Peking University Linguistics Research

Volume 9

Series Editors

Rui Guo, Chinese Department, Peking University, Beijing, China Wangqi Jiang, School of Foreign Languages, Peking University, Beijing, China Peking University Linguistics Research (PKULR) is a cooperation project between Springer Nature and Peking University Press. This series presents the latest discoveries and developments of significance in linguistic research conducted by famous Chinese scholars. Titles in this series are carefully evaluated, examined and selected by Peking University (which ranks No. 10 in the world and No. 1 in China in the QS World University Rankings-Linguistics 2016) and Peking University Press (which was honored as the most influential publisher in linguistics according to Chinese Book Citation Index, 2016), covering all major aspects of linguistics—phonetics, phonology, pragmatics, semantics, morphology, syntax, theoretical linguistics, applied linguistics and inter-disciplinary studies. PKULR aims to provide an invaluable guide to the very nature of language. On the one hand, it tries to offer a thorough grounding in the fundamental concepts of linguistics; on the other hand, it also attaches great importance to the practical application of these concepts, esp. in Chinese context.

Mingyou Xiang \cdot Mian Jia \cdot Xiaohui Bu

Introduction to Pragmatics





Mingyou Xiang University of International Business and Economics Beijing, China Mian Jia City University of Hong Kong Hong Kong, China

Xiaohui Bu Linguistics and Applied Linguistics from Peking University Beijing, China

ISSN 2662-3129 ISSN 2662-3137 (electronic)
Peking University Linguistics Research
ISBN 978-981-99-6463-5 ISBN 978-981-99-6464-2 (eBook)
https://doi.org/10.1007/978-981-99-6464-2

Jointly published with Peking University Press

The print edition is not for sale in China (Mainland). Customers from China (Mainland) please order the print book from: Peking University Press.

Supported by "the Fundamental Research Funds for the Central Universities" in UIBE.

Translation from the Chinese language edition: "语用学导论" by Mingyou Xiang et al., © Peking University Press 2022. Published by Peking University Press. All Rights Reserved.

© Peking University Press 2024

This work is subject to copyright. All rights are solely and exclusively licensed by the Publisher, whether the whole or part of the material is concerned, specifically the rights of translation, reprinting, reuse of illustrations, recitation, broadcasting, reproduction on microfilms or in any other physical way, and transmission or information storage and retrieval, electronic adaptation, computer software, or by similar or dissimilar methodology now known or hereafter developed.

The use of general descriptive names, registered names, trademarks, service marks, etc. in this publication does not imply, even in the absence of a specific statement, that such names are exempt from the relevant protective laws and regulations and therefore free for general use.

The publishers, the authors, and the editors are safe to assume that the advice and information in this book are believed to be true and accurate at the date of publication. Neither the publishers nor the authors or the editors give a warranty, expressed or implied, with respect to the material contained herein or for any errors or omissions that may have been made. The publishers remain neutral with regard to jurisdictional claims in published maps and institutional affiliations.

This Springer imprint is published by the registered company Springer Nature Singapore Pte Ltd. The registered company address is: 152 Beach Road, #21-01/04 Gateway East, Singapore 189721, Singapore

Paper in this product is recyclable.

Preface by the Professor

Introduction to Pragmatics is the first publication of an introductory series of linguistic studies. While addressing the current call for more introductory and interesting texts in pragmatics, this project aims at developing a new pedagogical practice of preparing undergraduates for advanced studies by compiling introductory textbooks.

Since 2010, I started to teach junior English majors Introduction to Pragmatics and wanted to design new assessments to replace the traditional end of the semester exam. In my class, students could receive weighted grades from completing a closed book exam, writing a course paper, or compiling a textbook. Since textbook compilation is the most difficult option, only two out of 18 students in one class chose this assignment. The present textbook is a revised version of their early efforts, and these two students also become its two co-authors.

