

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

Index

[More information](#)

Index

- Abrahams, R.G. 32 *n*21
- action; AIP as prerequisite for 219; accountability of 207; joint/collaborative 6, 93–4, 106, 143–4; logic of 230–1; primate 48–50; projected/planned 23, 88–94, 98–9, 104–6, 128, 176–7; social 16, 184 *n*2, 270, 273, 275; strategies for 12, 22, 134; synchronization of 16, 21–2; *see also* coordination, goal-directed interaction, interaction, interaction sequences, social interaction
- activity theory 32 *n*14
- adjacency pairs, in conversation 115, 139, 189
- agonistic planning 226, 244
- agreement, preference for in conversation 117–18
- AIP *see* anticipatory interactive planning
- Alhonsaari, A. 215
- Allen, J. 240
- allometric scaling 40, 43
- ambiguity; of action in primates 49; in conversation 23, 25; in divination 199; of intended meaning 139, 141–3, 158, 164–9 *passim*, 170; of pre's 89, 235; *see also* inference, intentionality, intention-attribution, meaning
- ancestor worship 209–10
- Anesaki, M. 216–17, 218
- animism 218, 224–5
- anticipation limit (AL) 145, 148
- anticipatory interactive planning (AIP) 2–3, 32 *n*16, 206; and conscious strategy 111, 112, 114; and control 7–8, 129–132; evolution of 52, 68–9, 82–3, 140; and communicative interaction 176; and intentionality 16, 24, 26, 112–14; and language 3, 6–9, 10–13, 16, 140, 206–7; in primates 18, 50–1, 68; and projectability 119, 121, 124, 127; and social roles and rules 6–7, 10, 14–15, 16, 68–9, 81–3, 183; and temporality 139, 140, 144–5, 148; *see also* AIP entries under separate headings, and also agonistic planning, confabulation, foresight, goal-directed interaction, interaction sequences, modelling, projection, strategy.
- apes; and closeness to humans 39; and intelligence 42–3, 44, 45; and intention-attribution 47, 48–9; teaching among 46; *see also* primates, hominids
- approval, desire for 26–7
- Argyle, M. 32 *n*17
- Aristotle 230
- Ashanti prayer 209–10
- Atlas, J. 259 *n*31
- Austin, J.L. 142–3
- autism 9, 45, 48, 222
- autoassociation networks 56–8, 66 *n*2, *n*3
- autobiography 275
- awareness; and language 8–9, 19; and relationship with intentionality 32 *n*16; self-awareness 8–9, 18, 19, 44, 148; *see also* cognition, intelligence, knowledge, social intelligence
- Bakhtin, M.M. 108, 185 *n*12
- Bayesian conjunction 243, 244, 247
- Beattie, J.H.M. 144
- Berger, P.L. 68–70, 77, 80, 82, 83
- bias, of human intelligence; towards animism 224–5; in cognition 221; and interactive intelligence 224–5, 241–2, 245–7, 250–1, 253–4, 255 *n*6; in judging probability 204 *n*4, 242–4, 253, 259 *n*38; against logical reasoning 13, 29, 221; against randomness 245–7; towards social interaction 27–9
- Bickerton, D. 3, 6, 18
- Bird-David, N. 19–20
- Blumstein, S. 255 *n*2

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

Index

[More information](#)

