

Table of Contents

Abstract	iii
Preface	v
Acknowledgements	vii
Table of Contents	ix
List of Tables.....	xvi
List of Figures	xviii
List of Abbreviations	xix
Chapter 1: INTRODUCTION	1
1.1 Research aims.....	1
1.2 Significance of research aims	2
1.3 Organization of the book	6
Chapter 2: PRAGMATICS, DISCOURSE AND INTERLANGUAGE	
PRAGMATICS	9
2.1 Pragmatics	9
2.1.1 Definition.....	9
2.1.2 Trends in pragmatics.....	11
2.1.3 Speech acts - Communicative acts.....	12
2.1.4 Politeness theories.....	13
2.1.5 Sociopragmatics and pragmalinguistics.....	17
2.2 Discourse and cross-cultural interaction	19
2.2.1 Discourse and discourse analysis.....	19
2.2.2 Cross-cultural interaction	22

2.3 Interlanguage and transfer	23
2.3.1 Communicative competence	23
2.3.2 Interlanguage	27
2.3.3 Transfer	29
2.4 Interlanguage pragmatics	35
2.4.1 Definition.....	35
2.4.2 Interlanguage pragmatics and interlanguage discourse	36
2.4.3 Main domains of interlanguage pragmatics	38
Chapter 3: PRAGMATIC AND DISCOURSE TRANSFER	44
3.1 The role of pragmatic and discourse transfer in SLA	44
3.2 Definition of pragmatic and discourse transfer	46
3.3 Sociopragmatic and pragmalinguistic transfer	51
3.4 Previous studies of pragmatic and discourse transfer	53
3.4.1 Positive pragmatic and discourse transfer	54
3.4.2 Negative pragmatic and discourse transfer	56
3.4.3 Explanation for the differences in research findings concerning pragmatic and discourse transfer and universality	63
3.4.4 What is transferred in interlanguage pragmatics?	64
Chapter 4: PRAGMATIC AND DISCOURSE TRANSFER IN RESPONDING TO COMPLIMENTS	66
4.1 Why compliment responses?.....	66
4.2 Previous studies of the communicative act of responding to compliments	70
4.3 Previous studies of pragmatic and discourse transfer in responding to compliments	75
4.3.1 Evidence of pragmatic and discourse transfer in responding to compliments	78

4.3.2 Evidence of pragmatic and discourse non-transfer in responding to compliments	80
4.3.3 Evidence of pragmatic and discourse transfer and non-transfer in the same studies of CRs.....	81
4.4 Explanation for the conflicting research findings concerning pragmatic and discourse transfer in CRs	84
4.5 Suggested solution	87

Chapter 5: CONDITIONS OF PRAGMATIC AND DISCOURSE

TRANSFER.....	88
5.1 Definition of and literature on conditions of pragmatic and discourse transfer	88
5.2 Pragmatic and discourse transferability	90
5.3 Pragmatic and discourse transfer in interaction with other factors in SLA	91
5.3.1 Pragmatic and discourse transfer in interaction with proficiency	91
5.3.2 Pragmatic and discourse transfer in interaction with exposure	96
5.3.3 Pragmatic and discourse transfer in interaction with gender	100
5.3.4 Pragmatic and discourse transfer in interaction with learners' subjective choice	102
5.4 Some cognitive factors in SLA	103

Chapter 6: THE METHODOLOGICAL ISSUE IN CROSS-CULTURAL AND INTERLANGUAGE PRAGMATICS RESEARCH

6.1 Questionnaires	107
6.1.1 Types of questionnaires.....	107
6.1.2 Advantages and disadvantages of questionnaires.....	113
6.2 Role-plays	116
6.2.1 Types of role-plays	117
6.2.2 Advantages and disadvantages of role-plays.....	119

6.3 Natural data collection	120
6.3.1 Existing means of gathering natural data	120
6.3.2 Advantages and disadvantages of natural data collection.....	121
6.4 Verbal report interviews	123
6.4.1 Types of verbal report interviews	124
6.4.2 Advantages and disadvantages of verbal report interviews	126
6.5 The combination method	128
6.6 An update on the methodological issue and previous attempts at resolving it	128
 Chapter 7: RESEARCH QUESTIONS	 131
7.1 The rationale for studying the research questions of this investigation	131
7.1.1 The rationale for studying pragmatic and discourse transfer	131
7.1.2 The rationale for studying conditions of pragmatic and discourse transfer	133
7.1.3 The rationale for demonstrating the effectiveness and validity of the Naturalized Role-play	134
7.2 Research questions	135
7.2.1 The first set of research questions: The Nature of pragmatic and discourse transfer.....	135
7.2.2 The second set of research questions: Conditions of pragmatic and discourse transfer.....	136
7.2.3 The third set of research questions: The Effectiveness and validity of the Naturalized Role-play	136
 Chapter 8: METHODOLOGY	 138
8.1 Data collection	138
8.1.1 Participants	138
8.1.2 Instruments	141