I take this project as a systematic training for a global view, critical thinking, and a habit of meticulous observation. Compiling a textbook in its entirety requires students to not only understand individual theories in their local contexts but also sort out the connections among them. Moreover, instead of passively receiving different schools of thought, students will be actively selecting the necessary materials from a larger pool of sources, becoming more cognizant of the pros and cons of different theories. During this assortment, they could become more critical of different theories, generating their critiques of the established paradigms, and developing their perspectives. Finally, to clearly explain the abstract theoretical concepts, students will be motivated to identify interesting and updated instances from their daily communication. Gradually, they are very likely to develop a habit of spotting research questions through their daily experiences. The lively examples they discovered, in turn, could be better received by the beginners who share similar tastes and backgrounds with our student authors. The global awareness enables students to map out the current research trends, the critical awareness enables them to identify niches from the existing scholarships, and the observational awareness enables them to unearth research questions from everyday interactions, reaching both theoretical and social significances. All of these are necessary for the cultivation of a competent researcher.

The present book is the first trial of this pedagogical design. The two student authors have been successfully admitted to renowned graduate programs, one in a Ph.D. program at The University of Texas at Austin, the other in a Master's program at Peking University. Now, I am happy to report this practice to the public, and I hope it can benefit and inspire more young scholars to engage in our research community.

Beijing, China October 2019 Mingyou Xiang

Preface by the Students

This little book is designed by students of pragmatics and aims for younger students of this thriving discipline. Its earliest draft was a course assignment in our junior year to address Prof. Xiang's call for interpretations of pragmatics from the learners' perspective. Therefore, we attempt to elaborate on the most basic concepts in pragmatics with up-to-date examples from our students' lives. We hope to offer student readers a fresh perspective to look at pragmatics from the eyes of their peers, to relieve their pain when engaged in academia and to equip them with the upper hand to deal with real-world dilemmas.

The book intends to introduce pragmatics to beginners from three parts: essential topics, research methods, and useful resources. The essential topics follow the British and American traditions, discussing deixis, presupposition, implicature, speech acts, and (im)politeness. Each chapter is developed with both classical examples and down-to-earth illustrations and applications. The final chapter introduces some of the most basic methods and techniques, those have helped us begin our academic journey, to prepare beginners for their own research. The appendixes attach some useful materials as signposts to inspire students to brainstorm beyond this little book and to engage in a larger research community. We hope our work could both contextualize the art of pragmatics in our daily lives and inspire more researchers to elate our living world to academia.

The completion of this textbook is also accredited by a number of rigorous reviewers. We are fully aware of the harms of misunderstandings and misinterpretations that would do to the beginners and the necessity to revise and proofread. Thus, in addition to Prof. Xiang's constant guidance and supervision, we have invited professors and Ph.D. students to help us right the ship at various stages of our compilation. They are Dr. Li Xiaochen, Dr. Yang Guoping, Dr. Cao Duxin, Dr. An Yi, Dr. Zhao Yi, Guan Bangdi, Yu Jinghua, Luan Ruiqi, and Zhao Bo. We are also grateful to our peers who offer us lively examples and their own views on pragmatics. They are Yan

Caiping, Wang Tong, Zeng Yuan, Shan Ke, Tao Ziyang, Wang Ziyi, and Yang Zhou. Finally, all the mistakes are of course ours.

Hong Kong, China Shenzhen, China June 2019 Mian Jia Xiaohui Bu

Contents

1	Intr	duction	1			
	1.1	Definitions of Pragmatics	1			
	1.2	Meaning and Context				
	1.3	Development of Pragmatics	3			
	1.4	Organization of the Book	5			
	1.5	Review	5			
	Refe	ences	6			
2	Deix	s	7			
	2.1	Preliminaries	7			
	2.2	Deictic and Non-deictic Uses	10			
	2.3	Types of Deixis	12			
		2.3.1 Person Deixis	12			
		2.3.2 Time Deixis	15			
		2.3.3 Place Deixis	17			
		2.3.4 Social Deixis	18			
		2.3.5 Discourse Deixis	19			
	2.4	Applications: Chinese Vocatives as Pragmatic Markers	20			
		2.4.1 Introduction	21			
		2.4.2 Vocatives and Coherence	21			
		2.4.3 Vocatives and Involvement	23			
		2.4.4 Vocatives and (Im)politeness	25			
	2.5	Review	26			
	Refe	ences	27			
3	Pres	pposition	29			
	3.1	Entailment	29			
		3.1.1 Preliminaries	30			
		3.1.2 Types of Entailment	31			
	3.2	Presupposition	32			
		3.2.1 Preliminaries	32			
		3.2.2 Types of Presupposition	33			

