摘 要

问话和答话可谓为一对连体儿。但是在语言学界，对"问话"的研究颇为可观（主要是句法和语义研究），而对"答话"的研究却相对罕见。鉴于此，本文以关联理论和顺应理论为理论基础，采用定性分析的方法，以答记者问为个案，对答话过程进行动态研究；在这些理论基础上，探索答话者在答话过程中如何与问话者取得最佳关联做出语言选择以顺应问话者认知语境和其他听话者语境，以及答话者做出语言选择之后动机的动态过程。同时，本研究的范围涉及到答话者的思维能力，主要目的在于通过结合关联理论具有有力的解释性和顺应理论具有很强的描述性的长处来阐释答话的动态顺应过程，以补充和丰富我们的交际研究和话语研究。

在这些理论的框架下，本文以答话者为中心， 我们认为答话过程既是一个寻找关联的明示－推理的过程，又是一个对问话者语境以及其他听话者语境的动态的顺应过程。为了叙述的方便，本文试图把整个答话过程分为两个过程，即答话者对问话的阐释过程和答话的产出过程。但是在实际的答话过程中，这两个过程是融为一体无法辨认的。

通过利用这些理论对答话进行动态研究，交际研究和话语研究在以下四个方面得到了丰富和补充。第一，对答话进行动态研究，有利于我们更好地理解和研究交际和话语；第二，从方法上把关联理论的描述性和顺应理论的阐释性的长处相结合，从而获得了对所研究语料的全面了解；第三，尝试性地回答了有关答话者语言选择之后的社会、文化和心理动机，而不局限于以往的只停留在研究他们怎样选择语言方式进行交际；第四，尝试性地把答话过程分为答话者对问话的阐释过程和答话的产出过程，这样更有助于我们对答话问题的剖析。

关键词：问话，答话，关联理论，顺应理论，明示－推理过程，动态顺应过程

Abstract

Initiation and response are like Siamese twin. But in the linguistic fields, initiation is considerably studied, especially in syntactic and semantic fields, while response is paid very little attention. Therefore, the present research is an exploration of the dynamic process of response by looking into responding to the journalists' initiations at the press conferences from the perspective of Relevance Theory and Adaptation Theory. Based on these theories, we conduct a qualitative study of exploring the dynamic process of how the responder seeks the optimal relevance from the initiation and how to make linguistic choices to adapt to the initiator' and other audiences' cognitive contexts and the motivation behind the linguistic choices in the process of response. In addition, the domain of this research is the responder's mental faculties and the primary purpose of this study is to combine the advantages of the sufficient interpretation of Relevance Theory and the powerful description of Adaptation Theory to illustrate the dynamic process of response to make the study of communication and discourse analysis complementary and rich.

Under the theoretic framework of these theories, this thesis is responder-centered. Meanwhile, we think that response process is both a relevance-seeking, ostensive-inferential process and a dynamic-adaptable process. For the convenience of expression, we attempt to divide the whole process of response into two processes: Process of Initiation-interpreting and Process of Response-producing. But it needs to be pointed out that in the actual process of response these two processes are constantly integrated; in other words, the interpreting and producing seem to go hand in hand constantly.

Through this research, the study of communication and discourse analysis are enriched and tentatively complemented from the following four aspects: first, we can understand and study communication and discourse better through studying the response; second, on the methodology, we combine the advantage of illustration of Relevance Theory with that of description of Adaptation Theory, obtaining fully insight into the data in our study; third, we try to study the social and cultural factors behind the linguistic choices of the responder beyond just limiting to study how he makes the linguistic choices in the previous studies; fourth, we attempt to divide the whole process of response into Process of Interpretation of Initiation and Process of Response-producing to explore the response better.

Key Words: initiation, response, Relevance Theory, Adaptation Theory, ostensive-inferential process, dynamic-adaptable process

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Introduction

In the speech act literature, responses have been given very little attention (Tsui 2000: 160). Most of the acts characterized and listed in the various taxonomies are initiation acts (see Austin 1962; Ohmann 1972; Verdler 1972; Fraser 1975b; Bach and Harnish 1979; Searle 1979; Searle and Venderveken 1985). As Tuis described, this is because the characterization of illocutionary acts is often done by making a semantic analysis of performative verbs rather than by examining the function of utterances in discourse; and as many responses do not have a corresponding performative verb, this kind of analysis inevitably neglects response. Therefore, the present thesis is to look into the dynamic process of response from a pragmatic view. To be more specific, it aims at exploring how the responder seeks the optimal relevance from the initiation and then how he makes the linguistic and strategic choices to adapt to the initiator's and other audience's cognitive contexts. For these purposes, the theoretical framework will be based upon the advantage of Relevance Theory proposed by Sperber and Wilson (2001) that offers sufficient interpretation and that of Adaptation Theory put forward by Verschueren (1999, 2000) that provides powerful description .

