

Index

- Abelson, Robert, 79
 Accusation and Warning (*see also* Complain), 131
 Addressee-orientation, 119
 Aggravating Supportive Moves (*see also* Supportive Moves), 127
 Aijmer, Karin, 8, 25, 82, 247, 262
 Alcón, Eva, 161
 Alerter, 23, 92, 94, 103, 116, 118, 128, 249
 ancillary methodologies, 3
 Apologise, 10, 21–22, 25, 31, 62, 72, 81, 84, 86, 88, 98–103, 101–102, 107–110, 114, 128–129, 146, 146–147, 150, 152, 154, 159, 164, 170, 172–173, 173, 208, 214, 215, 217–219, 217–240, 221, 223, 225, 227–229, 231, 233, 239–240, 243, 249, 252–254, 256–257, 260, 267, 269, 273, 275–277, 279
 Appealers (*see also* Gambits and Lexical and Phrasal Downgraders), 124, 141–142
 Argumentative Talk (*see also* Types of Talk), 148, 149, 152
 Arundale, Robert, 61
 Aside (*see also* Gambits), 141–142, 250
 Aspect (*see also* Syntactic Downgraders), 122
 Attitudinal speech acts (*see also* speech act categories), 107
 Austin, John, 16–17, 105, 262
 autographic/suprasegmental emphasis (*see also* Upgraders), 125
 Bardovi-Harlig, Kathleen, 35, 162
 Bargiela-Chiappini, Francesca, 57, 61
 Barron, Anne, 7, 64, 147, 161
 Baumgarten, Nicole, 25, 179
 Bax, Marcel, 63, 84, 211
 Becher, Viktor, 25
 Below the Level of Reproach (*see also* Complain), 131
 Benedict, Ruth, 233
 Bhatia, Vijay, 136
 Blommaert, Jan, 178
 Blum-Kulka, Shoshana, 2–3, 13, 21–22, 24, 26, 28–29, 50, 66, 121, 161, 213, 247, 252, 263, 270, 273, 276, 281
 Bolinger, Dwight, 180, 185, 263
 Bou-Franch, Patricia, 162
 Bousfield, Derek, 65
 Braun, Friederike, 179
 Brown, Penelope, 58–59, 61, 146
 Brown, Roger, 179
 Burdelski, Matthew, 161
 Business Talk (*see also* Types of Talk), 148
 Cajoler (*see also* Lexical and Phrasal Downgraders), 123
 CCSARP Project, 2, 13, 21–26, 28–29, 43, 47, 57, 62, 66, 113, 128, 146, 219, 228, 241
 Chafe, Wallace, 44–45, 55–56, 79, 265
 Chen, Rong, 24–25, 62
 Chinese, 1, 3–4, 9–10, 24–25, 31, 36–37, 58, 60, 62–65, 67, 73, 84–86, 88–89, 93–94, 96–97, 100–103, 105–106, 115–131, 134–135, 139–140, 146, 153–154, 159, 161–175, 180–181, 184, 186–189, 191–192, 195–197, 202, 204–207, 209, 211–215, 222, 225, 234, 237, 240, 242–243, 245–246, 265, 268–269, 271–274, 277–279, 281
 Chomsky, Noam, 17
 Clarifiers (*see also* Gambits), 141–142
 Closing Talk (*see also* Types of Talk), 107, 147–149, 153, 159, 202–203, 205, 207, 209, 211–215, 217, 243, 247, 249
 cognitive psychology, 20
 Cohen, Andrew, 146
 Collins, Randall, 211
 Commitment indicator (*see also* Upgraders), 124
 Communicative Competence, 19
 comparable corpora, 4, 43
 Complain, 109, 131