x Contents

		3.2.3	Properties of Presupposition	35
		3.2.4	Presupposition Trigger	39
	3.3	A Con	nparison Between Entailment and Presupposition	41
	3.4	Applic	cations: Entailment and Presupposition in Real Life	12
		3.4.1	English Writing	12
		3.4.2		13
	3.5	Review		15
	Refe	erences		16
4	Imp	licature	e 2	19
	4.1	Prelim	iinaries	19
		4.1.1	Natural and Non-Natural Meaning	50
		4.1.2	Implicature and Implication	50
	4.2	Types	of Implicature	51
		4.2.1		51
		4.2.2	Generalized and Particularized Conversational	
			Implicatures	52
		4.2.3		53
	4.3	Classic	c Gricean Theory	55
		4.3.1		55
		4.3.2		56
		4.3.3		50
	4.4	Neo-G		51
		4.4.1	Levinson's Q-, I-, and M-Principles	52
		4.4.2	Horn's Q- and R-Principles	52
		4.4.3		53
		4.4.4	Retrospections	53
	4.5	Proper		54
	4.6	Applic	cations: Exploiting the Four Maxims in <i>Friends</i>	57
		4.6.1	Exploiting the Maxim of Quantity	58
		4.6.2		59
		4.6.3		7 0
		4.6.4		7 0
	4.7	Review	w	72
	Refe	erences		73
5	Spec	ech Act	s	75
	5.1	Prelim	ninaries	75
		5.1.1	Performative-Constative Dichotomy	76
		5.1.2		77
	5.2	Austin	a's Theorizing of Speech Acts	78
		5.2.1	C 1	78
		5.2.2		7 9
		5.2.3		79
	5.3			30
				30

Contents xi

		5.3.2 Typology of Speech Acts	82
		5.3.3 Direct and Indirect Speech Acts	84
	5.4	Recent Developments in Speech Act Theory	85
		5.4.1 Study of Perlocution	85
		5.4.2 Classifications of Speech Acts	87
		5.4.3 Sequencing in Speech Acts	88
	5.5	Speech Acts Across Cultures and Contexts	89
		5.5.1 Cross-Cultural Variations	89
		5.5.2 Intra-language Variations	90
	5.6	Applications: Persuasion in Chinese Online Forum Requests	91
		5.6.1 Introduction	91
		5.6.2 <i>Ethos</i> : Projecting Self to the Requestees	92
		5.6.3 <i>Pathos</i> : Awakening the Emotion of the Requestees	95
		5.6.4 Logos: Reasoning with the Requestees	98
	5.7	Review	100
	Refe	erences	101
6	Poli	teness and Impoliteness	105
	6.1	Theorizing Politeness	106
		6.1.1 Characterizing Politeness	106
		6.1.2 Politeness as Strategic Face Management	107
		6.1.3 Politeness as a Conversational Maxim	110
		6.1.4 Politeness as Situated Evaluation	114
	6.2	Theorizing Impoliteness	115
		6.2.1 Types of Impoliteness	116
		6.2.2 Impoliteness as Strategic Face Attacks	117
		6.2.3 Impoliteness as Conversational Maxims	117
		6.2.4 Impoliteness as a Discursive Practice	119
	6.3	Some Potential Issues in (Im)politeness Research	119
	6.4	Applications: Politeness in Online Forum Requests	121
		6.4.1 Introduction	121
		6.4.2 Bald on Record Strategies	122
		6.4.3 Positive Politeness Strategies	122
		6.4.4 Negative Politeness Strategies	123
	6.5	Review	124
	Refe	erences	126
7	Res	earch Methods	129
		Literature Mining	129
		7.1.1 Four Types of Exigences	129
		7.1.2 Review Articles and Bibliographies	130
		7.1.3 Search Engines and Databases	132
		7.1.4 Bibliometric Analysis and Knowledge Visualization	134
	7.2	Data Collection	137
		7.2.1 Interviews	137
		7.2.2 Questionnaires	138

xii Contents

	7.2.3	Discourse Completion Tests	139
		Role Plays	
		Recordings	
		Trending Methods	
7.3		tical Methods	
	7.3.1	Conversation Analysis and Discourse Analysis	144
	7.3.2	Statistical Analysis	151
7.4	Revie	w	153
Refe	erences		154
Append	lix A: I	Resources	159
Append	lix B: F	Research Notes	163