In this introduction, we will first introduce the orientation, the rationale, data and methodology of the present researches, and then present the structure of the remaining chapters.

0.1 Orientation of the Present Study

As a common and indispensable discourse phenomenon, initiation and response have been attracting much attention of linguists. But regrettably compared to initiation, the latter gets a little less attention.

Based on this reason, through referring to the fruitful results on initiation and the achievements of communication and discourse analysis, the present research is designed to make a further contribution to response. To be more specific, grounded on the advantages of Relevance Theory proposed by Sperber and Wilson(2001) and that of Adaptation Theory put forward by Verschueren (1999, 2000), together with some other useful approaches such as the anthropological approach, the rhetorical approach, the conversational analysis approach, the pragmatic approach, the aim of inquiry of this thesis is to explore the dynamic process of how the responder seeks the optimal relevance from the initiation and how he makes linguistic and strategic choices to adapt to the initiator' and other audience' cognitive contexts and the motivation of responder behind these choices in the process of response in order to make some contributions to the study of communication and discourse analysis. It is argued that, throughout the thesis, to achieve successful communication, the responder should continuously make linguistic and strategic choices in accordance with the principle of optimal relevance; the choices, which are made at all possible levels of linguistic structure: phonological, morphological, syntactic, lexical, semantic, etc., are inter-adaptable with their contextual correlates: physical surroundings, social relationships between initiator and responder and aspects of the interlocutor's state of mind; the responder's presumption of relevance, which decides his choice of a particular style, is made during the inter-adaptation between linguistic choices and contextual correlates; the process of choice–making includes both language and strategy.

To be frank, we should admit that we do not regard this method as the basis for a general theory of response. We just believe that the combination of the advantages of Relevance Theory and Adaptation Theory helps us illustrate the dynamic process of response better. It shows us how and why the responder uses the language to make the

communication successful. It can enrich the researches of communication and discourse analysis.

0.2   Rationale of the Research

The rationale provided here is chiefly concerned with the reasons for this thesis and the significance of the present research.

As far as the theoretical framework is concerned, Relevance Theory and Adaptation Theory are comprehensive pragmatic theories. To be more specific, we combined the advantages of the interpretation provided by Relevance Theory and the merits of the description of Adaptation Theory to comprehend the research data comprehensively and deeply.

The second standing for this research is to enrich the study of communication and conversation analysis from the angle of the process of response by exploring why the responder chooses this way but not that way to make the communication smooth. In addition, we will probe into the social, cultural, psychological motions hidden in the process of the response.

Furthermore, we are trying to divide the whole process of response into two parts — Process of Initiation-interpreting and Process of Response-producing to help us understand the dynamic process of response easily.

0.3   Data Sources and Methodology

The data employed for this study are mainly taken from leaders in the Chinese government to respond to the initiation at Press Conferences. We transcript records via video and some data are taken from the Internet records. So these records taken from these fields are authentic enough to meet the requirements of the present study. Since these data are so typical

that the utilization of such data can increase the reliability of the research.

The present study will analyze the response based on a descriptive and analytical approach. The theoretical framework is based on Sperber and Wilson's (2001) Relevance Theory and Verschueren's (1999, 2000) Adaptation Theory, and is further specified according to the data collected for the present study. We start this study with the collecting of the data, then categorize them, look for patterns of linguistic features and functions, finally, analyze them within the theoretical framework.

It should be pointed out that, although response records are quite authentic, sound structure (such as intonation, stress, speech, rhythm) and non-verbal features (such as physical appearance, bodily posture, gestures, gaze, paralinguistic sounds) are both ignored; therefore, we cannot claim to be exhaustive on the study of such data.

