides the reader on a comprehensive journey through the history of how we have come to understand ourselves as consumers in a consumer society and reveals the profound ambiguities and ambivalences inherent within. While rooted in sociology, Sassatelli draws on the traditions of history, anthropology, geography and economics to give: - A history of the rise of consumer culture around the world; - A richly illustrated analysis of theory from neo-classical economics, to critical theory, to theories of practice and ritual de-commodification; and - A compelling discussion of the politics underlying our consumption practices. An exemplary introduction to the history and theory of consumer culture, this book provides nuanced answers to some of the most central questions of our time.

*Representation* Stuart Hall, 1997-04-08 This broad-ranging text offers a comprehensive outline of how visual images, language and discourse work as 'systems of representation'. Individual chapters explore: representation as a signifying practice in a rich diversity of social contexts and institutional sites; the use of photography in the construction of national identity and culture; other cultures in ethnographic museums; fantasies of the racialized 'Other' in popular media, film and

image; the construction of masculine identities in discourses of consumer culture and advertising; and the gendering of narratives in television soap operas.

*Rhetoric in Popular Culture* Barry Brummett, 2017-10-10 *Rhetoric in Popular Culture*, Fifth Edition, shows readers how to apply growing and cutting-edge methods of critical studies to a full spectrum of contemporary issues seen in daily life. Exploring a wide range of mass media including current movies, magazines, advertisements, social networking sites, music videos, and television shows, Barry Brummett uses critical analysis to apply key rhetorical concepts to a variety of exciting examples drawn from popular culture. Readers are guided from theory to practice in an easy-to-understand manner, providing them with a foundational understanding of the definition and history of rhetoric as well as new approaches to the rhetorical tradition. Ideal for courses in rhetorical criticism, the highly anticipated Fifth Edition includes new critical essays and case studies that demonstrate for readers how the critical methods discussed can be used to study the hidden rhetoric of popular culture.

**Doing Cultural Theory** David Walton, 2012-03-26 Will be a very useful tool for any student trying to make sense of the vast expanses of contemporary cultural theory and criticism. Well-written and admirably self-reflective, it combines rigorous explications and applications of many of the most influential concepts and theorists. - Lawrence Grossberg, University of North Carolina Accessible and insightful throughout; offering help to both experienced and inexperienced students of cultural theory. Highly recommended. - John Storey, University of Sunderland *Doing Cultural Theory* teaches more than just the basics of cultural theory. It unpacks its complexities with real-life examples, and shows readers how to link theory and practice. This book: Offers accessible introductions to how cultural studies has engaged with key theories in structuralism, poststructuralism and postmodernism Teaches straightforward ways of practising these theories so students learn to think for themselves Uses 'practice' boxes to show students how to apply cultural theory in the real world Guides students through the literature with carefully selected further reading recommendation. Other textbooks only show how others have analyzed and interpreted the world. *Doing Cultural Theory* takes it a step further and teaches students step-by-step how to do cultural theory for themselves.

**Analyzing Everyday Texts** Glenn F. Stillar, 1998 In *Analyzing Everyday Texts*, author Glenn F. Stillar provides a comprehensive and well-illustrated framework for the analysis of everyday texts by outlining and integrating three different perspectives: discursal, rhetorical, and social. First, the tools of each perspective are carefully explicated in chapters on the resources of discursal, rhetorical, and social theory. These three perspectives are then brought together in extensive analyses of various everyday texts. Finally, the book reflects on the principles and consequences of conducting theoretically informed critical textual analysis. For researchers analyzing everyday texts and for scholars teaching theories and methods of analysis, *Analyzing Everyday Texts* will be an invaluable addition to the current literature.

