

Cambridge University Press

978-0-521-45949-5 - Social Intelligence and Interaction: Expressions and implications of the social bias in human intelligence

Edited by Esther N. Goody

Frontmatter

[More information](#)

There is a growing view that intelligence evolved as a product of social interdependence. The unique development of human intelligence was probably linked to the use of spoken language, but language itself evolved in the context of social interaction, and in its development it has shaped – and been shaped by – social institutions. Taking as their starting-point the social production of intelligence and of language, scholars across a range of disciplines are beginning to rethink fundamental questions about human evolution, language and social institutions. This volume brings together anthropologists, linguists, primatologists and psychologists, all working on this new frontier of research.

Cambridge University Press

978-0-521-45949-5 - Social Intelligence and Interaction: Expressions and implications of the social bias in human intelligence

Edited by Esther N. Goody

Frontmatter

[More information](#)

Social intelligence and interaction

Cambridge University Press

978-0-521-45949-5 - Social Intelligence and Interaction: Expressions and implications of the social bias in human intelligence

Edited by Esther N. Goody

Frontmatter

[More information](#)

Social intelligence and interaction

Expressions and implications of the social
bias in human intelligence

EDITED BY

ESTHER N. GOODY

University of Cambridge



CAMBRIDGE
UNIVERSITY PRESS

Cambridge University Press

978-0-521-45949-5 - Social Intelligence and Interaction: Expressions and implications of the social bias in human intelligence

Edited by Esther N. Goody

Frontmatter

[More information](#)

Published by the Press Syndicate of the University of Cambridge
The Pitt Building, Trumpington Street, Cambridge CB2 1RP
40 West 20th Street, New York, NY 10011-4211, USA
10 Stamford Road, Oakleigh, Melbourne 3166, Australia

© Cambridge University Press 1995

First published 1995

Printed in Great Britain at the University Press, Cambridge

A catalogue record for this book is available from the British Library

Library of Congress cataloguing in publication data

Social intelligence and interaction: expressions and implications of the social bias in human intelligence / edited by Esther N. Goody.
p. cm.

Based on papers presented at a workshop sponsored by the Wissenschaftskolleg zu Berlin, held in the spring of 1990, with the theme Some implications of a social origin of human intelligence.

ISBN 0 521 45329 1. – ISBN 0 521 45949 4 (pbk.)

1. Intellect – Social aspects. 2. Social intelligence.

3. Sociolinguistics. I. Goody, Esther N.

BF431.S617 1995

153.9 – dc20 94-8853 CIP

ISBN 0 521 45329 1 hardback

ISBN 0 521 45949 4 paperback

Cambridge University Press

978-0-521-45949-5 - Social Intelligence and Interaction: Expressions and implications of the social bias in human intelligence

Edited by Esther N. Goody

Frontmatter

[More information](#)

Contents

<i>List of contributors</i>	<i>page</i> ix
<i>Conventions used in transcripts</i>	x
<i>Preface</i>	xi
Introduction: some implications of a social origin of intelligence	1
ESTHER GOODY	
Part I Primary processes	
1. The ape legacy: the evolution of Machiavellian intelligence and anticipatory interactive planning	37
RICHARD W. BYRNE	
2. How to invent a shared lexicon: the emergence of shared form-meaning mappings in interaction	53
EDWIN HUTCHINS AND BRIAN HAZLEHURST	
3. Hunter-gatherers' kinship organization: implicit roles and rules	68
NURIT BIRD-DAVID	
Part II The interactive negotiation of meaning in conversation	
4. On projection	87
JÜRGEN STREECK	
5. Interaction sequences and anticipatory interactive planning	111
PAUL DREW	
6. Where does foresight end and hindsight begin?	139
DAVID GOOD	

Cambridge University Press

978-0-521-45949-5 - Social Intelligence and Interaction: Expressions and implications of the social bias in human intelligence

Edited by Esther N. Goody

Frontmatter

[More information](#)viii **Contents****Part III Genres as tools that shape interaction**