- brain size, in primates 3, 42–3
 Briggs, J.L. 10
 Brown, P. 24–5, 145, 153–4, 156, 173 *n*5
 Bruner, J.S. 29, 33 *n*22, 45, 262, 266, 267
 Buber, M. 218
 buddhism 216–18, 219
 Burke, K. 146
 Burke, P. 33 *n*24
 Byrne, R.W. 17–18, 47, 137 *n*1, 253, 256 *n*11
- Carrithers, M. 28, 29–30, 262
 categorization 14
 Chafe, W. 276
 character, in narrative 262–3, 266, 267
 chess, as model for social interaction/
 intelligence 2, 17, 145
 chimpanzees 2, 8–9, 18, 46–7, 48; *see also*
 apes, primates
 Chomsky, N. 3, 32 *n*10, 258 *n*21
 classification 6, 7
 cognition 12, 53–4, 55, 221, 264; and AIP
 modelling 17–18, 22–3;
 autoassociation networks in 56–8, 66
*n*2, *n*3; of complex systems 248–50,
 253, 259 *n*32, *n*35; computer
 modelling of 56–9, 60–1, 67 *n*5; and
 dialogue 12, 21; inferred 30 *n*1, 32
*n*10; and interactional intelligence
 250–1; and language 6, 53–4; and
 primates 48; human evolution of 37,
 51–2, 110 *n*8; as non-logical 13; and
 interdependence 19, 21; structures of
 56 (Fig. 2.1), 64; social 28–9, 53–4;
 and social interaction 2, 21, 65; *see also*
 intelligence, interactional
 intelligence, logic, social intelligence,
 thought
- collaboration; in conversation 93–5, 96,
 160, 161–2; and gestures 93–4, 98–9;
 in narrative 268–9, 275; preference for
 106–7; and pre's 87, 130; *see also*
 cooperation, coordination,
 intersubjectivity
- communication 25, 30 *n*1, 111–12, 176,
 179, 221; universality of AIP in
 176–7; crossword puzzles as model for
 232, 238, 241, 246, 250, 253; and
 Gricean theory of meaning 227–8,
 154, 169–70; and heuristics 248,
 251–2, 253; and interactional
 intelligence 251–2, 259 *n*37; and
 language 176, 177–8, 228; phatic 8, 31
*n*6, 32 *n*12, 171; regulation of 177–8,
 179; sequences 251–2, 259 *n*37; *see also*
 dialogue, interaction sequences,
 interactional intelligence,
- intersubjectivity, social interaction,
 social intelligence
- communicative; acts 177, 178, 179–80,
 227; constraints 180, 190, 236; genres
 26, 176–80 *passim*, 181–3, 185 *n*12,
 261, 264; problems 179, 181, 183
- 'community of minds' 53
- complex systems, human difficulties with
 248–50, 253, 259 *n*32, *n*35
- complexity; of intention-attribution
 229–30, 239–40, 258 *n*28; of
 interactional intelligence 37, 226
- 'conditional perfection' 247, 259 *n*31
- confabulation 30, 273, 275–6
- Connolly, P. 257
- contradiction; in divination 28, 190,
 192–5, 199–203; reinterpreting 193–4
- conventionalization *see* routinization
- conversation analysis 195, 196, 261
- cooperation, in interaction 7, 18, 20, 27,
 41, 253; *see also* collaboration,
 coordination
- coordination, of interaction; and
 coordination games 226–7, 256 *n*10,
 256–7 *n*13, 259 *n*29; and heuristics
 241; and language 5, 6; and
 overdeterminism 244; and reflexive
 reasoning 229–30; and prototypes/
 stereotypes 245; and social roles 240;
see also collaboration, cooperation,
 interaction sequences
- court cases 146, 163–4
- courtship 163
- Cretan liar 256 *n*12
- curiosity, in primates 40–1
- deception; and AIP 7, 17–18, 140–2; and
 intentionality 137 *n*1; and irony 174
*n*8; in primates 42, 47, 48, 141; and
 reflexive reasoning 170
- Dennett, D.C. 8, 32 *n*16, 141, 266
- deutero planning 270
- Devore, I. 78–9
- dialogic template 12, 27, 190, 207, 218
- dialogue; with ancestors 210; and AIP
 206–7, 218–19 *passim*; and animism
 218; and divination 197–8, 201–2; and
 human cognition 12, 21; individual
 215–16; internal 10–12, 206–7, 220 *n*4,
 224; and learning 10–12; and prayer
 12, 28–9, 208, 209, 210, 215–17; *see also*
 communication, interaction
 sequences
- Dinka prayer 213–14
- divination 28–9, 189–90; and AIP 202–3;
 and contradiction 28, 190, 192–5,
 199–203; and dialogue 197–8, 201–2;

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

Index

[More information](#)