0.4   The Structure of the Thesis

In Chapter 1, we focus on reviewing a relevant literature. It will discuss the relevant previous efforts made on response and point out their shortcomings to propose the perspective of the present study. In Chapter 2, we will introduce briefly Relevance Theory and Adaptation Theory and another indispensable theory to our present study: social psychological theory. And then we will flexible blend the advantages of these theories. Finally, we elaborate on our theoretic framework from four aspects: response as relevance-oriented; relevance presumption deciding choice of a particular utterance; inter-adaptation between linguistic choices and contextual choices; the Process of strategic choices. Chapter 3 and Chapter 4 are concerned with the analysis of the Process of Initiation-interpreting and the Process of Response-producing by the examples from responding to the journalists at the press conferences guided by the proposed-theoretic method. And last part, the conclusion,

we summarize the major findings made in the study and the limitations of the present research and finally give suggestions for future work.

Chapter 1
A Review of the Relevant Literature

This chapter aims to review the relevant researches. In Section 1.1, based on the previous studies, we define the key terms to be widely used in this thesis: initiation and response, initiator and responder; response, answer, and reply. In Section 1.2, we present and discuss the relevant theories and studies on responses. In Section 1.3, we summarize their weak points, which result in the necessity of the present approach. In Section 1.4, we present the perspective of the present study.

1.1   The Definition of the Key Terms

Before beginning the study, we should illustrate some key terms employed widely in this thesis: initiation and response, initiator and responder; response, answer, and reply.

1.1.1 Initiation and Response, Initiator and Responder

From a linguistic point of view (Tsui 2000; Chen 1999), an initiation is an utterance which is employed to make a request, ask a question, issue a command, or whatever. It is bound with a response inseparably. In fact initiation-response is a type of adjacency pair, in which an initiation is a first pair part and a response a second one. In other words, an initiation elicits, a response is elicited.

Correspondently, the term 'initiator' is generally used to refer to the speaker who makes a request, asks a question, issues a command, or whatever, whereas the term 'responder' refers to a person who acts in response to the request, question or command (Chen 1999).

1.1.2 Response, Answer and Reply

Until now only few linguists have paid attention to the differences between these terms (Athanasiadou 1994; Goffman 1976; Lakoff 1973). According to Goffman (1976), a response is an act, linguistic and otherwise, with the following properties: It originates what the 'is occurring' is, establishing what it is the response refers to, it is given attention by others, i.e. it is addressed, appreciated, understood at the current time. A reply is a type of response, namely, a response in which the alignment implied and the object to which reference is made are both conveyed with words or their substitutes. A reply is a thus linguistically correct reaction, which is addressed to meaningful elements of the whole initiation. Compared with a response, a reply is less general. An answer is what is said, written or done as a result of someone asking a question. An answer is always bound with a question inseparably. In fact, question-answer is a typical example of adjacency pairs. However, it does not cover all the cases at all. In practice, there may be some responses to question other than answers which nevertheless count as acceptable ones and replies which are considered as linguistically correct reactions. Therefore, a response refers to every possible reaction to an initiation, the use of the term 'response' in this thesis, instead of the more narrow 'reply ' and of the narrowest 'answer', can serve the purpose of the present study.

1.2 Previous Studies on Responses

Initiation and response are typical forms of communication. In the linguistic field, many linguists made great contributions to the study of initiation, while they gave little attention to response. So far, only a little work has been done in this field mainly from the following approaches:

the anthropological approach, the rhetorical approach, the pragmatic approach, and the conversational analysis approach. Although responses are tentatively studied from the different points of view, most of them are incomprehensive, static and unsystematic in essence. They will be briefly discussed in the following sections.

1.2.1 The Anthropological Approach

The studies by William M. O'Barr (1982) focus on the initiation of influence of language factors on responder's linguistic decision-making. That is to say, he attempted to answer the following two questions: (1) What variations do in language forms occur in the communicative process? (2) What are the effects of these variations in form in the communicative process? The ethnographic method is used to handle the first question whereas the second is answered through experimentation. Then four sets of linguistic variables and related experimental studies have constituted a major portion of the research: (1) 'powerful' versus 'powerless' speech; (2) hypercorrect versus formal speech; (3) narrative versus fragmented testimony. Although specific findings vary by experiment, the general conclusion reaches in all is that presentational style is highly significant in affecting the responder. In other words, our judgments of whether a person is telling the truth, which is of obvious significance in communicative process, is heavily influenced by linguistic variables revealed in that response. These findings are of relevance not only to the scholarship in linguistics and social psychology but also to the study of response. Moreover, the questions it raises and the conclusion it draws shed light on our present work. However, this study lays an emphasis on how minor variations in manner of response, while it provides no answer to the question why the responder would choose one linguistic form rather than another and the motivation of the linguistic

choices.

