## **Contents**

	List of illustrations	17
	Preface	xiii
	Acknowledgments	xvii
Pa	rt I: Introduction	1
1	Metaphors of language	3
	Language as drama 4	
	Language as machine 8	
	A comparison of constative and performative linguistics 12	
	Key points 19	
	Discussion 20	
	Exercises 20	
	Suggestions for further reading 24	
2	Histories of linguistics	27
	A history of constative linguistics 28	
	A history of performative linguistics 32	
	A history of pragmatics 40	
	Key points 48	
	Discussion 48	
	Exercises 49	
	Suggestions for further reading 53	

Part II: Speech acts		55
3	Performatives: words that transform reality	57
	Austin's discovery of the performative 58	
	Performative magic 59	
	Performative theater 61	
	Performative identities 64	
	Performative gay identities 66	
	Key points 69	
	Discussion 70	
	Exercises 70	
	Suggestions for further reading 74	
4	Types of speech act	75
	Locutions, illocutions, and perlocutions 76	
	Problems of definition 77	
	Scientific simplicity vs. dramatic complexity 79	
	Austin and Searle and company 80	
	Ballmer and Brennenstuhl 85	
	Invent your own! 87	
	Indirect speech acts 90	
	Sample analysis: Aristophanes' Frogs 91	
	Conversational indeterminacy 94	
	Key points 97	
	Discussion 97	
	Exercises 98	
	Suggestions for further reading 101	
5	Creating context	103
	Context-creation as speech act 104	
	Erving Goffman's frame analysis 107	
	Metapragmatics 112	
	Types of context 115	
	Physical context 116	
	Body-language context 117	
	Verbal context 119	
	Cultural context 119	
	Group context 120	

	Imagined context 122	
	Audience 123	
	Key points 125	
	Discussion 125	
	Exercises 126	
	Suggestions for further reading 128	
6	Taking turns	129
	Turn-taking and the body 132	
	Conversational Analysis (CA) 135	
	The Argument Clinic 137	
	Ethnomethodology 140	
	The local management of social interaction 141	
	Trust 143	
	"The sequential architecture of intersubjectivity" 145	
	Creating meaning through conversational structuring acts 146	
	The third action 146	
	Misunderstanding 148	
	Key points 150	
	Discussion 150	
	Exercises 152	
	Suggestions for further reading 155	
Pa	art III: Implicatures	15
7	Manipulating maxims	15
	Implying things 160	
	Expressive implicature 164	
	Being uncooperative and irrational 166	
	Violating maxims as performative interaction 167	
	Infringing maxims as performative interaction 170	
	How can we know? 172	
	Key points 173	
	Discussion 174	
	Exercises 175	
	Suggestions for further reading 181	

Personal context 121

Divergent maxims	183
The maxims as locally managed 184	
The maxims as cultural habits 186	
The maxims as personal differences 188	
Levels of local management 191	
Pathological conversation 195	
Divergent maxims and power 196	
Key points 203	
Discussion 204	
Exercises 204	
Suggestions for further reading 207	
Conversational invocature	209
Allusion 211	
Paraphrase 215	
Anticipatory completion 217	
Double-voicing 220	
Key points 224	
Discussion 225	
Exercises 225	
Suggestions for further reading 228	
References	229
Index	
	251

## List of illustrations

Figure			
4.1	The structure of Ballmer and Brennenstuhl's model	85	
Tab	les		
1.1	Constative and performative linguistics	12	
4.1	A tabulation of the competing classifications of speech acts based		
	on Austin	85	
4.2	Ritual, common, and furtive speech acts	89	
5.1	Types of context	115	
7.1	The five options for obeying or disobeying Grice's cooperative		
	principle and its maxims	167	
8.1	Grice's model of implicature, expanded	194	
8.2	Divergent maxims and power in Catch-22	199	
8.3	Divergent maxims and power in the Brad-and-Gail example	201	
8.4	Divergent maxims and power in Tottering House	202	
9.1	Types of anticipatory completion	217	
9.2	Helga Kotthoff's tabulation of texts with two voices	223	
Вох	xes		
Ferd	linand de Saussure	29	
Noa	m Chomsky	30	
Imm	nanuel Kant	34	
J. L.	Austin	44	
H. F	? Grice	46	
Judi	th Butler	67	
John R. Searle		82	
Ervi	Erving Goffman		
Har	Harvey Sacks		
Harold Garfinkel		141	