

TABLE OF CONTENTS

ACKNOWLEDGMENTS	xi
0. INTRODUCTION	1
1. SPEAKERS, HEARERS, AND OTHERS PERSONS	3
2. SPEECH ACTS, SPEAKERS, AND HEARERS	9
2.0. Introduction	9
2.1. Propositional acts	9
2.2. Illocutionary acts	14
2.2.1. Performatives	16
2.2.2. Assertives	18
2.2.3. Directives	18
2.2.4. Commissives	21
2.2.5. Expressives	22
2.3. Illocutionary preconditions	24
2.3.1. Sincerity	24
2.3.2. Nonobviousness	29
2.3.3. Willingness	30
2.3.4. Ability	31
2.3.5. Reasonableness	33
2.3.6. Obviousness	34
3. LINGUISTIC STRATEGIES	37
4. A SPEECH ACT ANALYSIS OF LINGUISTIC STRATEGIES	45
5. LINGUISTIC STRATEGIES AND SPEAKER- AND HEARER-REFERENCE	51
5.1. Standard expressions	51

5.2. Focalizing expressions	56
5.2.0. Introduction	56
5.2.1. Speaker-reference	56
5.2.1.1. Ego-centric expressions	58
5.2.1.2. Nonego-centric expressions	63
5.2.2. Hearer-reference	66
5.2.2.1. Vocative expressions	67
5.2.2.2. Nonvocative expressions	76
5.3. Defocalizing expressions	79
5.3.0. Introduction	79
5.3.1. First-person plural expressions	84
5.3.2. Second-person singular expressions	92
5.3.3. The indefinite pronoun <i>uno</i>	97
5.3.4. Pseudo-reflexive expressions	100
5.3.5. Implicit reference	105
6. SUMMARY AND CONCLUSION	113
FOOTNOTES	121
REFERENCES	131
SOURCES OF THE EXAMPLES QUOTED	141