

I. Dialogistic Contraction

1. **Disclaim** – the textual voice positions itself as at odds with, or rejecting, some contrary position:

- 1) (deny) negation
- 2) (counter) concession/counter expectation

2. **Proclaim** – by representing the proposition as highly warrantable (compelling, valid, plausible, well-founded, generally agreed, reliable etc), the textual voice sets itself against, suppresses or rules out alternative positions:

1) concur

writers and speakers overtly announce the addresser as agreeing with, or having the same knowledge as, some projected dialogic partner, like

naturally..., of course..., obviously..., naturally..., admittedly...etc;

often appear with counter resources in rhetorical pairs of the kind, like

Certainly X, but Y

- some types of 'rhetorical' question

2) pronounce

involve certain types of intensification, authorial emphases or explicit authorial interventions or interpolations. intensifiers with clausal scope such as *really, indeed* etc and, in speech, appropriately placed stress. like,

I contend..., the truth of the matter is..., there can be no doubt that...etc

We can only conclude that..., You must agree that...,

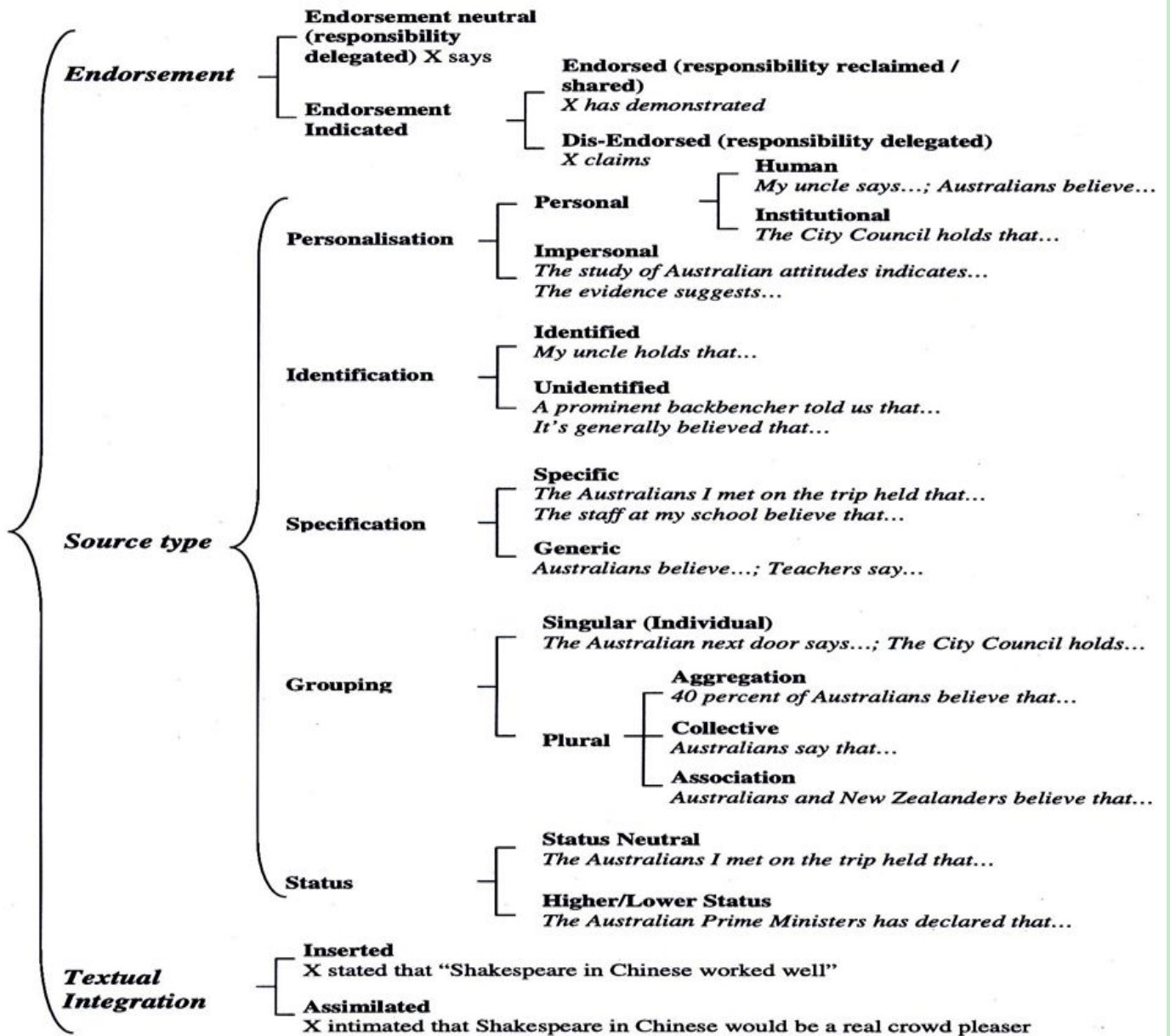
It is **absolutely** clear to me that what Charlotte was arguing was that Crouching Tiger was a bad film to which liberal audiences imputed a significance shaped by their own prejudices about Chinese cinema and the Chinese in general. (Letter to the www.dimsum.co.uk website from Ian Katz, features editor, the *Guardian*.)