- computer-mediated communication, 47, 76, 135, 143
 Conditional clause (*see also* Syntactic Downgraders), 122
 Congratulate, 110
 contextualisation cue, 18
 contextually ambiguous speech acts, 154
Contrastive Pragmatics (journal), 8
 convention and ritual, 37–39
 conventionalisation, 30–31, 77
 Cook, Haruko, 187
 Cooperative Principle, 17
 Core Code Categories, 114–116, 128, 239, 246, 251
 Corrective Talk (*see also* Types of Talk), 148, 150
 Coulmas, Florian, 2, 35, 104, 265–266, 271
 Coulthard, Malcolm, 19
 Coupland, Nikolas, 178
 Critical Discourse Analysis, 20, 25, 74, 136–139, 157, 178
 Cross-Cultural Speech Act Realization Project (*see* CCSARP Project)
 Culpeper, Jonathan, 44, 57, 64

 de Saussure, Ferdinand, 30
 Determination marker (*see also* Upgraders), 82, 124
 diary entries, 50
 Dimensions of discourse preferences (*see also* discourse preferences), 157
 Disarmer (*see also* Mitigating Supportive Moves), 126
 Disclose, 111
 discourse
 - definition, 19, 75
 - filler, 23
 - genres, 136
 - lubricants (*see also* Gambits), 141
 - preferences, 156
 Discourse Completion Test (DCT), 21, 29, 47, 50
 ‘dominance’ (*see also* sociolinguistic parameters), 22
 Donald, Merlin, 31, 81, 196, 266
 Downgraders, 121–123, 128, 221, 255, 260
 Downtoner (*see also* Lexical and Phrasal Downgraders), 123
 Dynel, Marta, 31, 65

 ecological validity, 52
 Edmondson, Willis, 17, 19–20, 23, 31, 46, 48, 73–74, 82–83, 92, 99, 104–108, 132–133, 137–138, 141, 143, 148, 152, 173, 209, 211, 247–248, 266–267
 Eelen, Gino, 6, 23–24, 47, 60, 62, 267
 Ehlich, Konrad, 63
 emic and etic (definition), 4
 Emotional expressions/exclamations (*see also* Upgraders), 125
 Emphatic addition (*see also* Upgraders), 125
 English, 1, 3–4, 9–10, 15, 20–21, 24–25, 31, 33–38, 40–41, 48, 55, 63–65, 72, 74, 84–90, 93–94, 97–98, 100, 102–103, 105, 118–134, 140–142, 144, 153, 156–157, 159, 161–172, 174–176, 178, 180–181, 183, 188–191, 193, 196, 200, 202, 204–205, 207, 209, 211–215, 222, 242–243, 245–246, 262–281
 English as a lingua franca, 178
 ethnography of speaking, 19
 Exclaim (*see also* Uptakers), 143
 Excuse/Justify, 110
 Expander (*see also* Mitigating Supportive Moves), 126
 Explanation or Account (*see also* Apologise), 130, 221, 226, 229, 239, 253
 Expletives (*see also* Upgraders), 124
 Explicit Complain (*see also* Complain), 131
 Explicit performative (*see also* Level of Directness), 120
 expression (definition), 73
 Expression of annoyance or disapproval (*see also* Complain), 131
 Expression of guilt and shame (*see also* Apologise), 232
 expressions in discourse, 139–145
 ‘extended’ speech act, 146
 Extracting, 113, 203, 208, 254

 face, 134
 - definition, 59
 - face-threatening act, 62
 - facework, 61–62
 Fairclough, Norman, 20, 136–137, 178, 247, 267, 281
 field notes, 47
 Fillmore, Charles, 79
 Fitzmaurice, Susan, 203
 Forgive, 110
 frame, 79
 Fraser, Bruce, 62, 82

 Gambits, 72, 83, 140–144, 242, 247–248, 252
 Garcés-Conejos Blitvich, Pilar, 162, 178, 190
 Geertz, Clifford, 6, 51
 German, 10, 20–21, 32–33, 41, 48, 55, 65, 74, 105, 116–131, 144, 153, 155–157, 159, 181–183, 185, 188, 190–197,

