

Glossary of Arrangement

conclusion (peroratio): the final part, which typically sums up the argument (restatement), amplifies the arguments, stirs the emotions of the audience, and/or calls for action

digression: development and/or amplification of key points, which momentarily turns away from the course of the argument

dinumeratio: recapitulation

division (partitio): orderly enumeration of points to be considered; also known as digestion

insinuatio: indirect introduction

introduction (exordium): the first part, which typically gets the audience's attention, secures goodwill, states the topic and the issue, explains the historical context of the issue, and/or states the claim

narration (narratio): facts of the case; may include what is sometimes called a literature review

prooemium: direct introduction

proof (confirmatio): arguments that support one's case; also known as confirmation

refutation: arguments that disprove opposing positions