300 Index

- divination (*cont.*)
 Mambila 28, 190, 193, 198–203, 205 *n*13; principles of 192–3; rationality debate and 196; and reinterpretation 193–5; study of 195–8; types of 190, 196–7
 Donald, M. 3, 22, 107, 109, 110 *n*8
 Dörner, D. 248–52, 255 *n*5, 259 *n*33
 Drew, P. 20–1, 22, 49, 115
 Dunbar, R. 4, 5, 8
 dyadic premise 12, 207–8
- echoic mention 156
 embarrassment 165–8
 Ervin-Tripp, S. 259 *n*36
 ethnomethodology; and analysis of conversation 20–3; opacity of language in 204 *n*6
 Evans-Pritchard, E.E. 193, 195–6, 224
 evolution; of AIP 52, 68–9, 82–3, 140; of cognition 37–9, 51–2, 110 *n*8; of hemispheric specialization 3–4, 31 *n*3; of intelligence 1–2, 4–6, 38, 52, 65, 81–2; of language 3–6, 31 *n*5, 65, 178; of primates 38 (Fig. 1.1)
- face 146, 153, 259 *n*33
 Feldman, C. *et al.* 264
 Fodor, J. 223, 232
 form-meaning pairs 54, 55, 66
 foresight, in conversation; and ambiguity 141–3; and retrospective revision 23, 140, 144, 145–6; *see also* anticipatory interactive planning, projection, temporality
 Fortes, M. 14
 Fossey, D. 49
Frames of Mind 222
 friendship 41, 44, 164
- Gandhi, Mahatma 264
 Gardner, H. 222
 Garfinkel, H. 8, 15, 190, 191–5, 201, 204 *n*6, 201
 gambler's fallacy 204 *n*4, 242, 243
 gaze, during conversation 96, 99, 100, 103
 Geiss, M. 259 *n*31
 Gelman, R. 224
 Gergen, M. and Gergen, K. 268
 German conversation 96, 103, 105
 gestures, in interaction; collaborative 93–4, 98–9; cross-cultural similarity in 103–4; iconic 97–8, 100–4, 106; and intentionality 170; as juncture activities 94; as linguistic action projectors 99–100, 104–6; as pre's 21, 87, 90–2, 102–6 *passim*; as protolanguage 3, 22–3, 31 *n*5, 109; and symbolism 99–104 *passim*; *see also* prefatory components, interaction sequences, questions, repairs
 Gill, S.D. 211, 212–13
 gift exchange 12, 273
 Ginsberg, M.L. 258 *n*26
 goal-directed interaction; and AIP 2, 7, 12, 26–7; assumption of 24; and deception 42, 137 *n*1; and negotiation 208, 219; projecting 121, 175, 240; ranking of 230–1; in sequences 114, 145; and strategies 21–2; *see also* intentionality, intention-attribution, strategy
 Godelier, M. 275–6
 gods, and AIP 203 *n*1
 Good, D. 23, 24, 25, 30, 49, 145
 Goodall, J. 44
 Goodwin, M.H. 99, 143–4
 Goody, E.; and AIP 68–9, 114, 257 *n*20; and Gonja teasing 137 *n*5; and language 8, 10, 13, 141, 257 *n*19; and prayer 28–9; and sexual division of labour 14; and social roles 33 *n*23, 240
 Goody, J. 13
 gorillas 43, 44, 47, 49; *see also* apes, primates
 gossip 4, 162, 165–8, 171
Grammar of Motives 146
 grammar and syntax, of spoken language 3–5 *passim*, 31 *n*4, *n*5, *n*7, *n*8, 108
 greeting exchanges 8, 113, 122–4, 137 *n*2
 Grice, H.P. 156, 194, 204 *n*7, 229, 159 *n*31; and Gricean theory of meaning 154, 169–70, 227–8, 247–8
- Haiman, J. 174 *n*12
 Haimoff, E. 288 *n*25
 Hall, E.T. 32 *n*17
 Hargreaves, R. 268
 Harris, P. 262
 Hartge, U. 104
 Harton, R. 203 *n*1
 Havelock, E.A. 109
 Hayes, C. 46
 Hazlehurst, B. 18, 20, 30
 hemispheric specialization 3–4, 31 *n*3
 Heritage, J. 16, 121, 122, 143
 Herskovits, A. 258 *n*28
 heuristics; communicative 251–2, 253; pragmatic 239, 248; and routinization 22; and stereotypicality 233–4, 237–41; *see also* inference, intention-attribution, intentionality, meaning
 hominids; *Australopithecus* 4, 31 *n*5; and cranial capacity 3; and development of AIP 52, 68–9, 82–3, 140; and

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

Index

[More information](#)