The SAGE Encyclopedia of Qualitative Research Methods Lisa M. Given, 2008-08-19 Qualitative research is designed to explore the human elements of a given topic, while specific qualitative methods examine how individuals see and experience the world. Qualitative approaches are typically used to explore new phenomena and to capture individuals' thoughts, feelings, or interpretations of meaning and process. Such methods are central to research conducted in education, nursing, sociology, anthropology, information studies, and other disciplines in the humanities, social sciences, and health sciences. Qualitative research projects are informed by a wide range of methodologies and theoretical frameworks. The SAGE Encyclopedia of Qualitative Research Methods presents current and complete information as well as ready-to-use techniques, facts, and examples from the field of qualitative research in a very accessible style. In taking an interdisciplinary approach, these two volumes target a broad audience and fill a gap in the existing reference literature for a general guide to the core concepts that inform qualitative research practices. The entries cover every major facet of qualitative methods, including access to research participants, data coding, research ethics, the role of theory in qualitative research, and much more—all without overwhelming the informed reader. Key Features Defines and explains core concepts, describes the techniques involved in the implementation of qualitative methods, and presents an overview of qualitative approaches to research Offers many entries that point to substantive debates among qualitative researchers regarding how concepts are labeled and the implications of such labels for how qualitative research is valued Guides readers through the complex landscape of the language of qualitative inquiry Includes contributors from various countries and disciplines that reflect a diverse spectrum of research approaches from more traditional, positivist approaches, through postmodern, constructionist ones Presents some entries written in first-person voice and others in third-person voice to reflect the diversity of approaches that define qualitative work Key Themes Approaches and Methodologies Arts-Based Research, Ties to Computer Software Data Analysis Data Collection Data Types and Characteristics Dissemination History of Qualitative Research Participants Quantitative Research, Ties to Research Ethics Rigor Textual Analysis, Ties to Theoretical and Philosophical Frameworks The SAGE Encyclopedia of Qualitative Research Methods is designed to appeal to undergraduate and graduate students, practitioners, researchers, consultants, and consumers of information across the social sciences, humanities, and health sciences, making it a welcome addition to any academic or public library.

*Visual Culture* Jessica Evans, Stuart Hall, Open University, 1999-08-09 This collection of classic essays in the study of visual culture fills a major gap in this new and expanding intellectual field. Its major strength is its insistence on the importance of three central aspects of the study of visual culture: the sign, the institution and the viewing subject. It will provide readers, teachers and students with an essential text in visual and cultural studies. - Janet Wolff, University of Rochester *Visual Culture: The Reader* provides an invaluable resource of over 30 key statements from a wide range of disciplines. Although underpinned by a focus on contemporary cultural theory, this reader puts issues of visual culture and

the rhetoric of the image at centre stage. Divided into three parts, *The Culture of the Visual, Regulating Photographic Meaning, Looking and Subjectivity*, this reader enables students to make hitherto unmade connections across art, film and photography history and theory, semiotics, history, semiotics and communications, media studies, and cultural theory. The key statements are from the work of: *Visual Culture: The Reader* sets the agenda for the study of Visual Culture and will be an essential sourcebook for researchers and students alike. This is the reader for the module *The Image and Visual Culture (D850)* - part of The Open University Masters in Social Sciences Programme.

**Media, Sports, and Society** Lawrence A. Wenner, 1989-08 *Media, Sports and Society* provides a foundation for research on the communication of sports. The volume is framed by a seminal article outlining the parameters of the communication of sports and pointing to major issues that need to be addressed in the relationship between sports and media. Contributors examine the theoretical, cultural and historical issues, the production of media sports programming, its content and its audience. Individual chapters include a discussion of the spectacle of media sports, a comparison of Super Bowl Football and World Cup Soccer, a consideration of the spectators' enjoyment of sports violence, the rhetoric of winning and the American dream, and a fascinating examination of gender harmony and sports in

*The SAGE Handbook of Gender and Communication* Bonnie J. Dow, Julia T. Wood, 2006-07-19 Publisher Description

**Knowledge, Communication and Creativity** Arnaud Sales, Marcel Fournier, 2007-07-19 'The book is a theoretically rich and sophisticated contribution to the development of knowledge society studies and to the analysis of the many puzzles of intellectual innovation. It will surely become a sourcebook for anyone interested in creativity and knowledge production' - Karin Knorr Cetina, University of Chicago and University of Konstanz 'Gathers together some of the most interesting social-scientific thinking currently underway in Europe and North America... presents sociology in its most engaging and contemporary form' - *Canadian Journal of Sociology* Knowledge, communication and creativity are obsessions of contemporary modern societies. The rhetoric of information, imagination, improvisation and play have invaded our daily lives and work spaces. However, little attention has been paid to the sociological relationships among these elements, let alone their impacts as processes driving social change. This book offers penetrating explorations into the creative processes that are tied to knowledge production, shedding new light on: the impact of a general increase in knowledge on individuals, lifestyles, institutions and technologies; how new communication and information technologies are transforming social relationships, communities and the international public sphere; and understanding the ties between creativity, communication and the production of knowledge.

The Enigmatic Realm of **Rhetoric And Culture Sage Pub** : Unleashing the Language is Inner Magic



In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing short of extraordinary. Within the captivating pages of **Rhetoric And Culture Sage Pub** a literary masterpiece penned by a renowned author, readers embark on a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting impact on the hearts and minds of people who partake in its reading experience.

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