284 Index

- 199, 202, 204–207, 209, 211–215,
 219, 221–222, 226, 229, 231–239,
 243, 245, 248, 263, 266, 269–271,
 274, 276–277, 281
- Getting a precommitment (*see also* Mitigating Supportive Moves), 125
- Gilman, Albert, 179
- globalisation, 31, 177–200
- Go On (*see also* Uptakers), 143
- Goddard, Cliff, 2, 268
- Goffman, Erving, 34, 38, 42, 61, 77, 83, 217,
 246, 254, 268
- Grainger, Karen, 7
- Greet, 112
- Grice, Paul, 17–18, 58–59, 61, 64, 126, 251, 268
- Grounder (*see also* Mitigating Supportive Moves), 126
- Gu, Yueguo, 60, 63
- Gumperz, John, 18
- Haugh, Michael, 24, 44, 57, 60–61, 64–66, 266,
 269, 272, 277, 280
- Head Act, 23, 114–119, 121, 123, 125–126,
 128–131, 145–147, 159, 219–221,
 225–228, 231–239, 242, 246, 249–250,
 253–257, 260
- Hedge (*see also* Lexical and Phrasal Downgraders), 123
- Hedged performative (*see also* Level of Directness), 120
- Herring, Susan, 75
- Hickey, Leo, 57, 198
- historical pragmatics, 202–214
- Holmes, Janet, 48, 64
- honorifics, 63, 73, 82, 94–95, 97, 102, 181, 187,
 190, 212–213, 229, 234, 236–237, 246, 248
- Hoppe-Graff, Siegfried, 20, 76
- House, Juliane, 2–3, 6, 13, 17, 20–26, 28–30,
 32–35, 40–41, 44, 46, 48, 50, 55, 62,
 65–66, 72–76, 80–82, 84, 90, 92, 94,
 97–100, 105–106, 108, 132–133, 135,
 137–138, 140–141, 143–144, 148,
 152–157, 161, 164, 171, 178–179,
 181–182, 192, 209, 213–214, 232–233,
 245, 248, 252, 263–264, 266–267,
 270–273, 276, 280–281
- How-Are-You, 112
- Hungarian, 65, 74, 182, 185–186, 188,
 190–197, 199, 243, 248, 266
- Hyland, Ken, 36
- Hymes, Dell, 19, 27–28, 250, 271–272
- Ide, Sachiko, 59, 82, 229
- idiosyncrasy, 7, 29
- illocutionary act, 17
- Illocutionary Force Indicating Device (IFID)
 (*see also* Apologise), 109, 129, 219, 221,
 225, 229, 231, 234, 237–239, 254
- Immediate threat (*see also* Complain), 131
- Impersonal (*see also* Speech Act Perspectives), 119
- impoliteness (definition), 57
- impoliteness research, 62–65
- Imposition minimiser (*see also* Mitigating Supportive Moves), 126
- Informative (speech act categories), 107
- Insult (*see also* Aggravating Supportive Moves), 127
- Intensifier (*see also* Upgraders), 124
- interactional tasks, 49
- interlanguage and lingua franca contexts,
 32–34
- interlanguage pragmatics, 20, 32
- interpersonal scenarios, 87
- Interrogative (*see also* Syntactic Downgraders), 121
- Invite, 109
- Japanese, 10, 41, 59, 63–65, 73, 82, 106, 143,
 179–182, 186–195, 197, 199, 212, 215,
 219, 221–229, 231–239, 243, 248,
 263–266, 269, 272, 274, 277, 279–281
- Jucker, Andreas, 63, 204
- Kádár, Dániel Z., 23, 25, 30–31, 34, 36–39,
 41–42, 57–58, 60–61, 63–66, 72–73,
 80–81, 84, 94, 97–98, 100–101, 132,
 139–140, 146–148, 153–154, 211–212,
 218, 221, 226, 232, 235, 237–238, 245,
 262–264, 266–267, 271–273, 275–278,
 280–281
- Kampf, Zohar, 25, 220, 239, 273, 275
- Kasper, Gabriele, 2–3, 21, 26, 28, 35, 45, 62,
 64, 90, 161, 219, 225, 231, 263, 267,
 270–271, 273, 276, 278, 281
- Katan, David, 169
- Keckskés, István, 15, 78
- Kitagawa, Chisato, 180
- Kohnen, Thomas, 63
- Koutlaki, Sofia, 211
- Kuo, Sai-Hua, 188
- Labov, William, 49
- Lakoff, Robin, 58
- language and culture (relationship; *see also* linguaculture), 5–6
- Leave-Take, 113, 204, 208–213, 253, 255
- Lee, Duck-Young, 179
- Leech, Geoffrey, 59, 110, 196, 205, 215
- Lee-Wong, Song Mei, 94

