***James Porter: Page 209.***

***Extract: In Institutio Oratoria, Quintilian(1922) provided a detailed discussion of delivery(11.3),focusing mainly on voice and bodily movement: the quality of voice, the position and carriage of the body (including discussion of hands, neck, eyes, head, and, interestingly, dress), as both relate to the emotional force of the oration. Quintilian told us that being overdressed is as bad as being underdressed: “excessive care with regard to the cut of the toga, the style of the shoes, or the arrangement of the hair, is just as reprehensible as excessive carelessness” (1922, 11.3.137, pp. 317, 319). (For a job interview do you wear a tie, a dress versus dress pants, makeup versus none? Should you cover up your tattoos?) But Quintilian’s discussion of delivery is not detached from other rhetorical considerations. Quintilian noted the important connection between delivery and the character of the speaker(ethos)and the emotional depth and appeal of the presentation (pathos). Delivery relates to persuasive force. For example, a demeanor exuding modesty can be persuasive with judges in a legal matter, just as much as “a toga sitting well upon the shoulder” (11.3.161, p. 333) but it only achieves the desired effect if the emotion is sincere, the facts are compelling, and the argument sound: “All emotional appeals will inevitably fall ﬂat, unless they are given the ﬁre that voice, look, and the whole carriage of the body can give them” (11.3.2, p. 245). The point here is that the body is an integral part of rhetorical action. The sincerity of one’s commitment and the appropriate coordination of one’s thoughts, feelings, and bodily expressions are important to rhetorical effect.***

1. **Quintilian told us about being overdressed can be as bad as be underdressed, how does this play a part in 21st century internet communications, when we are conducting interviews/meetings via skype and others forms of internet communications?**

**\*As we prepare our portfolios, shouldn’t we be tailoring them toward our future career interests? Some of us have had other careers.**

1. **Should delivery of rhetoric still relate to a persuasive force when utilizing internet communications?**

**\*in relation to our portfolios, would persuasive language be beneficial to our intended audience?**

1. **Will the body of a rhetorical action still have the same effect in internet communications, as it did in traditional rhetorical action?**
2. **Should the commitment be on both the sender of the deliverer and the receiver in rhetorical action to be effective?**
3. **Should emotion in the delivery of rhetoric be of a sincerity on the receiver’s part or the deliverer’s part?**

**Porter: Page 212**

**Numerous scholars have explored the bodily aspects of virtual space, particularly from the perspective of gender (e.g., Armstrong, 2005; Blair & Takayoshi, 1997; Blair & Takayoshi, 1999; Gerrard, 1997), race (e.g., Banks, 2005), sexual orientation (e.g., Alexander &Banks,2004; Alexander, 1997; Rhodes, 2004), and ideological disciplining of the body (Selfe & Selfe, 1994;Porter, 2003). Feminist scholars like Gail Hawisher and Patricia Sullivan(1999)and Susan Herring(2001)have pointed out that the Internet is by no means a neutral space where gender is invisible. On the contrary, Internet participants often take their gender identities into digitals pace with them: they can approximate their life world gender identities, or they canc reate dramatically alternative identities in those spaces. As Hawisher and Sullivan(1999) discussed in their analysis of representations of women’s bodies on websites, the Victoria’s Secret web site represents “the fantasy version of a desirable woman,”reproducing “the age-old stereotypical relations among the sexes”(pp.274-275). The site often portrays women in provocative sexual poses ála the Sports Illustrated swimsuit issue to sell products. The Victoria’s Secret site embodies the marketing cliché that “sex sells.” However, academics’ professional sites also attempt to market a product using bodily images, albeit a scholarly “product” using different forms of appeal. The professional web site for the legal scholar Lawrence Lessig (n.d.) (see <http://www.lessig.org>) is based on a professional ethos of scholarly competence, personal integrity, and civic concern. Using mainly text and textual highlighting, along with a few photographs (mainly of his book covers) and links (with associated logos) to public action groups like Creative Commons and the Electronic Frontier Foundation, Lessig creates an online persona for himself: the scholar-activist who publishes legal research but who is also invested in civic action pertaining to Internet freedom and digital intellectual property. He includes a photograph of himself standing with his arms folded, in a white shirt with rolled-up sleeves, in a kind of James Dean-like posture exuding nonchalant (but also studious) cool. No suit here, he’s not one of “them.” Not the stereotyped image of the corporate lawyer, but rather an activist-lawyer-scholar.**

1. **Is Victoria Secret’s portrayal of woman in clad in bathing suits, a detrimental effect on the portrayal of women in the era of “me too?”**
2. **Is it important to tailor your website to your intended audience important in the internet environment?**
3. **Do you feel that people take their gender identities in the virtual world?**
4. **Is image more important in digital rhetoric? Should it be of a stereotypical nature or tailored for the purpose of the sender?**
5. **Does the image need to be tailored to the purpose of rhetoric or to the end result of the rhethoric?**
6. **Digital Rhetoric: Toward an Integrated Theory: 320.**

[James P. Zappen](https://www.tandfonline.com/author/Zappen%2C+James+P)

**Gurak identifies some of these basic characteristics—speed, reach, anonymity, and interactivity—and explains how they function as both affordances and constraints (Cyberliteracy 29–46). Speed encourages an oral and casual style, but it also encourages redundant and repetitive postings (30–33). Reach permits communication among multiple participants in an array of media and thus the development of communities of interest on a global scale; however, it does not include the benefits of gatekeeping (33–37). Anonymity encourage s experiments in self and gender identities, but it also problematizes notions of authorship and ownership and encourages “flaming”—the hostile expression of strong emotions (38–43). Interactivity permits closer access to other people with increased opportunities for discussion and feedback, but it also permits increased opportunities for intrusions upon personal privacy**

1. **Does anonymity hinder or enhance gender identities?**

**Zappen: P. 323-324**

**Suppose, for example, that scientific inquiry were situated within the context of digital spaces with the characteristics and potential outcomes and the strategies of self-expression, participation, and collaboration that we now associate with these spaces. What kind of rhetoric of science would we find within these spaces? What is the potential of Internet2 to foster creative collaborations, to promote the development of scientific communities, and to produce new ideas and significant research results? What is the potential of digital discussion spaces such as Slashdot to cultivate interest, disseminate information, and encourage discussion on current issues in science and technology among both scientists and nonscientists?**

1. **Do digital spaces serve to enhance portfolios?**
2. **Do digital discussion spaces properly provide an audience for one’s portfolio?**

**Brooke: Lingua Fracta**

**The Disappearance of “Arrangement” 89-91**

**Arrangement is seen as be obsolete in the current world of technology. Hypertext was seen as not having any preconceived notion of arrangement in the way it can be read. Whereas arrangement was seen in the rhetorical canon as being an invisible backdrop for the difference being articulated by the writer. Quintilian spoke of many different way to enter a building. Does that make the building irrelevant?**

1. **Should arrangement play a more important part in hypertext?**
2. **Should arrangement play a more important part in the news media in 2019?**