1.2.2 The Rhetorical Approach

The Chinese scholar Pan Qingyun (1997) investigates the Chinese legal language and proposes techniques through which a responder can provide preferred evidence: attempting to understand the motivation, attitude and purpose of possible; response to a hostile question with a rhetorical question; response indirectly; denying the presupposition contained in an initiation directly. This kind of research embodies that language can be employed as a strategy not only by initiator but also by responders. Although it is studied on the legal language, it will give some help in the present research. However, apart from a lack in the theoretical basis, the strategies listed by this scholar are not by no means systematic and comprehensive.

1.2.3 The Conversational Analysis Approach

Roger W. Shuy, in his paper 'Evidence of Cooperation in Conversation' (1990), analyzes responses in order to find out the intentions of the responder. He classifies responses into the following types: (1) respond fully to open-ended or wh-questions; (2) respond partially to open-ended or wh-questions; (3) respond appropriately to a person's non-question topics; (4) respond positively to yes/no or tag question; (5) respond negatively to yes/no or tag question; (6) offer on response at all; (7) defer the topic; (8) respond by changing the subject. He further discusses that the way a person selects from among these options gives clues to that person's concerns, interests, and intentions. But it is notable that, though this study is in some sense helpful to the Process of response, the classification is too general.

1.2.4 The Pragmatic Approach

Clark, H. (1991) analyzes the responding to indirect speech acts. Goffman, E. (1976) explores replies and response. And he thinks that a response is an act and linguistic and that it is a type of response, namely, a response in which the alignment implied and the object to which reference is made are both correct reaction, which is addressed to meaningful elements of the whole what is said, written or done as a result of someone asking a question. Therefore, compared to response, reply is too narrow. This fruitful result laid the foundation for our present study. Robyn Penman (1992) places the theory on politeness and face-work into a broader framework concerned with the analysis of multi-goals in courtroom discourse. By reformulating Brown & Levinson's (1978) theory, he develops a schema that can be used to interpret major strategic options available for conducting of face-work. Then he applies this schema to analyzing the courtroom discourse. Through carefully analyzing his data, he comes to the conclusions that the patterning of multifunctional utterances seems to arise from the adversarial nature of the courtroom process and from the stress experienced. Though his paper offers a new perspective and this Face Theory plays an important part in the pragmatic field, it fails to realize the dynamic and interactive nature of response. Thus it is incomprehensive when compared with our theoretical framework.

1.3 Questions Unanswered in the Previous Studies

Although different approaches have been taken to the description and analysis of responses, as presented in the previous sections, and although these studies shed some light on the present study, further efforts are still much needed. They alone cannot give a very convincing and satisfactory

framework for the dynamic study of the process of response.

First of all, these theories tend to take the speaker-oriented, not hearer-oriented view. To be more specific, in terms of initiation-response, they mainly study the initiation and less the response. Some theories that involve the study of response just limit the study to the linguistic feature of responses.

Second, the previous studies have also ignored some of the basic questions concerning the other side of communication and the approaches employed to investigate the process of response. Their research questions are kindly put, unsystematic. The reason for these problems is, to be sure, the lack of a more encompassing and systematic pragmatic theory which would have guided their research to achieve more fruitful results by being more tolerant and involving more levels of language under observation and study. The empirical researchers are not to be blamed for these problems, because such a coherent and comprehensive theory was not yet available at that time. Some pragmatic schools, in fact, have been criticized for their lack of coherence and consistence, with some theories concentrating on the initiation.

Third, they ignore the fact that what people say and how they say it are affected by many contextual correlates with which they interact. Context, according to Verschueren's Adaptation Theory (1999, 2000), is considered as a dynamic construct rather than a static one. It is the correlates of adaptability which not only motivate the initiation but, in the interactive process, are affected by these utterances. Context includes all ingredients that influence the language user's linguistic choice-making process. Since all the previous studies on this field fail to realize the more comprehensive approach is needed.

In a word, all the unsolved problems can be attributed to the lack of a coherent and comprehensive theoretical framework of language use. It is necessary to search for a more encompassing theoretical framework, and

the ready candidate is the combination of the advantages of interpretation of Relevance Theory and that of description of Adaptation Theory.

1.4   The Perspective of the Present Study

As the development of the response researches, the study of response can make more contributions to the study of communication and discourse analysis. The main purpose of this chapter, as has been shown, is to examine some relevant approaches that have been made in the area of pragmatic theory and to show whether they are applicable. In reviewing those theories, an attempt is made to create the criteria for a proper theoretical framework to study the dynamic process of response to enrich the study of communication and discourse analysis.