- Lehrer, Adrienne, 180
 Level of directness, 119–121
 Levinson, Stephen C., 58–59, 61, 78, 146
 Lexical and Phrasal Downgraders, 123
 Lexical uptoner (*see also* Upgraders), 124
 lingua franca, 34
 linguaculture (definition), 5
 Linking Constructions, 144–145
 Liu, Fengguang, 73, 140, 153–154
 Locher, Miriam, 60
 Locution derivable (*see also* Level of Directness), 120
 locutionary act, 17
 Löwenheim, Mina, 220
 Lucy, John, 65

 Mao, LuMing, 60
 Márquez Reiter, Rosina, 25, 57
 Mauranen, Anna, 178
 Maxims (*see also* Cooperative Principle), 17
 metapragmatic assessment tasks, 47
 metapragmatics, 34, 65–66
 Mey, Jacob, 78
 Mild hint (*see also* Level of Directness), 121
 Mills, Sara, 7, 63–64
 mimesis, 31
 Minimise, 110
 Mitigating Supportive Moves (*see also* Supportive Moves), 125
 mixed method research in pragmatics, 54–55
 Mode, 127
 Mood derivable (*see also* Level of Directness), 119
 moral order, 58
 Moralising (*see also* Aggravating Supportive Moves), 127
 multiple choice questionnaire, 50
 multiple-source, 75, 135, 139

 native speaker, 3
 naturally occurring and elicited data, 44–51
 Negation of a preparatory condition (*see also* Syntactic Downgraders), 122
 Nevalainen, Terttu, 203
 Nolen, William, 62, 82

 Observer's Paradox, 49
 Offer of Repair (*see also* Apologise), 130, 221, 231, 256
 Ogiermann, Eva, 24–25, 62
 Okay, 112
 Oleksy, Wiesław, 21
 Olshtain, Elite, 128, 132, 146, 231
 Opening Talk (*see also* Types of Talk), 148
 Opine, 112

 Pan, Yuling, 58, 63, 198, 212, 237
 Patch-Up Talk (*see also* Types of Talk), 148
 Pejorative determiner (*see also* Upgraders), 125
 Pennycook, Alastair, 178
 perlocutionary act, 17
 Permit, 109
 personal pronouns, 177–200
 Phillipson, Robert, 178
 Pike, Kenneth, 4
 Pizziconi, Barbara, 205
 politeness, 9, 20, 23, 25, 57–66, 82–84, 97, 104, 119, 139–140, 153, 205, 242, 246–247
 Popper, Karl, 137–139, 157–158, 242
 popular science and economic texts, 25
 pragmatic competence, 35–36
 pragmatic transfer, 35
 Preparator (*see also* Mitigating Supportive Moves), 125
 Preparatory (*see also* Level of Directness), 120
 Principle of Comparability, 5, 72
 Promise of forbearance (*see also* Apologise), 130, 221, 227, 231, 257

 qualitative and quantitative research methods, 4, 51–55
 Query precondition (*see also* Mitigating Supportive Moves), 126

 Receipt (*see also* Uptakers), 143
 Remark, 111
 Request, 1, 18, 21–24, 28, 34–36, 38, 50, 62, 76, 80, 84–86, 88–97, 102–103, 106–109, 111, 113–114, 116–117, 119, 122, 133, 143, 150–152, 154–155, 207–212, 214–215, 246, 252, 256–259, 263–264, 270, 274–281
 Resolve, 109
 RFIEs (Ritual Frame Indicating Expressions) (definition), 73, 83, 103, 161
 Ridealgh, Kim, 63
 rights and obligations, 9, 38–39, 73, 76–77, 83–84, 103–104, 118, 141, 148, 150, 153, 155, 161, 179, 182, 199, 212, 242, 258
 Ritual, 30, 37–39, 73, 77, 107, 153, 211, 217–218
 - speech act categories, 107, 154
 role play, 47
 Rose, Kenneth, 35, 161
 routine formulae, 35
 Routine formulae (*see also* Level of Directness), 120
 Ruhi, Sükriye, 139–140

