

should be judged from such a point of view. An orator is essentially a partisan. He takes sides almost necessarily, and is apt to employ any means at his command to give the supremacy to his own side of the question at issue. He is the counterpart, not of the judge—who calmly and logically weighs the two sides of the case to be decided and seeks to avoid preference to either—but of the advocate, whose aim it is to convince the jury that his own side is the correct one, and who does this by employing every sophistry, every trick of speech and argument, every device to add to the strength of his client's case and lessen that of his opponent. But ordinarily the orator, partisan though he may be, has a wider audience than a jury, and a higher sense of duty to himself and his hearers than is usually to be found in a jury trial. Though it may be his purpose rather to convince than to prove, and though he may not hesitate to help his side of the argument by oratorical devices and skillful deceptions, he must have an earnest belief in the strength and cogency of his own cause or he can scarcely hope to succeed. No man can serve God and Mammon. The great oration must come from the heart and not from the lips. Yet it is not enough for a man to believe in his cause; his cause as well as his belief must be strong. The speech which does not ring true to a judicious reader is defective either in its cause or its advocate. Sophistry may weigh well on the platform, but it becomes hollow and empty in the cabinet, and the merit of no oration can be justly decided upon until it has been put to the test of the reader's mind.

While, therefore, the idea is widely entertained that an oration must be heard to be truly appreciated, this conception is far from correct. There are two things to be considered in judging every oration; the real quality and merit of the thought expressed, and the effect of delivery—the speaker's powers of elocution and the magnetic influence of voice and personality. The latter has often an immense effect, and the hearer frequently leaves the presence of the orator convinced against the