Contents

Acknow	ledgements	V
Transcription conventions		vii
Figures a	and tables	xi
Chapter	1 Introduction	1
Part I	Theory I	
Chapter	2 Power	9
1.	Introduction	9
2.	Food for thought: An example to start with	12
3.	Dahl's one-dimensional approach to power:	
	Power in observable change of behavior only	15
4.	Bachrach and Baratz's two-dimensional approach to power:	
	Conflict and non-decisions	16
5.	Lukes' three-dimensional approach to power:	
	The notion of interest	17
6.	Watts: Freedom of action and the exercise of power	18
7.	The relational and dynamic dimension of power	20
8.	Wartenberg: Action-alternatives and action-restriction	21
9.	Power and social networks: The place where power is	
	negotiated	27
10.	Power and status	30
11.	Power and language	34×
12.	Summary: A checklist for the nature and the exercise of power	36
13.	Example (6) revisited	40
Chapter	3 Communication and relational work	45
1.	Introduction	45
2.	The notion of context and frame	45
3.	Transactional and interactional discourse: The content and	
	relational aspects of an utterance	50
4.	Face	52 X
5.	Face-threatening acts in example (6)	55
6.	Summary	57

C.	hapter	4 Politeness	59
	1.	Introduction	59
	2.	Overview of politeness research	60
	2.1.	Politeness expressed in maxims: Leech's Politeness Principle	62
	2.2.	Brown and Levinson's "face-saving" politeness theory	66
	2.3.	Politeness as norm	70
	2.4.	Politeness as marked surplus	73
	2.5.	The pro-social/involvement aspect of politeness	75
	2.6.	Summary	77
	3.	Towards a definition of politeness	78
	3.1.	Relevance Theory	79
	3.2.	Markedness and norms	85
	3.3.	Markedness, formality and friendliness	87
K.	3.4.	A definition of politeness	89
Pa	irt II	Theory II	
CI	hapter	5 Disagreement	93
	1.	Why disagreement?	
	2.	Possibilities for the realization of disagreement,	-
		exemplified with The Argument	100
	2.1.	Preliminary comments	100
	2.2.	Material: The Dinner and The Argument	101
	2.3.	Content summary of The Argument	110
	2.4.	How disagreement was expressed during The Argument	112
	2.4.1.	The use of hedges to mitigate disagreement	114
	2.4.1.	1. The use of well	117
	2.4.1.	2. The occurrence of <i>just</i>	118
	2.4.1.	3. The use of <i>uhm</i> and <i>uh</i>	120
	2.4.1.	4. The function of <i>I think</i>	122
	2.4.1.	5. The use of <i>I don't know</i>	124
	2.4.2.	Giving personally or emotionally colored reasons for	
		disagreeing	127
	2.4.3.	The use of the modal auxiliaries	129
	2.4.4.	Shifting responsibility	130
	2.4.5.	Objections in the form of a question	133
	2.4.6.	The use of but	135
	2.4.7.	The function of repetition of an utterance by the next or the	
		came checken	137

Con	tents XV
2.4.8. Non-mitigating disagreement strategies	143
2.4.9. Non-mitigating versus mitigating disagreement strategies	3:
Δ summary	145
3. Conclusion: Possibilities for the realization of	
disagreement	149
Part III The interface of power and politeness in disagreeme	
Chapter 6 A sociable argument during a dinner among fami	ly
and friends	155
1. Introduction	155
The dynamics of The Argument	137
2.1 EN 1. The basic question put forward	150
2.2 EN 2. The Study. First introduction and refusal	107
2.2 EN 2. The Study: Steven's point of view	1/3
2.4 ENIA: The Study: Further explanation	101
2.5 TNLE: The Study: Roy reveals his position	170
2.6 EN 6. The Study: The college adds value	173
2.7. EN 7: The Study: Roy makes concessions	177
a a FN a. V -ta concludes	170
3. Three main driving forces: Committing FTAs, the audie	ence,
and Pove a hobavior	200 7
4 "Two males kind of fun isn't it?"	203 🔨
5. Conclusion: The exercise of power during <i>The Argumen</i>	nt 206
A demine a husiness meeti	
Chapter 7 Managing disagreement during a business meet	215
research institution	
1. Introduction and method	215
The context of workplace interaction	417
2 Material	220
a 1 D. mindion of the speech event	220
3.1. Description of the speech event. 3.2. The physical setting and the participants of <i>The Pre-Sc</i>	hedule
Marting	223
2.2 A entert summary of The Pre-Schedule Meeting	228
The interactants' participation and identity negotiation	in the
seven emergent networks of The Pre-Schedule Meeting	231
4.1 The Hall Leaders	238
4.1.1 Karl	239
4.1.2. Bill	245
4,1,Z, DIII	

xvi Contents

4.1.3	3. Ron	247
4.2.	The Associate Director(s)	
	. Lance	
	. Jack	
	The Chair	
	Less influential participants	
	. Rees	
	2. Chad	
5.		
Chapte	r 8 Examples of the exercise of power during the	
	US Presidential Election 2000	283
1.	Introduction and method	283
2.	Getting the people out to vote: President Clinton in an	
	interview with Democracy Now!'s Amy Goodman and	
	Gonzalo Aburto on Election Day	285
3.	An example from the presidential debates	302
4.	Election Day and after	310
5.	Conclusion	317
Chapte	r 9 Summary and conclusion: The checklist reviewed	321
Notes		
Referen	References	
Append	lices	357
A.	Additional tables for the family data	357
B.	Brown and Levinson's charts of politeness strategies	358
Index		361