 Safont Jordà, Pilar, 161
 Said, Edward, 169
 Schank, Roger, 79

286 Index

- Schneider, Klaus, 7, 64, 278
 Schrifflin, Deborah, 19
 Searle, John, 16–17, 73, 105, 122, 278–279
 Searlian typology of speech acts, 17
 segmentation, 115
 semi-structured interviews, 50
 Sharoff, Serge, 88, 206, 279
 Sifianou, Maria, 57, 82, 178, 279
 Sinclair, John, 19, 31, 76, 279
 single-source, 75, 135, 139
 Situated Code Categories, 115–116, 119, 246
 situation assessment questionnaires, 22, 29
 situational variables, 146
 Small Talk (*see also* Types of Talk), 148
 social distance (*see also* sociolinguistic parameters), 22
 sociolinguistic parameters, 22
 Speaker-and addressee-orientation, 119
 speech act
 - speech act-anchored (definition), 84
 - speech act coding, 113–132
 - speech act (definition), 16
 - speech act typology (ours), 105–113
 - speech acts (finiteness), 73–74
 Speech Act Perspective, 119
 Sperber, Dan, 156
 standard situation (definition), 20, 76
 Starters (*see also* Gambits), 141–142, 144
 Stewart, Miranda, 57, 198
 Strong hint (*see also* Level of Directness), 120
 Subjectiviser (*see also* Lexical and Phrasal Downgraders), 123
 Subjunctive (*see also* Syntactic Downgraders), 122
 Substantive (speech act categories), 107
 Suggest, 108
 Supportive Moves, 23, 33, 48, 114–117, 125, 128, 145–146, 159, 202, 207, 256–257, 260
 Sympathise, 111
 synchronicity, 134
 Syntactic Downgraders, 121–122

 T/V distinction (*see also* personal pronouns), 177
 Taguchi, Naoko, 35, 161
 Taking on responsibility (*see also* Apologise), 129–130, 221, 260

 Tannen, Deborah, 19, 79
 Tanskanen, Sanna-Kaisa, 203
 Tavuchis, Nicholas, 218
 Tell, 111
 Tense (*see also* Syntactic Downgraders), 122
 Terkourafi, Marina, 31, 38, 78, 280
tertium comparationis, 8, 13, 29–30, 32, 39–40, 72, 74, 83, 132, 136, 162, 181–182, 222, 241, 244
 Thank, 110
 thinking-aloud protocols, 50, 51
 Threat (*see also* Aggravating Supportive Moves), 127
 Time intensifier (*see also* Upgraders), 124
 translation, 177–200
 - translation strategies, 188–193
 Trosborg, Anna, 25–26
 Turner, Victor, 77, 266, 280
 Types of Talk, 148–154, 202
 typological closeness/distance, 4, 105, 148, 202, 204, 213, 214, 219, 243

 Understater (*see also* Lexical and Phrasal Downgraders), 123
 units of cross-cultural pragmatic analysis, 72–76
 Upgraders, 74, 85, 102, 124, 128, 131, 207, 209, 221, 229, 231–234, 236, 260
 Uptakers (*see also* Gambit), 141–142

 Van Dijk, Teun, 20, 136, 280
 Vellenga, Heidi, 35
 Vollmer, Johannes, 231, 281

 Want statement (*see also* Level of Directness), 120
 Watts, Richard J., 60, 63, 82
 Weinbach, Liora, 128, 132
 Welcome, 112
 Wetzel, Patricia, 181
 Wichmann, Anne, 84, 93
 Wierzbicka, Anna, 2, 26, 268, 281
 Willing, 109
 Wish-Well, 113, 203, 207–208, 213, 261
 Wittgenstein, Ludwig, 16

 Yamazaki, Jane, 220
 Yonezawa, Yoko, 179