

PHILOLOGY

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Oratorical techniques in the defense speech of A.I. Urusov in the Volokhova case

The well-known court speech of one of the brightest representatives of Russian legal speakers of the second half of the XIX century A.I. Urusov is analyzed, logical and psychological persuasion techniques that contributed to the successful defense are described. The author notes the compositional harmony of speech, the active use of clearly presented logical means of influence, the skillful use of psychological means of persuasion, often inconspicuous, but regularly performing their main function in judicial speech – strengthening logical argumentation. It is concluded that the choice and location of logical and psychological persuasion techniques in speech is determined by the specific situation of the trial, the case materials, the speaker's oratorical skills, as well as his personal qualities. The purpose of the article is to attract the attention of theorists and practitioners of judicial eloquence to the study of the creative heritage of A.I. Urusov, to give modern judicial speakers examples of the effective use of logical and psychological means of influence in judicial speech.

Key words: judicial speech, defensive speech, logical and psychological persuasion techniques, repetitions, epithets, author's remarks.

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