As all of us can receive it as a fact that relevance is the necessary condition and adaptation is the adjustment mechanism in the study of response. Therefore, we attempt to combine the merits of Relevance Theory with Adaptation Theory to study the dynamic process of response.

On the whole, due to the above inadequacies, the theories reviewed in this chapter provide neither a satisfactory description nor a sound elucidation of the dynamic process of response. However, many drawbacks in these theories can be remedied with the combination of the sufficient interpretation of Relevance Theory and the powerful description of Adaptation Theory, which will be discussed in greater detail in the next chapter.

Chapter 2
The Theoretical Framework

As discussed in previous chapter, different approaches have been applied by linguists to describe and analyze the dynamic process of response. And some approaches have laid the basic foundation for the study of this phenomenon. However, no approach is systematic and comprehensive enough to reveal the subtlety and complexity of response. Therefore, the present study, the theoretical framework of which is developed from Relevance Theory proposed by Sperber and Wilson and Adaptation Theory put forward by Verschueren is expected to be a welcomed reconsideration of this complicated linguistic phenomenon. In this chapter, we firstly introduce these two theories and social psychological theory. Then based on them, we flexibly combine the advantages of them. Finally, we will look into how this theoretical framework works in the process of response.

We think that under the theoretical framework, the process of response is both a relevance-seeking, ostensive-inferential process and a dynamic-adaptation process. The response is relevant-oriented, and the responder notices the information relevant to initiation. To line with the initiation, the responder makes the continuous linguistic and strategic choices.

In this thesis, we conveniently divide the whole process of response into Process of Initiation-interpreting and Process of Response-producing. But we should keep one fact in our mind that in the actual process of response these two processes are closely related. Even we can not notice the dividing between them at all.

2.1 Relevance Theory.

Sperber and Wilson (1986, 1995) proposed the Relevance Theory in Relevance: Communication and Cognition. They think that the process of communication is that the communicator produces a stimulus which makes it mutually manifest to communicator and audience that the communicator intends, by means of this stimulus, to make manifest or more manifest to the audience a set of assumption I (Sperber and Wilson 2001: 63). With an ostensive stimulus, however, the addressee can have not only hopes but fairly precise expectations of relevance. In other words, an act of ostensive communication automatically communicates a presumption of relevance. The presumption of optimal relevance is expressed in two parts in the following terms:

(a)The ostensive stimulus is relevant enough for it to be worth the addressee's effort to process it.

(b)The ostensive stimulus is the most relevant one compatible with the communicator's abilities and preferences. (Sperber and Wilson 2001: 271)

This definition makes the claim "that the addressee is entitled to expect a level of relevance high enough to warrant his attending to the stimulus, and which is, moreover, the highest level of relevance that the communicator was capable of achieving given her means and goals." Sperber and Wilson (2001: 271). Hence, a communicator who requests your attentions creates an expectation of optional relevance that you will get adequately relevant information as a reward. All ostensive communication, it is claimed, is governed by the Communicative Principle of Relevance, which states as follows: Sperber and Wilson (2001: 159)

Every act of ostensive communication communicates a presumption of its own optimal relevance.

According to Sperber and Wilson (2001: 119), the notion of a contextual effect is essential to a characterization of relevance. The

degree of relevance is explained based on the notions of cognitive effects and processing effort. That is to say, the greater the cognitive effects achieved by processing an input, the greater its relevance. The smaller the processing effort required, the greater the relevance.

This is a standard that guides utterance interpretation. In verbal communication, an utterance on a given interpretation is consistent with the principle of relevance if and only if the communicator could rationally have expected it to be optimally relevant to the addressee on that interpretation.

Meanwhile, Sperber and Wilson take an explicitly communicated assumption as an explicature; otherwise it is an implicature. Implicated premises are to be provided by the hearer who retrieve them from memory or constructs them. And implicated conclusions are deduced from the explicature of the utterance and the context. The weaker the implicatures, the less confidence the responder can have that the particular premises or conclusions he supplies will show the speaker's thoughts. In addition, they give a new interpretation of style: style is the relationship; another dimension along which styles may vary is in the degree to which they constrain or guide the hearer's search for relevance; style arises in the pursuit of relevance. Now let's pick up some important points to mention.

