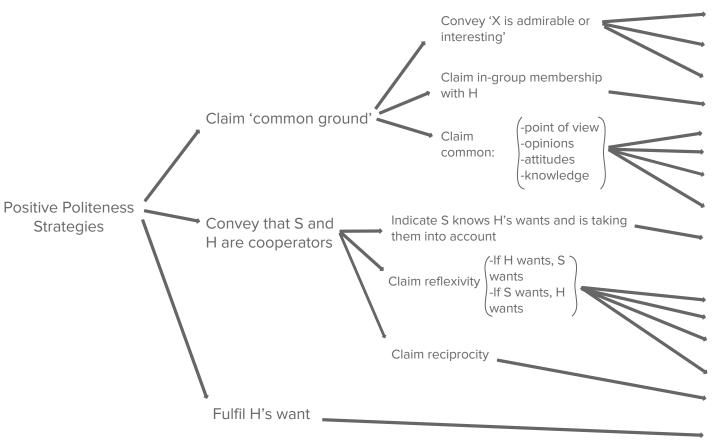
Positive Politeness Strategies



- 1. Notice, attend to H (his interests, wants, needs, goods)
- 2. Exaggerate (interest, approval, sympathy with H)
- 3. Intensify interest to H
- 4. Use in-group identity markers
- 5. Seek Agreement
- 6. Avoid disagreement
- 7. Presuppose/raise/assert common ground
- 8. Joke
- 9. Assert or presuppose S's knowledge of and concern for H's wants
- 10. Offer, promise
- 11. Be optimistic
- 12. Include both S and H in the activity
- 13. Give (or ask for) reasons
- 14. Assume or assert reciprocity
- 15. Give gifts to H (goods, sympathy, understanding, cooperation)

Adapted from Brown & Levinson (1987, p. 69)