

PHILOLOGY

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Psychological and rhetorical methods of persuasion in Yu.A. Kostanov's defensive speeches

Based on the analysis of the court speeches of the modern Russian lawyer Yu.A. Kostanov, psychological and rhetorical techniques that contribute to the creation of a convincing defensive speech are identified and characterized. It is concluded that the effectiveness of judicial performance is largely determined by the skill of the speaker (knowledge of oratorical techniques), as well as his personal characteristics. The purpose of the article is to draw the attention of theorists and practitioners of judicial eloquence to the study of modern court speeches, as well as to give examples of the effective use of psychological and rhetorical persuasion techniques in defensive speech.

Key words: judicial defense speech, persuasion techniques, psychological and rhetorical arguments, topos, means of expression.

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