First, it is not a rule-based or maxim-based system. Communicators and audience do not have to know, let alone learn, in order to communicate effectively; communicators do not "follow" the principle of relevance; and they could not violate it even if they wanted to. The principle of relevance applies without exception: every act of ostensive communication communicates a presumption of optimal relevance. The presumption of optimal relevance is not backed by any general principle or maxim to the effect that speaks should aim at optimal relevance. It is backed by a theory of cognition from which it follows that by the very act

of requesting the hearer's attention, the speaker communicates that utterance is relevance enough to be worth the hearer's attention. What the audience have to recognize is not the principle of relevance in its general form, but the particular instantiation of it they encounter (Jiang Ling 2003:12). Second, it revised and gave addition to the Grice's inferential theory. Third, it supplies a unified theoretical framework for the interpretation of utterance. Fourth, it extends the field of pragmatics and makes it become an open communicative science.

But it has aroused a lot of discussion. Some scholars think there are some problems in this theory itself.

First, this method is mainly concerned with the explanatory aspect of utterance interpretation, but inadequate in its description. It is true that the communicator's presumption of relevance decides his choice of style, but what does the presumption of relevance refer to, and what is the relationship between presumption of relevance and contextual correlates (social relationship, status, power, time, space, etc.)? In terms of this demerit, Mey& Talbot ever said that Relevance Theory is just an isolated individual, but not a social host in the social convention and culture. Also, it can not explain that kind of conversation which does not orient to communicate new information but only to maintain or strengthen the social relationship, exercise the power. Furthermore, based on the relevance presumption, the communicators can make many choices to language. But what is the relationship between the chosen language style and the context? And which level is it chosen at the phone, vocabulary, sentence or proposition? Evidently, Relevance Theory can not supply a satisfied answer to these problems.

Second, the theoretic-relevance approach to communication puts more emphasis on the interpretation of utterance and less on the production side. According to Verschueren (2000), pragmatics is a general functional perspective on any aspect of language in use, so the

task of pragmatists should study the use of language both in production and interpretation.

2.2 Adaptation Theory

Verschueren (2000:7) regarded pragmatics as a general cognitive, social, and cultural perspective on linguistic phenomena in relation to their usage in forms of behavior; pragmatics studies the usage of language, the process of making the linguistic choices; and the process of making the linguistic choices is a kind of inter-adaptability of context and linguistic structures in actual language use according to different psychological salience degree.

First, the actual language use is the process of linguistic choices. These choices can be situated at any level of linguistic forms: phonetic, phonological, morphological, syntactic, lexical, semantic. What is more, they include the choice of strategies; They may range over variety-internal options, or they may involve regionally, socially or functionally distributed types of variation; linguistic choices are different to communicators, for instance, the different salient, different linguistic styles and strategies, etc.(Verschueren 2000: 55-56).

In communication, the process of linguistic choices can be smoothly finished in that this kind of linguistic choices include three important notions: (1) variability (the property of language which defines the range of possibilities from which choices can be made) (2) negotiability(the property of language responsible for the fact that choices are not made mechanically or according to strict rules or fixed form-function relationships, but rather on the basis of highly flexible principles and strategies) (3) adaptability (the property of language which enables human beings to make negotiable linguistic choices from a variable range of possibilities in such a way as to approach points of satisfaction for

communicative needs) (Verschueren 2000: 59-61). Moreover, variability provideingthe possibility for adaptability and negotiability is the means of adaptability.

In the process of language use, the notion adaptability can describe and explain the process of communication from four angles. They are: contextual correlates of adaptability, structural objects of adaptability, dynamic of adaptability and salience of the adaptation processes. To be more specific, contextual correlates of adaptability refers to the adaptability between linguistic choices and the ingredients of communicative context. Structural objects of adaptability can be defined as structures at any layer or level of organization as well as principles of structuring. It can be embodied in the following choices: language, language encode, language style, the ingredient of discourse; discourse choices and the principle of discourse structuring. So this part refers to the language context. Dynamics of adaptability is the unfolding adaptive processes in interaction and the feature of adaptability. The salience of adaptation processes is the status of those processes in relation to the cognitive apparatus. Verschueren thought that studying actual processes of (inter)adaptation, taking into account the full power of variability and negotiability, is the central task of specific pragmatic investigations (Verschueren 2000: 147).