8.1.3 Procedure.....	151
8.1.4 The Validation study.....	152
8.1.5 Considerations of criteria for informant selection.....	155
8.2 Data analysis	157
8.2.1 Qualitative analysis.....	160
8.2.2 Quantitative analysis.....	161
Chapter 9: RESULTS	162
9.1 The nature of pragmatic and discourse transfer	162
9.1.1 Continua of CR strategies	163
9.1.2 Frequency of use of CR strategies by each informant and by each group (VE, E, V) in the Naturalized Role-play.....	171
9.1.3 Differences in the frequency of CR strategy use between the VE and E groups	174
9.1.4 Differences in the combination of CR strategies between the VE and E groups	179
9.1.5 Similarities in the frequency of CR strategy use between the VE and V groups.....	186
9.1.6 Similarities in the combination of CR strategies between the VE and V groups.....	193
9.1.7 Transfer or non-transfer? What is transferred?.....	199
9.1.8 Patterns of pragmatic and discourse transfer.....	202
9.2 Conditions of pragmatic and discourse transfer	207
9.2.1 Cross-cultural pragmatic and discourse differences	207
9.2.2 Lack of L2 pragmatic and discourse knowledge.....	209
9.2.3 Proficiency.....	211
9.2.4 Unmonitored speech/ Non-consciousness of the ongoing communicative act.....	213
9.2.5 Exposure.....	215
9.2.6 Teaching methodologies	218

9.2.7 Gender	219
9.2.8 Subjective choice	220
9.3 The effectiveness and validity of the Naturalized Role-play in cross-cultural and interlanguage pragmatics research	221
9.3.1 The Naturalized Role-play in practice and the realization of its aim	222
9.3.2 Support from real-life data	222
9.3.3 The Naturalized Role-play in comparison with other major methods of data elicitation in pragmatics research.....	226
9.3.4 The Naturalized Role-play in research into pragmatic and discourse transfer	230
Chapter 10: DISCUSSION	234
10.1 The nature of pragmatic and discourse transfer	234
10.1.1 Evidence of pragmatic and discourse transfer _ A summary of findings	235
10.1.2 Non-transfer of CR strategies	237
10.1.3 The CR Continuum Hypothesis and a universality-based explanation for cross-cultural differences in responses to compliments	238
10.2 Conditions of pragmatic and discourse transfer	243
10.2.1 A summary of findings about conditions of pragmatic and discourse transfer	244
10.2.2 Interaction of conditions.....	246
10.2.3 Proficiency, exposure and transfer.....	247
10.2.4 The role of awareness in pragmatic and discourse transfer.....	248
10.3 Pedagogical implications for L2 learners and teachers	253
10.3.1 NSs' impressions of transferred CRs	253
10.3.2 Exposure and noticing as a source of learning	254
10.3.3 Explicit instruction in pragmatics and discourse	258

10.4 Implications for speakers of different languages in cross-cultural interaction	264
10.5 Significance, contribution and practicality of the Naturalized Role-play	266
10.5.1 Significance of the equivalence between Naturalized Role-play data and real-life data	267
10.5.2 Contribution of the Naturalized Role-play to cognitive research.	268
10.5.3 Practicality of the Naturalized Role-play in cross-cultural and interlanguage pragmatics research	270
10.6 Limitations	271
Chapter 11: CONCLUSIONS.....	274
11.1 Research questions revisited, originality and contributions of findings	274
11.2 Suggestions for future research	278
11.3 Concluding remarks	280
References.....	282
Appendix A Consent form for participants	316
Appendix B Background questionnaire	318
Appendix C Naturalized Role-play	319
Appendix D Playback/Retrospective interview	324
Appendix E Questionnaire and closed role-play	326
Appendix F Open role-play	327
Appendix G Intercoder Reliability	328