- | | |
|---|-----|
| 7. Politeness strategies and the attribution of intentions: the case of Tzeltal irony
PENELOPE BROWN | 153 |
| 8. Interaction planning and intersubjective adjustment of perspectives by communicative genres
THOMAS LUCKMANN | 175 |

Part IV Expressions of a social bias in intelligence

- | | |
|--|-----|
| 9. Divination as dialogue: negotiation of meaning with random responses
DAVID ZEITLYN | 189 |
| 10. Social intelligence and prayer as dialogue
ESTHER GOODY | 206 |
| 11. Interactional biases in human thinking
STEPHEN C. LEVINSON | 221 |
| 12. Stories in the social and mental life of people
MICHAEL CARRITHERS | 261 |
| <i>Consolidated bibliography</i> | 277 |
| <i>Index</i> | 298 |

Cambridge University Press

978-0-521-45949-5 - Social Intelligence and Interaction: Expressions and implications of the social bias in human intelligence

Edited by Esther N. Goody

Frontmatter

[More information](#)

Contributors

- Nurit Bird-David** Department of Anthropology, University of Tel Aviv, Israel
- Penelope Brown** Max Planck Institute for Psycholinguistics, Nijmegen, The Netherlands
- Richard W. Byrne** Scottish Primate Research Group, Department of Psychology, University of St Andrews, Scotland
- Michael Carrithers** Department of Anthropology, Durham University
- Paul Drew** Department of Sociology, University of York
- David Good** Faculty of Social and Political Sciences, University of Cambridge
- Esther Goody** Department of Social Anthropology, University of Cambridge
- Brian Hazlehurst** Departments of Anthropology and Cognitive Science, University of California, San Diego
- Edwin Hutchins** Department of Cognitive Science, University of California, San Diego
- Stephen C. Levinson** Max Planck Institute for Psycholinguistics, Nijmegen, The Netherlands
- Thomas Luckmann** Fachgruppe Soziologie, Universität Konstanz, Germany
- Jürgen Streck** Department of Speech Communication, The University of Texas, Austin, Texas
- David Zeitlyn** Wolfson College, Oxford

Cambridge University Press

978-0-521-45949-5 - Social Intelligence and Interaction: Expressions and implications of the social bias in human intelligence

Edited by Esther N. Goody

Frontmatter

[More information](#)

Conventions used in transcripts

CAPS	spoken loudly
<u>underlined</u>	spoken with emphasis
:	extended sound
(h)	soft inbreath
.hhh	audible inbreath
.kh	inbreath with other audible sounds
[two speakers speaking simultaneously: position of bracket indicates point of overlap onset
=	short transition time (no pause between lines of speech)
–	word broken off
>	speeding up
(---)	unintelligible
()	bounds uncertain transcription
(())	bounds transcriber's comments
→	indicates target turns referred to in text
(0.1)	pause (in seconds)
(.)	micropause

Cambridge University Press

978-0-521-45949-5 - Social Intelligence and Interaction: Expressions and implications of the social bias in human intelligence

Edited by Esther N. Goody

Frontmatter

[More information](#)

Preface

It is both a hazard and a delight of anthropological fieldwork that the more completely one becomes immersed in a society and culture totally different from one's own, the more similar people seem to kin and friends at home. Despite the manifest, subtle and profound differences there is a level on which people seem to feel and act in basically similar ways.¹ The dynamics of this dialectic between socio-cultural uniqueness and common humanity lie in part at the intersection between cultural forms and inter-personal interaction. This is an area I first explored in papers on the links between greeting, giving and constraining (1972) and on questioning (1978a). However these two problems raised more general issues concerning the inferring of intentions in interaction, and thus the significance of social roles for making interaction more predictable (1978b). Ethologists are now suggesting that primate intelligence was directly linked to the challenges of social interdependence. This insight places the problems of greeting, questioning and inferring intentions in an even wider context. What can we learn about the nature of human society by taking seriously the possibility that human intelligence is in this fundamental sense *social* intelligence?

