SERIES INTRODUCTION

Greek Oratory

By Michael Gagarin

ORATORY IN CLASSICAL ATHENS

From as early as Homer (and undoubtedly much earlier) the Greeks placed a high value on effective speaking. Even Achilles, whose greatness was primarily established on the battlefield, was brought up to be “a speaker of words and a doer of deeds” (*Iliad* 9.443); and Athenian leaders of the sixth and fifth centuries,¹ such as Solon, Themistocles, and Pericles, were all accomplished orators. Most Greek literary genres—notably epic, tragedy, and history—underscore the importance of oratory by their inclusion of set speeches. The formal pleadings of the envoys to Achilles in the *Iliad*, the messenger speeches in tragedy reporting events like the battle of Salamis in Aeschylus’ *Persians* or the gruesome death of Pentheus in Euripides’ *Bacchae*, and the powerful political oratory of Pericles’ funeral oration in Thucydides are but a few of the most notable examples of the Greeks’ never-ending fascination with formal public speaking, which was to reach its height in the public oratory of the fourth century.

In early times, oratory was not a specialized subject of study but was learned by practice and example. The formal study of rhetoric as an “art” (*technē*) began, we are told, in the middle of the fifth century in Sicily with the work of Corax and his pupil Tisias.² These two are

¹All dates in this volume are BC unless the contrary is either indicated or obvious.

²See Kennedy 1963: 26–51. Cole 1991 has challenged this traditional picture, arguing that the term “rhetoric” was coined by Plato to designate and denigrate an activity he strongly opposed. Cole’s own reconstruction is not without prob-

scarcely more than names to us, but another famous Sicilian, Gorgias of Leontini (ca. 490–390), developed a new style of argument and is reported to have dazzled the Athenians with a speech delivered when he visited Athens in 427. Gorgias initiated the practice, which continued into the early fourth century, of composing speeches for mythical or imaginary occasions. The surviving examples reveal a lively intellectual climate in the late fifth and early fourth centuries, in which oratory served to display new ideas, new forms of expression, and new methods of argument.³ This tradition of “intellectual” oratory was continued by the fourth-century educator Isocrates and played a large role in later Greek and Roman education.

In addition to this intellectual oratory, at about the same time the practice also began of writing speeches for real occasions in public life, which we may designate “practical” oratory. For centuries Athenians had been delivering speeches in public settings (primarily the courts and the Assembly), but these had always been composed and delivered impromptu, without being written down and thus without being preserved. The practice of writing speeches began in the courts and then expanded to include the Assembly and other settings. Athens was one of the leading cities of Greece in the fifth and fourth centuries, and its political and legal systems depended on direct participation by a large number of citizens; all important decisions were made by these large bodies, and the primary means of influencing these decisions was oratory.⁴ Thus, it is not surprising that oratory flourished in Athens,⁵ but it may not be immediately obvious why it should be written down.

The pivotal figure in this development was Antiphon, one of the fifth-century intellectuals who are often grouped together under the

lems, but he does well to remind us how thoroughly the traditional view of rhetoric depends on one of its most ardent opponents.

³Of these only Antiphon's Tetralogies are included in this series. Gorgias' *Helen* and *Palamedes*, Alcidas' *Odysseus*, and Antisthenes' *Ajax* and *Odysseus* are translated in Gagarin and Woodruff 1995.

⁴Yunis 1996 has a good treatment of political oratory from Pericles to Demosthenes.

⁵All our evidence for practical oratory comes from Athens, with the exception of Isocrates 19, written for a trial in Aegina. Many speeches were undoubtedly delivered in courts and political forums in other Greek cities, but it may be that such speeches were written down only in Athens.

name “Sophists.”⁶ Like some of the other sophists he contributed to the intellectual oratory of the period, but he also had a strong practical interest in law. At the same time, Antiphon had an aversion to public speaking and did not directly involve himself in legal or political affairs (Thucydides 8.68). However, he began giving general advice to other citizens who were engaged in litigation and were thus expected to address the court themselves. As this practice grew, Antiphon went further, and around 430 he began writing out whole speeches for others to memorize and deliver. Thus began the practice of “logography,” which continued through the next century and beyond.⁷ Logography particularly appealed to men like Lysias, who were metics, or non-citizen residents of Athens. Since they were not Athenian citizens, they were barred from direct participation in public life, but they could contribute by writing speeches for others.

Antiphon was also the first (to our knowledge) to write down a speech he would himself deliver, writing the speech for his own defense at his trial for treason in 411. His motive was probably to publicize and preserve his views, and others continued this practice of writing down speeches they would themselves deliver in the courts and (more rarely) the Assembly.⁸ Finally, one other type of practical oratory was the special tribute delivered on certain important public occasions, the best known of which is the funeral oration. It is convenient to designate these three types of oratory by the terms Aristotle later uses: forensic (for the courts), deliberative (for the Assembly), and epideictic (for display).⁹

⁶The term “sophist” was loosely used through the fifth and fourth centuries to designate various intellectuals and orators, but under the influence of Plato, who attacked certain figures under this name, the term is now used of a specific group of thinkers; see Kerferd 1981.

⁷For Antiphon as the first to write speeches, see Photius, *Bibliotheca* 486a7–11 and [Plut.], *Moralia* 832c–d. The latest extant speech can be dated to 320, but we know that at least one orator, Dinarchus, continued the practice after that date.

⁸Unlike forensic speeches, speeches for delivery in the Assembly were usually not composed beforehand in writing, since the speaker could not know exactly when or in what context he would be speaking; see further Trevett 1996.

⁹*Rhetoric* 1.3. Intellectual orations, like Gorgias’ *Helen*, do not easily fit into Aristotle’s classification. For a fuller (but still brief) introduction to Attic oratory and the orators, see Edwards 1994.