In the process of language communication, a combination of contextual correlates and structural objects of adaptability can be used to define the locus of adaptation phenomena, i.e. they describe the combination of linguistic and extra-linguistic coordinates in the communicative space of a speech event (Verschueren 2000: 67). They are relatively straightforward notions which can often be conveniently used as a starting point for specific descriptive tasks in pragmatics and as parameters which have to be referred to continuously throughout an investigation. The process is the process of dynamic. It is the process of

inter-adaptability of context and structure. The salience of the adaptation processes mainly discusses how the process of adaptability gets finished and it is the medium of adaptability. And these three aspects consist of the meaning of language function in the actual language use.

Verschueren's adaptation theory, based on the pragmatic perspective systematically illustrates the phenomenon of the language, deeply explores the mental mechanism and process of human language communication and the function of society and culture to communication and explores the nature of language use. Adaptation Theory enriches the modern pragmatic theories. It enlarges the vision of study. It has highly methodical value and meaning to the study of communication and discourse analysis. Adaptation Theory sheds light on the study of pragmatics and greatly promotes the research done on language use. It has provided an adequate descriptive framework for rules of language use. In addition, it has given a detailed description about at what level is the utterance produced for a specific communicative purpose is: phonological, syntactic, semantic or textual, etc.... However, it is inadequate in its theoretical description. Verschueren claims that the universals of adaptability are incompatible with the linguistic competence innateness. It is based on "mind" in society, which is formulated by the social and cognitive factors, and consequently can explain the variety of language. He also admits that "the mental 'work' that is most visibly involved in the use of language can be discussed under three labels: perception and representation, planning and memory," (Verschueren, 2000:176) but there are thousands of objects that people can perceive, represent, plan and memorize. How can people find out the objects of adaptability? Furthermore, Verschueren believes that the process of adaptation is a process of communicator's salience to some assumptions. The problem is that why there are degrees of salience, that is, why some choices are made very consciously; other choices are made almost automatically; still

others fall in between in terms of consciousness. These are the problems that Verschueren does not deal with in Adaptation Theory.

2.3 Social Psychological Theory

In our theoretical framework, the process of response is concerning to the psychological factors. For instance, how does the process faculties of the responder's mind work in process of interpreting initiation? To convey correctly the communicative intention of the initiator and to satisfy the expectations and acceptability of the other audience, how does the responder adjust his attitude and how does he convey his intention? And what is the responders' motivation behind his linguistic and strategic choices? Some theories that can be used to explain the relationship between attitude and behavior in response process lay the foundation for these questions.

The most influential of the cognitive consistency theories has been Cognitive Dissonance Theory. This theory assumes that there is a pressure toward consistency. It deals with inconsistency between one's attitudes and his behavior. Dissonance creates psychological tension, and people feel pressure to reduce or remove it. Reducing it means restoring consistency, or consonance. The main way of reducing dissonance, if the behavior can not be revoked or changed in some way, is to change their attitudes (Festinger 1957).

2.4 A Proposed Approach: A Combination of Relevance Theory and Adaptation Theory

Based on the analysis of Relevance Theory and Adaptation Theory, we can arrive at a conclusion easily that the former provides the responder with the sufficient interpretation to the initiation in the

cognitive environment, whereas the latter offers powerful descriptive insights into the responder's making the linguistic choices to adapt to the initiator's cognitive context. Relevance Theory is concerned mainly with what is going on in the mind of the responder when he interprets the initiation to grasp his informative and communicative intentions. So we can tentatively probe into the responder's cognitive processing of the optimal relevance to his communicative intention. Adaptation Theory deals with mainly how the language users make linguistic choices in linguistic communication. In accordance with this theory, we can explore tentatively the responder's mental operations when he consciously makes target language choices to convey the initiator's intentions (Li Zhanxi 2005: 76).

But Relevance Theory gives insufficient description of specific language use. It is true that the responder's presumption of relevance determines his choice of styles. But what is his specific presumption of relevance? What is the relationship between this presumption and the specific context? What level can his presumption of relevance reach? Sound, word, clause, sentence of super-sentence level, all of these question can be not appropriately explained by Relevance Theory. To our surprise, Adaptation Theory has powerful description feature that can efficiently explain these phenomena. To these questions: How can a language user find the object of adaptability from what he perceives, represents, plans and memorizes? Why are there some differences in the salience of the adaptation process? Adaptation Theory can not give an appropriate explanation but Relevance Theory can give complement to this. So if we can combine these two theories, it will give us a sufficient account and explanation to the dynamic process of response.