- development of cognition 37–9, 51, 110 *n*8; and development of shared lexicon 54, 55, 61–3; and evolution of social intelligence 2–6, 31 *n*3, 31 *n*5, 38, 52, 65, 81–2; *Homo erectus* 2, 3, 4; *Homo habilis* 31 *n*5; as *Homo interactans* 223–4; and vocal signals 4–5, 31 *n*4; *see also* apes, primates
- hostility 162–4
- Hume, D. 256 *n*11
- Humphrey, N. K. 2, 145, 256 *n*10
- Humphrey–Jolly hypothesis 37
- hunter-gatherers; *Aboriginals* 259 *n*38; and AIP hypothesis 69–70, 78–83; and kinship 69, 70, 75–7, 79–80; and pre-institutionalized interaction 70, 83; social interaction among 69–70, 78–80; and social roles and rules 19, 70–8 *passim*, 79, 81–3; *see also* Nayaka, !Kung
- Hutchins, E. 18, 20, 30
- Ilokano conversation 95–6, 98–9
- imagination 47–8
- inference; enrichment 234; explicit 266; implicit 265, 267, 268; logical 231–2; pragmatic 231, 259 *n*31; and stereotypes 233–4; *see also* heuristics, intention-attribution, intentionality, meaning, reasoning, salience
- insults 33 *n*24
- intelligence; artificial (AI) 66, 142, 229, 240; and deception 17–18; development of 1–2, 4–6, 38, 52; Humeian 227, 253, 256 *n*11; and language 3–12 *passim*; logico-mathematical 260 *n*39; in primates 1–2, 16, 17, 37–8, 41–2, 45; and social interdependence 1–2, 16; *see also* bias, cognition, interactional intelligence, logic, Machiavellian intelligence, rationality, reasoning, social intelligence, thought
- intentionality 128, 130, 137 *n*1, 170; and AIP 16, 112–14; and cognitive processing 264; consciousness of 112–14, 122–4, 133–5; and language 8–9, 11, 16; premise of 24, 28, 29; *see also* goal-directed interaction, intention-attribution, projection, strategy
- intention-attribution; and AIP 24, 26; bias against randomness 245–6; computational complexity of 229–30, 239–40, 258 *n*28; and culture 240–1; and gambler's fallacy 204 *n*4, 242, 243; and Gricean theory of meaning 154, 227–8, 247–8; and inferential reasoning 238, 239, 258 *n*26; and interaction sequences 15, 251, 263; in irony 24–5, 153–4, 155, 169–70, 172; in law 143, 263; and politeness 24, 26, 153, 169; in primates 18, 47, 48–9; as a primitive category system 33 *n*22; and sequential heuristics 253; and social intelligence 26, 27, 28, 52; *see also* bias, heuristics, inference, intentionality, meaning, projection, social intelligence
- 'intentional stance' 141, 266
- interaction protocol 59–61
- interaction sequences (verbal); and AIP 21–3, 111–12, 114–22 *passim*, 127, 130, 258 *n*25; and avoidance 122–6, 134; and communicative heuristics 251–2; control of 129–32, 135, 146–7; and gestures 97–104 *passim*, 105–6; and greetings exchanges 122–4, 137 *n*2; and intentionality 15, 112–14, 130, 234–7, 251, 263; negotiation of 125–6, 147, 169, 195; and preference for agreement 117–18; and pre-requests 122–6 *passim*, 237; and pre-sequences 89, 118–19, 120, 125, 127–8, 130; projected 98, 115, 119–21 *passim*, 129, 136; and repairs 124, 125; and routines 119, 122–4, 133–6 *passim*, 156, 161, 169; silence in 19, 117, 120–1, 122, 162, 238; strategies in 21, 112, 121–9 *passim*, 133, 134–5, 171–2; *see also* anticipatory interactive planning, communication, coordination, dialogue, prefatory components, questions, repairs, social interaction, talk-in-interaction, turn-taking in conversation
- interactional intelligence 254–5 *n*1; and AIP 257 *n*19; and agonistic planning 226; bias of 224–5, 245–7, 250–1, 253, 255 *n*6; bias towards in humans 241–2, 253–4; biological basis of 222–5; and cognitive 'failures' 250–1; and communication sequences 251–2, 259 *n*37; 'conditional perfection' and 247, 259 *n*31; and coordination 226–7, 229–30, 253–4, 256 *n*10, 256–7 *n*13; and language 232–3, 257 *n*19, 258 *n*21; primacy of 252; properties of 225–32; and zero-sum games 226–7, 256 *n*10; *see also* bias, cognition, interaction sequences, logic, Machiavellian intelligence, rationality, reasoning, 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

Index

[More information](#)

