

# BOOK XI

## LIBER XI

I. PARATA, sicut superiore libro continetur, facultate scribendi cogitandique et ex tempore etiam, cum res poscet, orandi, proxima est cura, ut dicamus apte; quam virtutem quartam elocutionis Cicero demonstrat, quaeque est meo quidem iudicio maxime  
2 necessaria. Nam cum sit ornatus orationis varius et multiplex conveniatque alius alii, nisi fuerit accommodatus rebus atque personis, non modo non illustrabit eam, sed etiam destruet et vim rerum in contrarium vertet. Quid enim prodest, esse verba et Latina et significantia et nitida, figuris etiam numerisque elaborata, nisi cum iis, in quae iudicem  
3 duci formarique volumus, consentiant, si genus sublime dicendi parvis in causis, parvum limatumque grandibus, laetum tristibus, lene asperis, minax supplicibus, summissum concitatis, trux atque violentum iucundis adhibeamus? ut monilibus et margaritis ac veste longa, quae sunt ornamenta feminarum, deformentur viri, nec habitus triumphalis, quo nihil

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<sup>1</sup> *De Or.* III. x. 37.

## BOOK XI

I. After acquiring the power of writing and thinking, as described in the preceding book, and also of pleading extempore, if occasion demand, our next task will be to ensure that appropriateness of speech, which Cicero<sup>1</sup> shows to be the fourth department of style, and which is, in my opinion, highly necessary. For since the ornaments of style are varied and manifold and suited for different purposes, they will, unless adapted to the matter and the persons concerned, not merely fail to give our style distinction, but will even destroy its effect and produce a result quite the reverse of that which our matter should produce. For what profit is it that our words should be Latin, significant and graceful, and be further embellished with elaborate figures and rhythms, unless all these qualities are in harmony with the views to which we seek to lead the judge and mould his opinions? What use is it if we employ a lofty tone in cases of trivial import, a slight and refined style in cases of great moment, a cheerful tone when our matter calls for sadness, a gentle tone when it demands vehemence, threatening language when supplication, and submissive when energy is required, or fierceness and violence when our theme is one that asks for charm? Such incongruities are as unbecoming as it is for men to wear necklaces and pearls and flowing raiment which are the natural adornments of women, or for women to robe them-

## QUINTILIAN

- 4 excogitari potest augustius, feminas deceat. Hunc locum Cicero breviter in tertio de Oratore libro perstringit, neque tamen videri potest quidquam omisisse dicendo, *non omni causae neque auditori neque personae neque tempori congruere orationis unum genus.* Nec fere pluribus in Oratore eadem. Sed illic L. Crassus, cum apud summos oratores hominesque eruditissimos dicat, satis habet partem hanc velut
- 5 notare inter agnoscentes; et hic Cicero adloquens Brutum testatur esse haec ei nota ideoque brevius a se dici, quanquam sit fusus locus tracteturque a philosophis latius. Nos institutionem professi non solum scientibus ista, sed etiam discentibus tradimus, ideoque paulo pluribus verbis debet haberi venia.
- 6 Quare notum sit nobis ante omnia, quid conciliando, docendo, movendo iudici conveniat, quid quaque parte orationis petamus. Ita nec vetera aut translata aut ficta verba in incipiendo, narrando, argumentando tractabimus neque decurrentes contexto nitore circuitus, ubi dividenda erit causa et in partes suas digerenda, neque humile atque cotidianum sermonis genus et compositione ipsa dissolutum epilogis dabi-

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<sup>1</sup> III. lv. 210.

<sup>2</sup> Ch. xxi. *sqq.*

BOOK XI. 1. 3-6

selves in the garb of triumph, than which there can be conceived no more majestic raiment. This topic<sup>4</sup> is discussed by Cicero in the third book of the *de Oratore*,<sup>1</sup> and, although he touches on it but lightly, he really covers the whole subject when he says, *One single style of oratory is not suited to every case, nor to every audience, nor every speaker, nor every occasion.* And he says the same at scarcely greater length in the *Orator*.<sup>2</sup> But in the first of these works Lucius Crassus, since he is speaking in the presence of men distinguished alike for their learning and their eloquence, thinks it sufficient merely to indicate this topic to his audience for their recognition; while in the<sup>5</sup> latter work Cicero asserts that, as these facts are familiar to Brutus, to whom that treatise is addressed, they will be given briefer treatment, despite the fact that the subject is a wide one and is discussed at greater length by the philosophers. I, on the other hand, have undertaken the education of an orator, and, consequently, am speaking not merely to those that know, but also to learners; I shall, therefore, have some claim to forgiveness if I discuss the topic in greater detail.

For this reason, it is of the first importance that<sup>6</sup> we should know what style is most suitable for conciliating, instructing or moving the judge, and what effects we should aim at in different parts of our speech. Thus we shall eschew antique, metaphorical and newly-coined words in our *exordium*, *statement of facts* and *arguments*, as we shall avoid flowing periods woven with elaborate grace, when the case has to be divided and distinguished under its various heads, while, on the other hand, we shall not employ mean or colloquial language, devoid of all artistic

## QUINTILIAN

mus, nec iocis lacrimas, ubi opus erit miseratione,  
7 siccabimus. Nam ornatus omnis non tam sua quam  
rei, cui adhibetur, condicione constat; nec plus  
refert, quid dicas quam quo loco. Sed totum hoc  
apte dicere non elocutionis tantum genere constat,  
sed est cum inventione commune. Nam si tantum  
habent etiam verba momentum, quanto res ipsae  
magis? Quarum quae esset observatio, suis locis  
subinde subiecimus.

8 Illud est diligentius docendum, eum demum dicere  
apte, qui non solum quid expediat, sed etiam quid  
deceat inspexerit. Nec me fugit, plerumque haec  
esse coniuncta. Nam quod decet, fere prodest, neque  
alio magis animi iudicum conciliari aut, si res in  
9 contrarium tulit, alienari solent. Aliquando tamen  
et haec dissentiunt. Quotiens autem pugnabunt,  
ipsam utilitatem vincet quod decet. Nam quis nescit,  
nihil magis profuturum ad absolutionem Socrati fuisse,  
quam si esset usus illo iudiciali genere defensionis  
et oratione summissa conciliasset iudicum animos sibi  
10 crimenque ipsum sollicite redarguisset? Verum id  
eum minime decebat; ideoque sic egit, ut qui poenam

BOOK XI. I. 6-10

structure, in the *peroration*, nor, when the theme calls for compassion, attempt to dry the tears of our audience with jests. For all ornament derives its effect not from its own qualities so much as from the circumstances in which it is applied, and the occasion chosen for saying anything is at least as important a consideration as what is actually said. But the whole of this question of appropriate language turns on something more than our choice of style, for it has much in common with invention. For if words can produce such an impression, how much greater must that be which is created by the facts themselves. But I have already laid down rules for the treatment of the latter in various portions of this work. 7

Too much insistence cannot be laid upon the point that no one can be said to speak appropriately who has not considered not merely what it is expedient, but also what it is becoming to say. I am well aware that these two considerations generally go hand in hand. For whatever is becoming is, as a rule, useful, and there is nothing that does more to conciliate the good-will of the judge than the observance or to alienate it than the disregard of these considerations. Sometimes, however, the two are at variance. Now, whenever this occurs, expediency must yield to the demands of what is becoming. Who is there who does not realise that nothing would have contributed more to secure the acquittal of Socrates than if he had employed the ordinary forensic methods of defence and had conciliated the minds of his judges by adopting a submissive tone and had devoted his attention to refuting the actual charge against him? But such a course would have been unworthy of his character, 8 9 10

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