

# Contents

<i>Acknowledgments</i>	<i>page ix</i>
1 Introduction	1
Overview of chapters	1
Discourse analysis	6
2 Involvement in discourse	9
Involvement	9
Sound and sense in discourse	14
Involvement strategies	17
Scenes and music in creating involvement	29
3 Repetition in conversation: toward a poetics of talk	36
Theoretical implications of repetition	36
Repetition in discourse	46
Functions of repetition in conversation	47
Repetition and variation in conversation	53
Examples of functions of repetition	59
The range of repetition in a segment of conversation	71
Individual and cultural differences	78
Other genres	80
The automaticity of repetition	87
The drive to imitate	93
Conclusion	96
4 “Oh talking voice that is so sweet”: constructing dialogue in conversation	98
Reported speech and dialogue	99
Dialogue in storytelling	102
Reported criticism in conversation	105

Reported speech is constructed dialogue	110
Constructed dialogue in a conversational narrative	119
Modern Greek stories	124
Brazilian narrative	128
Dialogue in writers' conversation	131
Conclusion	133
5 Imagining worlds: imagery and detail in conversation and other genres	134
The role of details and images in creating involvement	135
Details in conversation	136
Images and details in narrative	138
Nonnarrative or quasinarative conversational discourse	143
Rapport through telling details	147
The intimacy of details	149
Spoken literary discourse	150
Written discourse	153
High-involvement writing	159
When details don't work or work for ill	161
Conclusion	165
6 Involvement strategies in consort: literary nonfiction and political oratory	167
Thinking with feeling	167
Literary nonfiction	168
Speaking and writing with involvement	172
Involvement in political oratory	173
Conclusion	194
7 Afterword: toward a humanistic linguistics	196
<i>Appendix I: Sources of examples</i>	198
<i>Appendix II: Transcription conventions</i>	202
Notes	205
List of references	220
Author index	235
Subject index	238