302 Index

- interactional intelligence (*cont.*)
 intelligence, social interaction
 intersubjectivity; and bias in human thought 252–4; and communicative genres 178–80; and cooperation 253; and irony 155–6, 160; phylogeny of language and 184 *n*9; *see also* collaboration, confabulation, cooperation, interactional intelligence
 irony (Tzeltal) 155–6; and AIP 172; as distinct from joking, mockery and teasing 173 *n*5; and embarrassment 165–8; hostile 162–4; positive 159–61; and reasoning 155–6, 170; routinized/conventionalized 24–5, 154–6, 161, 170; and shared knowledge/attitudes 155, 160, 161, 168, 169, 171; and social relations 25, 171–2; structure of 157–9; and Tenejapan women 25, 155, 157, 161–4, 172; and vocal pitch 174 *n*10
- Jain narrative 264–7
 Japanese gestures and conversation 100–2
 Jarry, A. 263
 Jefferson, G. 113, 131, 138 *n*7
 Johnson-Laird, P.N. 220 *n*1
 joking 160–2, 171, 173 *n*8
 juncture activities 94
- Kahneman, D. 224, 242–9 *passim*, 250–2
 Kaluli narrative 30, 270–6
 Kant, I. 215
 ‘Kenny logic’ 230
 kinship; and hunter-gatherers 69, 70, 75, 76, 79–80; Nayaka avoidance between kin 77–8; in primates 41–2, 44; and social roles and rules 14, 19, 68–9, 75–7, 80–3; terms 19, 73, 74, 80, 81–2, 84 *n*6; *see also* Nayaka
 knowledge; abstract 263; cultural/social 107, 177, 180–2 *passim*; shared 155, 160, 161, 168–9, 171, 229–30, 276
 !Kung 79–80, 85 *n*6
- labour, sexual division of 10, 14, 76–7
 Lafon, J.-C. 255 *n*2
 Langacher, R.W. 108
 language (spoken); and AIP 3, 6, 7–9, 10–13, 16, 140, 206–7; and cognition 6, 53–4; and communication 176, 177–8, 228; and deception 141–2; and development of shared lexicon 54, 55, 61–3; evolution of 3–6, 31 *n*5, 65, 178; and gestures 3, 22, 31 *n*5; grammar and syntax of 3–5 *passim*, 31 *n*4, *n*5, *n*7, *n*8, 108; human auditory bias towards 255 *n*2; and intentionality 8–9, 11, 16, 29; and interactional intelligence 232–3, 257 *n*19, 258 *n*21; and kinship terms 81–2; and learning 9, 10–12, 61–3; and routinization 5, 31 *n*8, 107, 108; as Secondary Representational System (SRS) 6, 11; and self-awareness 8–9, 19; as shared meanings system 6, 107; and social intelligence 3–5, 7–12, 53–4, 65, 107–9; and social interaction 8, 18, 27, 109, 140; and social roles and rules 6–7, 10, 13–16, 81–2; symbolic power of 108, 207; *see also* dialogue, interaction sequences, learning
langue 108
 law, and interpreting intention 143, 263
 learning; and activity theory 32 *n*14; computer simulation of 58, 61–2; and language 9, 10–12, 61–3; in primates 45, 46; zone of proximal development and 9; and social roles 10, 66; through internal dialogue 10–12
- Lee, R.B. 79
 Leslie, A.M. 9, 32 *n*16, 46
 Levinson, S.C.; and interactional intelligence 18, 147; and routinization 22; and intention-attribution 27–8, 29, 112, 132, 259 *n*31, 266; and greeting 137 *n*2; and politeness 145, 153–4, 156, 173 *n*5
 lexicon, shared 54, 55, 61–3
 Lieberman, P. 4, 32 *n*7, 32 *n*8, 255 *n*2
 Lienhardt, G. 213–14, 216
 Lindbolm, B., MacNeilage, P.F. and Studdert-Kennedy, M. 4
 literacy 13
 logic; and inference 231–2; and ‘Kenny logic’ 230; mathematical 221, 260 *n*39; social bias against 13, 29, 221; *see also* cognition, intelligence, interactional intelligence, rationality, reasoning
- Luckmann, T.; and pre’s 22; and reciprocal adjustment of perspectives 25–6; and *Social Construction of Reality, The* 69–70, 77, 80, 82, 83
- Lyons, J. 3, 22
- Machiavelli, N. 44, 142
 Machiavellian intelligence; and AIP 23; and deception 7, 18, 142; and Humeian intelligence 147, 227, 253, 256 *n*11; in primates 44; and social intelligence 37, 51–2; *see also* intelligence, interactional intelligence
- McHugh, P. 190
 Malinowski, B. 4, 8, 31 *n*6

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

Index

[More information](#)

