

Table of contents

| | |
|---|-----|
| Introduction: Persuasive action games or the power of words in dialogic interaction <i>Răzvan Săftoiu</i> | VII |
| PART I. Persuasion in political dialogue | |
| Persuasion or the integration of grammar and rhetoric <i>Edda Weigand</i> | 3 |
| The burden of proof in dealing with political accountability <i>Corina Andone</i> | 19 |
| Pre-election TV debates – persuasive games between ethos, logos, and pathos <i>Agnieszka Budzyńska-Daca & Renata Botwina</i> | 39 |
| ... every time you've offered an opinion, you've been wrong: Obama dialogically interacting in the last 2012 presidential debate <i>Bledar Toska</i> | 55 |
| Political debates: Deliberation, persuasion, and ethos construction <i>Maria-Ionela Neagu</i> | 85 |
| Analysing the rhetoric use of the epistemic marker <i>Eu cred că</i> (<i>I think</i>) in Romanian parliamentary discourse <i>Ariadna Ștefănescu</i> | 101 |
| PART II. Persuasive strategies in professional dialogue | |
| Argumentation at work <i>Gabriela Chefneux</i> | 145 |
| Argumentation strategies in mediated professional interactions <i>Liliana Coposescu</i> | 161 |
| Using identities-in-talk as a persuasive strategy: The case of police crisis negotiations with Mohamed Merah, a self-proclaimed Mujahedin <i>Jonathan Clifton</i> | 179 |
| Markers of argumentation in intercultural professional discourse <i>Stanca Măda</i> | 201 |

| | |
|--|-----|
| Leaders banking on ethos: Communicating (in) the financial crisis <i>Adina Oana Nicolae</i> | 217 |
| Persuading through narratives: A multimodal analysis of the Council of Europe photo exhibition “Break the silence on domestic violence” <i>Sole Alba Zollo</i> | 249 |
| Index | 275 |