

# Speech Acts, Speakers and Hearers

Reference and referential  
strategies in Spanish

Henk Haverkate



John Benjamins Publishing Company

# Speech Acts Speakers And Hearers Reference And Referential Strategies In Spanish Pragmatics Beyond

**N. N. Glukhova**



## **Speech Acts Speakers And Hearers Reference And Referential Strategies In Spanish Pragmatics Beyond:**

Speech Acts, Speakers and Hearers Henk Haverkate, 1984-01-01 This study is an inquiry into the pragmatics of speaker and hearer reference. It falls into a theory based and a description based part. The former covers three topics: a) the categories of speaker and hearer as opposed to the category of nonparticipants in the speech act; b) the interactional roles of speaker and hearer as defined by the illocutionary point of the speech act and the preconditions underlying its successful performance; c) the decomposition of the speech act as a model for describing strategies in verbal interaction. The object of the descriptive part of this study is to survey the different realizations of the categories of speaker and hearer reference and the strategic effects speakers intend to bring about by employing them. For this purpose a language specific analysis is applied to the system of speaker and hearer reference in Peninsular Spanish. For the sake of homogeneity Peninsular Spanish is also chosen as the object language for the discussion of the general language phenomena which are treated in the theoretical discussion.

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pragmatic ways in which Spanish is used to achieve persuasion in television advertising The author applies pragmatic models to commercials for products and services from three countries Chile Spain and the United States She addresses the questions 1 Which pragmatic devices occur most frequently 2 How are these devices linguistically coded 3 Are any differences evident between regional varieties of Spanish and 4 How are pragmalinguistic features of television advertising used to effect persuasion The most representative variables include speech acts indexicals politeness implicatures violations of Grice's Maxims and speaker considerations The study contributes to the cross linguistic understanding of pragmatics and of persuasion in Spanish by 1 offering a procedure that may be replicated 2 addressing multiple pragmatic categories and 3 examining the relationship between pragmatic strategies and persuasion among Spanish speakers Given the vital role of the media in society Spanish television advertising reflects the pragmatic communication of persuasion by and to Spanish speakers Pragmática de discurso persuasivo de publicidad de televisión en español Esta investigación analiza las maneras pragmáticas en las cuales se usa el español para persuadir en la publicidad de televisión y contribuye al entendimiento lingüístico de pragmática y persuasión en español El libro está escrito en inglés

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