- Mambila peoples; description of 198; divination (*Nggam*) 28, 190, 193, 198–203; and *sua* 198, 199–201, 202, 205 *n*13; and witchcraft 199–201
- Mandelbaum, J. 121
- mapping, nonlinear 67 *n*5
- Marett, R.R. 218
- Marshall, L. 79
- Mead, M. 19, 109
- meaning; form-meaning pairs 53, 54, 55, 66; Gricean theory of 154, 169–70, 227–8, 247–8; inferred 32 *n*10, 191; interpretation of 132, 142–3, 156, 157, 158, 191; negotiation of 143–4, 191, 195; shared 6, 18–19, 30, 65, 107; *see also* cognition, heuristics, inference, intention-attribution, knowledge, salience, social intelligence
- meditation 29, 216, 217–18, 219
- memory 147–8, 249, 259 *n*37
- modelling; AIP and 12, 17–18, 24–5, 26, 183; cognitive 22–3, 56–9, 60–1, 67 *n*5; communicative acts 179–80; politeness 153–4, 156–61, 164, 169–72; social interaction 2, 17–18, 145, 207, 225–6
- monkeys 39, 41–2, 44, 45, 141 *see also* apes, primates
- monotheism 215–16, 220 *n*5
- Nadel, S.F. 32 *n*20
- narrative; and AIP 30, 270; and character 262–3, 266, 267; and collaboration of interlocutors 268–9, 275; and confabulation 30, 273, 275–6; as ‘cultural scenario’ 28, 30, 219, 276; and inference 265–8; and intention-attribution 266; and interaction sequences 128–9, 261; and plot 262–3, 267; and social action 270–6; and society 30, 261, 276; templates for 33 *n*25; and temporality 262–3, 268, 269, 272–3, 275; thought 29, 261–2, 263–4, 266, 272–3
- Navajo ritual and prayer 211–13
- Nayaka 19–20; avoidance between kin 77–8; description of 70–2; disputes 76; division of labour 76–7; and absence of kinship roles 75–7; kinship terms 19, 73, 74; rituals 75–6; social interaction of 71–2, 73–7
- negotiation; and AIP 7, 18, 27, 206; in conversation 125, 126, 147, 169, 195; of meaning 143–4, 191, 195; in social interaction 7, 18, 20, 27, 147; *see also* goal-directed interaction, projection, strategy
- networks, computer models of 56–8, 59, 66 *n*2, *n*3
- neural structures 31 *n*5
- ‘pataphysics’ and narrative 263, 276
- phatic communication 8, 31 *n*6, 32 *n*12, 171
- phylogeny, of language 184 *n*9
- Piaget, J. 224, 260 *n*39
- performance 210–11
- perspectives, reciprocal adjustment of 22, 25, 26, 178–80 *passim*, 183; *see also* reciprocal monitoring, retrospective revision
- pivotal segments 131
- Plato 13
- plot, in narrative 262–3, 267
- politeness; cross-cultural similarities in 153–4; and embarrassment 165–8; and face 145–6, 153, 259 *n*33; functions of 157; and intention-attribution 24, 26, 153, 169; model of 153; strategies of 146, 153–4; and Tenejapan women 155, 157, 161–4
- Pomerantz, A. 117, 118, 121
- power, and social interaction 24, 142, 153, 154
- practical reasoning 230–1
- prayer; and ancestor worship 209–10; buddhist 216–17; and cognition 28–9; Dinka 213–14; as dialogue 12, 28–9, 208, 209, 210, 215–17; and meditation 29, 217–18, 219; in monotheistic religions 215–16, 220 *n*5; Navajo 211–13; and ritual 210–13, 214
- prefatory components (pre’s); as action projection 23, 88–94; and AIP 128, 130, 258 *n*25; ambiguity of 89, 235; definition of 21, 87; and gestures 87, 90–2, 102–6 *passim*; preface questions 88–9, 237; pre-pre’s 127–8; pre-sequences 89, 118–19, 120, 125, 127–8, 130; and routinization 22, 88, 108; and social intelligence 106–9; and stories 128–9; *see also* dialogue, gestures, interaction sequences, questions, repairs
- Premack, D. 45
- pre’s *see* prefatory components
- Presentation of Self in Everyday Life*, The 26
- primates; and AIP 18, 50–1, 68; brain size among 39–40; evolutionary taxonomy of 38 (Fig. 1.1); and friendships/kinship 41–2, 44; and deception 42, 47, 48, 141; and imagination 47–8; and intelligence, development of 1–2,

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

Index

[More information](#)