It is difficult to know where to begin with such a general problem, particularly if there is a commitment to a firm empirical base. The Working Papers were essays directed at particular aspects: the implications for primate social intelligence of an emerging spoken language; the new potentiality of language for meeting the challenges of social interdependence; language and the emergence of institutionalized gender roles; language and the emergence of rules. During my attempts to pull together these several themes it became clear that these very preliminary ideas needed the challenge of scholarly debate, and exploration in a range of empirical contexts. The Wissenschaftskolleg zu Berlin made this possible by sponsoring a workshop on *Some implications of a social origin of human intelligence* in the spring of 1990 to which the contributors to this volume were invited. Each had already begun to explore some aspect in their own work, though not necessarily under the rubric of social

Cambridge University Press

978-0-521-45949-5 - Social Intelligence and Interaction: Expressions and implications of the social bias in human intelligence

Edited by Esther N. Goody

Frontmatter

[More information](#)

xii **Preface**

intelligence. A set of the draft Working Papers in Social Intelligence was circulated to participants with the invitation to respond with a paper related to their own research. Since the present volume grew out of papers written for this workshop it seems appropriate to begin the Introduction with themes from the Working Papers. Discussion during the Workshop and during revision of the individual papers has led to several issues being more fully worked out, for which grateful thanks to stimulating colleagues.

In several ways this volume owes its existence to the Wissenschaftskolleg zu Berlin. First, because it gave the editor a year of peace, marvellous facilities and stimulating colleagues which made it possible to pursue background reading and to draft further Working Papers for the social intelligence project. Second, because their funding of the workshop on social intelligence made it possible to bring together scholars from several fields who were working already on issues related to social intelligence. And finally because, in the setting of Berlin in May, our discussions of the exploratory papers led to unanimous agreement that we should publish revised papers and so extend the debate.

Particular thanks are due to Wolf Lepenies and Joachim Nettelbeck who were willing to believe that it would be worthwhile to find funds and facilities to bring participants from far and wide for the Social Intelligence Workshop to talk about such an amorphous topic. Stephen Levinson and Penny Brown, who were in Berlin launching the Max Planck Projektgruppe für Kognitive Anthropologie, gave generously of time, ideas and enthusiasm during the planning of the workshop. Dr Stefan Strohschneider of the Projektgruppe für Kognitive Anthropologie acted as scribe.

Particular thanks are also due to a number of individuals who let me talk to them about social intelligence and said it was all worthwhile: First, to Jack Goody, whose patience is matched only by his willingness to lend a hand to innumerable chores; and to John Barnes, Michael Cole, Elizabeth Duvan, Maurice Godelier, Ward Goodenough, John and Jenny Gumperz, Robert Hinde, Stephen Hugh-Jones, Phyllis Lee, Skip Rappaport, and S.J. Tambiah.

The logistics of putting together a manuscript from individual papers can be daunting; they were made bearable by Sarah Green's skill with a word processor and preparation of the index, and by Sue Kemsley's diligence with the bibliography. Sandy Anthony's sub-editorial sharp sight has made the final stages surprisingly untraumatic.

Several participants admitted later that they had wondered whether it would be possible to find common ground across such disparate disciplines. In fact we were repeatedly surprised at the ease with which topics

Cambridge University Press

978-0-521-45949-5 - Social Intelligence and Interaction: Expressions and implications of the social bias in human intelligence

Edited by Esther N. Goody

Frontmatter

[More information](#)

Preface xiii

and issues crossed subject boundaries. The problematic of the implications of intelligence as social provided a common perspective – though by no means unanimity!

Note

- 1 There are certain key ethnographies which explore this question in relation to emotions, a direction not pursued here but which is part of the wider puzzle: Briggs's *Never in anger* (1970); Rosaldo's *Knowledge and passion* (1980); Reisman's two books on the Fulani, *Freedom in Fulani social life* (1977), and *First find your child a good mother* (1992).