Contents

Contributors	ix
Preface to the Four Volumes	xi
Preface to Volume 4	xiii
Contents of Volumes, 1, 2, and 3	XV

1

Introduction: The Role of Discourse Analysis in Society Teun A. van Dijk

The Uses of Discourse Analysis in Society	1
The Problem of Application and Social Relevance	3
The Relevance of Discourse Analysis	4
Critical Discourse Analysis	6

2

Interpersonal Conflict

Janet Beavin Bavelas, L. Edna Rogers, and Frank E. Millar

9
10
22
24

3

Ideological Structures in Discourse Gunther Kress

Text and Discourse	27
Language and Ideology	29
Exemplifications	32
Bibliography	42

4

Political Discourse Analysis Gill Seidel

Approaches to Political Discourse Analysis	43
Discourse Analysis with Particular Reference to	
Paraphrase and Synonymy	46
Discourse Analysis with Particular Reference to Syntax	48
Discourse Analysis Focusing on Enunciation	53
Bibliography	55

5

Power

Roger Fowler

Language as Social Practice	61
The Pronouns of Power and Solidarity	63
Directive and Constitutive Linguistic Practices	64
Ideology in Sociolinguistic Varieties	65
Linguistic Checklist	68
A Brief Example	75
References	81

6

Discrimination in Discourse Mary Sykes

Introduction	83
The Question of What Constitutes Unfavorable Treatment	87
Example: Syntactic Analysis	88
Example: Semantic Analysis	94
Conclusion	99
References	100

7

Gender, Language, and Discourse Candace West and Don H. Zimmerman

Introduction	103
Language and Speech of Women and Men	104
Gender and Discourse in Context	108
Conclusions	119
Appendix: Transcription Conventions	119
Bibliography	120

8

On the Discourse of Immigrant Workers: Interethnic Communication and Communication Strategies Norbert Dittmar and Christiane von Stutterheim

Interethnic Communication: Problem Space	125
Aspects of Verbal Interaction between Natives	
and Immigrants	128
Discourse Organization	137
Consequences for Social Relations	148
References	149

9

The Problem of Justice in the Courts Approached by the Analysis of Plea Bargaining Discourse Douglas W. Maynard

Introduction	153
Theory and Research	154
Sentencing Decisions	156
Methodological Problems	164
Gestalt Approach to Defendant Attributes	168
Conclusion	176
References	176

10

The Interaction between Judge and Defendant Ruth Wodak

Introduction: The Aims and Goals of Sociolinguistics	181
Review of the Literature: The Impact of Institutional and	
Cultural Norms on Language Behavior	182
The Language of Defendants in Austrian Courts	184
Class-Specific Justice: The Goals of Interdisciplinary	
Research	190
References	190

11

Doctor-Patient Discourse

Aaron V. Cicourel

Aspects of Doctor-Patient Communication	193
Contradictory Beliefs about Illness:	
An Example of Miscommunication	197

Concluding Remarks References	201 201
12 Cross-Cultural Communication Deborah Tannen	
Introduction: The Importance of Cross-Cultural Communication	203
Paralinguistic Signals in Communication	203
Examples of Cross-Cultural Differences	206
Effects of Cross-Cultural Differences	209
Appendix: Transcription Conventions	212
Bibliography	213
Ricgraphical Notos	217

Biographical Notes	217
Index	223