304 Index

- primates (*cont.*)
 16, 17, 37–8; and intention-attribution 18, 47, 48–9; interpreting actions of 48–50; and learning ability 45, 46; and Machiavellian intelligence 37, 44, 51–2; play and pretence among 45–6; and self-awareness 8–9, 44; and social cooperation among 18, 41; and social intelligence 41–2, 43–4, 46, 50–2; and social interdependence 1–2, 4, 16, 41–2, 43–4; and vocal signals 4; *see also* apes, chimpanzees, gorillas, hominids, monkeys
- Prince, The* 142
- probability, human bias in judging 204 *n*4, 242–4, 253, 259 *n*38
- projection 87–110 *passim*; of action 88–94, 100, 104–6, 134; and AIP 119, 121, 124, 127; and gestures 99, 100–3, 104–6; and interaction sequences 98, 115, 119–21 *passim*, 129, 136; *see also* anticipatory interactive planning, foresight, memory, temporality
- prothetic devices 88
- protolanguage 3, 4, 5, 22–3, 31 *n*5
- public opinion 162
- questions; and divination 189, 191–4, 199, 202; in interaction sequences 118–19, 127, 235; preface 88–9, 237; rejection of 201; rhetorical 155–8 *passim*, 159, 163, 166, 168; strategic 24, 113–14
- rank, and social interaction 44, 153
- ratiocination 196–7, 202, 259 *n*38, 266, 268
- rationality 28, 153–4, 195–6, 250; *see also* cognition, intelligence, reasoning, social intelligence
- reasoning; ethical 266; inferential 154, 234–5, 238–9, 258 *n*24, *n*26; and irony 155–6, 170; logical 13, 29, 221, 230–2, 260 *n*39; practical 230–1; reflexive 24, 154, 169–70, 226, 229, 238; *see also* cognition, inference, logic, projection, rationality
- reciprocal monitoring, in conversation 12, 23, 25, 26, 179, 183; *see also* retrospective revision
- religious belief 8, 208
- repairs (conversational) 93; and avoidance 125; and communication 179; in divination 203; initiation of 95; and interaction sequences 21, 124, 125; and memory 147; and negotiation of meaning 195; self-repair 95, 96, 99, 106, 147; segments 94–5; and word-search 96, 106; *see also* dialogue, gestures, interaction sequences, prefatory components, questions
- representation 56; cultural 16, 88, 207, 216; internal 65; Secondary Representational System 6, 11; semantic 232–3, 257 *n*20; spatial 93; *see also* symbols
- retrospective revision; constraints of 146–7; in conversation 23, 140, 144, 145–6; in divination 192–3; *see also* reciprocal monitoring; perspectives, reciprocal adjustment of
- rhetoric 158–9, 201
- ritual; Dinka sacrificial 213–14; efficacy of 210; Navajo hoop ceremonial 211–13
- routinization/conventionalization; and AIP 25–6, 177; and communicative genres 26, 180–1; in conversation sequences 21, 119, 122–4, 133–6, 156, 161, 169; of gestures 104; of greeting 123–4; of grammar and syntax 31 *n*8, 108; or irony 24–5, 154–6, 161, 170; and language 5, 31 *n*8, 107, 108; and pre's 22, 88, 108; and social interaction 15–16, 177; strategic use of 133–4, 154–5, 170; *see also* interaction sequences
- Rumelhart, D., Hinton G. and Williams, R. 58
- Sacks, H. 122–3, 132, 133, 234
- salience; mutual 226, 230; presumption of 246; *see also* inference, meaning
- sarcasm 174 *n*12
- Scarry, E. 218
- 'shallow symbols' hypothesis 65
- Schegloff, E.A. 88, 95, 109, 127, 128, 234
- Schelling, T. 221, 226–9 *passim*; and Schelling games 239, 241, 246, 256 *n*10, 258 *n*24
- Schieffelin, B. 274
- Schieffelin, E. 270–5, 276
- Schiffer, S.R. 229–30
- Schöne, H. 255 *n*2
- Schutz, A. 185 *n*17, 262
- Searle, J.R. 142
- Secondary Representational System (SRS) 6, 11
- sequences *see* interaction sequences
- Shaha, S. 265, 267
- Siddhasagar 265, 266, 267, 269
- silence, use of in conversation 19, 117, 120–1, 122, 162, 238
- Simon, H. 65
- Social Construction of Reality, The* 68–70, 77, 80, 82, 83
- social institutions; and communicative

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

Index

[More information](#)

