

<https://www.attalus.org/cicero/deoratore2B.html>

[81] Nor do I altogether condemn these divisions; for they are made with some nicety, though without sufficient judgment, as must of necessity be the case with men who had no experience in real pleading. For the precepts which they confine to the exordium¹ and statement of facts are to be observed through the whole speech;

[82] since I can more easily make a judge favourable to me in the progress of my speech, than when no part of the case has been heard; and desirous of information, not when I promise that I will prove something, but when I actually prove and explain; and I can best make him attentive, not by the first statement, but by working on his mind through the whole course of the pleading.

[83] As to their direction that the statement of facts should be probable, and clear, and concise, they direct rightly; but in supposing that these qualities belong more peculiarly to the statement of facts than to the whole of the speech, they seem to me to be greatly in error; and their whole mistake lies assuredly in this, that they think oratory an art or science, not unlike other sciences, such as Crassus² said yesterday might be formed from the civil law itself; so that the general heads of the subject must first be enumerated, when it is a fault if any head be omitted; next, the particulars under each general head, when it is a fault if any particular be either deficient or redundant; then the definitions of all the terms, in which there ought to be nothing either wanting or superfluous.

¹ The exordium (/ɛg'zɔ:rdiəm/; meaning "beginning" in Latin; from *exordiri*, meaning "to begin") was the introductory portion of an oration. The term is Latin and the Greek equivalent was termed the *proem* or *prooimion*.

² **L.Licinius Crassus** - Roman consul 95 B.C., "the orator".