

Giovanni Paolo Accinni

Legal Culture of Communication

Each of us has a remarkable individual power: the deliberative power to give our consent. In this era of modernity and technology, in which media tools are the ones that most immediately and most easily reach a wider public, deliberative power seems to be exercised once more on the basis of magic rituals, or rituals of 'enchantment', rather than the application of a rational method of investigation based on what is true. Rhetoric, as a cognitive and rational path to truth, deserves to be revived as a model of human reasonableness that can be used as an 'antidote' to force and whim. Consensus, as a powerful decision-making capacity every person possesses, cannot be an expression of any method other than that which persuades by applying the criteria of reasonableness. To go back to believing, to trusting, only when something has been logically and empirically demonstrated, is to restore to reason its lost capacity to manifest itself and to be understood, hence to create a more civil 'good life' as an alternative to populisms. Persuasive communication, as an inclusive form of the public use of reason, enables us to escape the negative logic of opposition and preserve the essence of democracy itself, which is the truth.

Giovanni Paolo Accinni is a criminal lawyer and has followed cases such as Parmalat, Cirio, the BNL Tender Offer, Petrolchimico di Porto Marghera, and Brontos. In 2016 he taught The Culture of Legal Communication at IULM, Milan.

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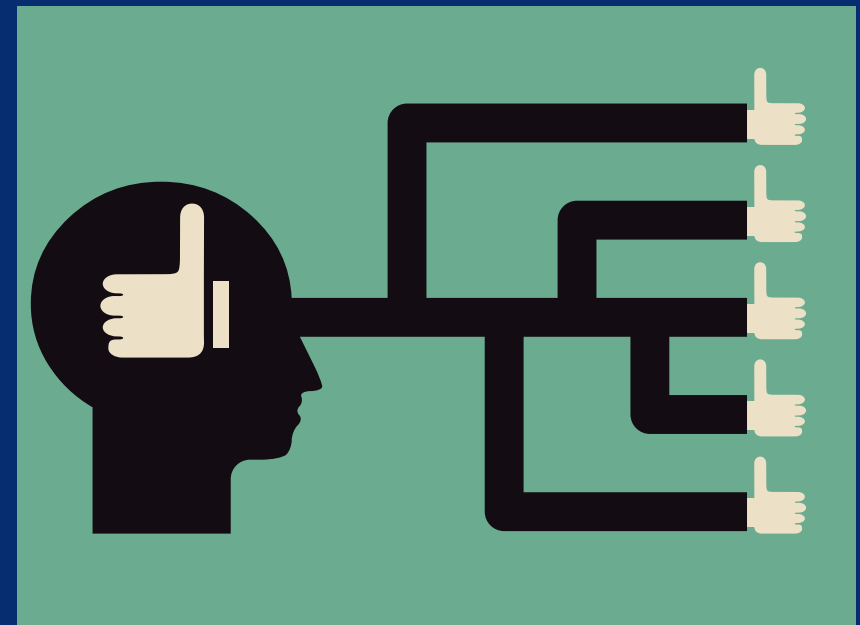
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