- genres 178, 181–3; emergence of 13–16, 69, 83, 208; *see also* kinship, social roles and rules, social interdependence
- social intelligence; as communicative behaviour 111; and cultural resources 88, 107; and deception 7, 17–18; dyadic premise of 207–8; and intention-attribution 26, 27, 28, 52, 112; and Machiavellian intelligence 18, 51–2, 147; and language 3–5, 7–12, 53–4, 65, 107–9; as a network system 107–8; and preference for collaboration 106–7; and pre's 106–9; in primates 41–2, 43–4, 46, 50–2; and routines 107, 133; *see also* cognition, interactive intelligence
- social interaction; and AIP 175, 183; as basis for human cognition 65; and cooperation/negotiation 7, 18, 20, 27, 147; coordination of 226–7, 229–30, 241, 244–5, 253–4, 256 *n*10; and deception 140–2, 148; defined 175, 184 *n*1; and desire for approval 26–7; as distinct from social action 184 *n*2; and gestures 93–4; and hunter-gatherers 69–70, 78–80; and language 8, 18, 27, 109, 140; routinization of 15–16, 177; *see also* interactional intelligence, interaction sequences, kinship, social interdependence, social institutions, social roles and rules
- social interdependence; and AIP 2–3; as basis for primate intelligence 1–2, 16; and cognition 19, 21; and intentionality 11, 16, 27; non-verbal monitoring of 12, 32, *n*17; and social roles and rules 13–16; in primates 1–2, 4, 16, 41–2, 43–4; *see also* kinship, social institutions, social roles and rules
- social roles and rules; and AIP 6–7, 10, 14–15, 16, 68–9, 81–3, 183; and character 262, 269; defined through language 6–7, 10, 14; development of 81–3; and interactional coordination 228, 240; and kinship 14, 19, 68–9, 70–8 *passim*, 80–3; and language 6–7, 10, 13–16, 81–2; and sexual division of labour 10, 14, 76–7; and social interdependence 13–16; and social regularity 15–16; *see also* Nayaka, social institutions, social interdependence
- society, human 13, 14, 182, 261, 276
- sound-stretches 95–6
- Spelke, E. 224
- Sperber, D. 30 *n*1, 32 *n*10, 53, 56, 156, 268
- spirit possession 196–7, 214
- stories *see* narrative
- strategy; for action 12, 22; conscious use of 112–14, 122–4, 133–5; in conversation 121–2, 122–6, 126–9, 171–2; and politeness 145–6, 153–4; and routines 133–4, 154–5, 170; *see also* anticipatory interactive planning, foresight, projection, interaction sequences
- Strategy of Conflict* 226
- Strathern, M. 32 *n*18
- Streeck, J. 21, 22, 104, 114
- strepsirrhine* primates 38–9
- sua* 198–202 *passim*, 205 *n*13
- symbolic resources 107
- symbols; and AIP 102, 103; gestural 99–104; and language 54, 55, 65, 66, 207; natural 109; *see also* representation
- talk-in-interaction 108–9, 111, 112, 113, 133
- Tambiah, S.J. 210–11, 217
- teasing; collaboration in 161–2; Gonja 137 *n*5; in conversation sequences 21–2, 115–17, 119, 137 *n*5, 137–8 *n*6
- temporality; and AIP 139, 140, 144–5, 148; and conversation 237, 259 *n*36; and narrative 262–3, 268, 269, 272–3, 275; temporal thinking, biases in 252; *see also* memory, foresight projection, retrospective revision
- Tenejapan; description of 172 *n*1; use of irony in 156; and joking 171–2, 173 *n*4; and lies 173–4 *n*8; women 25, 155, 157, 161–4, 172; *see also* irony, Tzeltal speech
- Teraski, A. 125, 235, 236
- thought; and intersubjectivity 252–4; logical mode 29; narrative 29, 261–2, 263–4, 266, 272–3; and temporality 252; *see also* cognition, intelligence, interactional intelligence, logic, rationality, reasoning, social intelligence
- topics, introducing in conversation 130–2
- trajectory components 99–100
- Trevarthen, C.B. 223, 224
- turn-taking in conversation; collaboration in 94; and communicative genres 182; and gestures 99, 104; and goal-achievement 145–6; and human attention span 251–2, 253; and projecting sequences 111, 120; *see also*

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

Index

[More information](#)306 **Index**

- turn-taking in conversation (*cont.*)
 interaction sequences,
 talk-in-interaction
- Tversky, A. 224, 242–9 *passim*, 250–2
- Tylor, E.B. 218
- Tzeltal speech; conventionalized 156, 161,
 169, 170; irony in 24–5, 155–73, 173
n2, *n4*; rhetoric 158–9; *see also* irony
 (Tzeltal)
- Uktu Inuit peoples 10
- Velmans, M. 32 *n16*
- vocal; pitch 174 *n10*; signals 4–5, 31 *n4*;
 tract 4
- Vygotsky, L.S. 9, 10–11, 18, 19, 206–7,
 224
- Wason four card problem 247
- Wearing, A. 257 *n20*, 259 *n37*
- Weiser, A. 142
- Whiten, A. 7, 37, 47, 137 *n1*, 253, 256 *n11*
- Wilson, D. 30 *n1*, 32 *n10*, 53, 56, 156, 268
- Wilson, P.J. 14
- witchcraft, suspicion of 199–201, 271
- Wittgenstein, L. 221
- Woodburn, J. 70, 79
- word-searching, during conversation 90,
 96–8, 106
- Young, J.Z. 255 *n6*
- Zeitlyn, D. 27–8, 190
- zero-sum games 226–7
- zone of proximal development 9
- Zwicky, A. 259 *n31*