

1. Record Nr.	UNINA9911046551403321
Autore	Konat Barbara
Titolo	Emotional Appeals in Argumentation : From Rhetoric to Psychology and Artificial Intelligence / / by Barbara Konat
Pubbl/distr/stampa	Cham : , : Springer Nature Switzerland : , : Imprint : Springer, , 2025
ISBN	9783032063328
Edizione	[1st ed. 2025.]
Descrizione fisica	1 online resource (217 pages)
Collana	Argumentation Library, , 2215-1907 ; ; 47
Disciplina	153
Soggetti	Cognitive science Reasoning Linguistics - Methodology Cognitive Science Informal Logic Research Methods in Language and Linguistics
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di contenuto	Preface -- Acknowledgements -- Introduction -- Part I: Classical Foundations and the Interactional Model of Pathos -- Chapter 1. Classical Rhetoric and Everyday Argumentation -- Chapter 2. The Place of Emotion in Argumentation Theory -- Chapter 3. Towards the Interactional Model of Pathos -- Part II: Language and Psychology of Pathos -- Chapter 4. The Language of Emotion -- Chapter 5. Psychological Models of Emotions -- Chapter 6. Empirical Applications -- Part III: Artificial Intelligence for Pathos -- Chapter 7. AI Approaches to Argumentation -- Chapter 8. Lexicons and Models for Pathos Mining -- Chapter 9. Large Language Models for Pathos Mining -- Index.
Sommario/riassunto	This book offers an investigation of emotional appeals (pathos) in natural language argumentation. Building on rhetorical theory, psychology, and computational linguistics, it introduces an interactional model of pathos to explain how emotions are elicited and expressed in persuasive discourse. The book traces emotional appeals from classical rhetoric to modern AI-driven methods, showing how emotional language influences perceived argument strength in political, educational, and online contexts. It combines theoretical foundations

with empirical studies, including psychological experiments, corpus-based analyses, and large-scale computational modeling using emotion lexicons and large language models (LLMs). By incorporating philosophy, psycholinguistics, and NLP, the book aims to present pathos as a legitimate and measurable element of real-world argumentation.