3) endorse (aim: to support author's view with the cited external source)

X has demonstrated that...;

Follain punctures the romantic myth that the mafia started as Robin Hood-style groups of men protecting the poor. He **shows** that the mafia began in the 19th century as armed bands protecting the interests of the absentee landlords who owned most of Sicily. He also **demonstrates** how the mafia has forged links with Italy's ruling Christian Democrat party since the war (Cobuild Bank of English) (**Endorsement example**)

Figure 4 Intertextual aspects of *engagement* system (White 2002, section 4)



II. Dialogistic expansion

1. **Entertain** – by representing the proposition as grounded in a contingent, individual subjecthood, the textual voice represents the proposition as but one of a range of possible positions – it thereby **entertains** or invokes these dialogic alternatives

Type:

- 1) **hedge**
- 2) **booster**

linguistic expression

- **deductive formulations**

it seems that, the evidence suggests, apparently, I hear

- **forms which represent the proposition / proposal as more or less likely,**

modals of probability, perhaps, probably, maybe, it's possible, may/will/must;

- **some types of 'rhetorical' question**

What are real problems that immigration creates?

- I think... I believe...
- In my view

2. **Attribute** – An utterance which express the writer's attitude to proposition presented by other voices and texts. It thereby entertains or invokes these dialogic alternatives:

1) **(acknowledge)** : *acknowledge a proposition*

- **Reporting verbs** : *(X say, observe, state...believe)*
- **their nomination**:
- **Circumstances of angle**: *according to X ; in X's view*

2) **(distance)** : A writer may choose to distance himself or herself from the proposition or attitude by the quoted author. like,

X claims that, the myth that..., it's rumoured that,

Summary on engagement with examples

Dialogic contraction

Disclaim:

Deny: e.g. *It is a review which doesn't consider the feelings of the Chinese community.*

Counter: e.g. *What is surprising is to find such offensive opinions in the Guardian..*

Proclaim:

Concur: e.g. *The Premier, of course, wants us to think what a fine anti-racist fellow he is.*

Pronounce: e.g. *It is absolutely clear to me that what Charlotte was arguing was that Crouching Tiger was a bad film.*

Pronouncer: I

Endorse: *Dr Ruffman's work has shown that parents or carers who talk to their children about mental states -thoughts, beliefs, desires and feelings end up with children who know much earlier in life what another person is thinking.*

Source of Endorsement: Dr Ruffman's work

Dialogic expansion

Entertain: e.g. *Perhaps the most telling thing about Charlotte Raven's review of Crouching Tiger isn't in the review itself but in the one line preamble on the Guardian website.*

Attribute

Attribute/Acknowledge: e.g. *It states: "Crashing bore, wooden drama: Charlotte Raven dares to differ from the unanimous acclaim for Ang Lee's Crouching Tiger, Hidden Dragon".*

Attributor: it

Attribute/Distance: e.g. and someone went as far as to suggest that by using the phrase "*it seemed to contain multitudes*" to describe the performance of the cast, Charlotte was alluding to Western images of "Chinese masses".

Attributor: someone

Additional Engagement Examples:

1. *No one can deny (Heterogloss: Dialogic Contraction: Concur: Affirm) that accounting systems have the potential (Heterogloss: negotiation of information: probability) to play a very important part in many of the debates and issues affecting economic development (Wallace 1990: p.67).*
2. *The role of accounting systems in social and economic development has received some attention by accounting researchers since 1960s (Perera 1989). (Heterogloss: non-integral citation hinting dialogic contraction: endorse)*
3. *Many studies (Heterogloss: Dialogic Contraction: Concur: Affirm) have shown that accounting has a vital role in all stages of economic and social development in developing countries.*
4. *This is because the only way for developing countries to improve their situation is to provide relevant information of the right time to decision makers. (Monogloss)*
5. *Successful developmental efforts are dependent, among other things, upon the availability of reliable economic information for supporting the multitude of decisions that comprise them. (Monogloss)*
6. *Accounting information, as part of an overall information system, could have a significant positive impact on decisions involving planning and programming the economic developments of developing countries. (Monogloss)*

1-2. Noteboom and Six (2003: p.3) *state (Heterogloss: Dialogic expansion: attribute: acknowledge)*

A pervasive notion is that trust is associated with dependence and risk the trustor depends on something or someone (the trustee or object of trust), and *there is a possibility (Heterogloss: negotiation of information: probability) that expectation or hopes will not be satisfied, and that “things will go wrong”*. Yet one expects that “things will go all right”.

3. Risk is one of the essential factor in trust relationship because it has an interdependent relationship with trust.

4. The literature about trust *shows (Heterogloss: Dialogic Expansion: Proclaim: Endorse) that many author have recognised (Heterogloss: Dialogic Contraction: Proclaim: Endorse) the importance of risk in understanding trust but there is no agreement (Heterogloss: Dialogic Contraction: Disclaim: Deny realised in the counter expectancy marker ‘but’)* on the relationship between trust and risk (eg see Kee and Knox, 1970; Sheppard, Hartwick et al. 1988, Mayer, Davis et al., 1995; Das and Teng, 1998; McKnight, Cummings et al. 1998, McKnight, Choudhary et. al, 2002; Noteboom and Six, 2003)

5. *Kee & Knox (1970) argue (Heterogloss: Dialogic Expansion: attribute: acknowledge) that only in risky situations trust is a relevant factor.*

6. *Hosmer (1995) and Johnson- George & Swap (1982) argue (Heterogloss: Dialogic expansion: attribute: acknowledge) that trust essentially) means to take risk and leave oneself vulnerable to the actions of the other party as a trustee*