According to the theoretical framework, the dynamic process of response is the process of seeking relevance and making adaptation. Specifically speaking, the linguistic choices and linguistic use of the

responder is the process of seeking relevant to the initiation and making adaptation to the initiator's and other audience' cognitive contexts. Generally speaking, we can illustrate this process of response from the following points.

2.4.1 Response as a Relevance-oriented Process

Generally speaking, in the process of response at the Press Conferences, the initiator is to make sure that the interpretation of the responder he intends to convey is consistent with the principle of relevance. All the initiators can do is present a stimulus, hoping that its perception by members of the audience carry out some cognitive processes. Meanwhile, the responder's main task is to search the interpretation of the initiation which is consistent with the principle of relevance. A stimulus is initially just one phenomenon among others: that is, just one perceptible feature of the physical environment. So as a successful responder, he does not simply pick up the assumption expressed by an initiator. More generally, he does not simply pick up assumptions from their environment. In either case, a complex cognitive process requiring mental effort is involved (Sperber and Wilson 2001: 149). Each thought process leaves the mind in a state characterized by an initially given context and possible extensions. Our brain of human thoughts is steered by the search for maximal relevance, then the mind should try to pick out, from whatever sources it is available, including its own internal resources, the information which has the greatest relevance in the initial context (Sperber and Wilson 2001: 147). So the responder's cognition is relevance-oriented. The purpose of his response is to seek the optimal relevance. Relevance is seen as a property of inputs to cognitive processes which include utterances, thoughts, memories, actions, sounds, sights, smells, and so on. By the way, it is argued in this proposed theory

that the search for the interpretation on which the utterance of the initiator will be most relevant involves search for the context which will make the interpretation possible. In processing the initiation of the initiator, the responder begins by systematically searching for contextual implications in a small, immediately accessible context consisting of the initiation that has most recently been processed. To these, further assumptions may be added subject to the following constrain. It is assumed that information is stored in memory in encyclopedic entries attached to concepts, and that the information in a given encyclopedic entry can only be accessed via the presence in the set of propositions currently being processed of the concept to which it is attached. It can be seen that in this theoretical framework not all of the contextual implications of a given proposition will be equally easy to obtain. Those derived from the contexts, which are compatible with the initiator's preferences and cognitive comprehensive abilities and can produce a wide range of contextual implications through inter-adaptation between linguistic choices and contextual correlates (physical, environment, social conventions and psychological motivations), will be relatively cheap in processing terms. Compared to these contexts, those from the contexts, which are incompatible and unacceptable, will be relatively expensive in processing terms, because of the additional effort required to access the context needed to derive them and to search these contexts systematically for contextual implications. The universal aim in processing is to obtain the maximum number of contextual implications in return for any processing effort expended. But one point we should keep in mind that at a certain point in processing that will vary from person to person and situation to situation the cost of obtaining any further contextual implications will become too high, and processing will be stop (Jiang Ling:2003:40). In a word, one point is certain: the responder is bound to find the most relevant information to their present communication.

2.4.2 Relevance Presumption Deciding Choice of a Particular Utterance

It is the relevant assumption formed by the responder that determines the linguistic and strategic choices. The responder's cognitive environment is a set of assumptions to him. It is a single property—relevance—which makes information worth processing for the responder. The initiator's stimulus makes enough manifest to the responder and attracts his attention. The task of the responder is to construct possible interpretive hypotheses about this stimulus and to choose the right one according to the principle of relevance. This kind of relevant assumption will decide how the responder chooses the linguistic style to respond the initiation in that situation. The presumption of relevance is communication by every act of ostensive communication, whatever the communication does, whether true or false, believe or disbelieve, this presumption of relevance plays an essential role in language use. In accordance with the Dynamic-adaptable process, the presumption of relevance is made during the process of adaptation, and it is the product of adapting one's linguistic behavior to those contextual correlates, which are both consistent with the principle of relevance, that is: (Sperber and Wilson 2001: 125)

(a) The contextual correlates and linguistic behavior are relevant enough for them to be worth the addressee's effort to process them.

(b) The contextual correlates and linguistic behavior are the most relevant ones compatible with the communicator's abilities and preferences.

2.4.3 Inter-adaptation Between Linguistic Choices and Contextual Choices

The process of relevance and adaptation is a process of dynamic inter-adaptation between context ingredients (the physical world, the social world, and the mental world) and linguistic structures (sound structures, morphemes and words, clauses and sentences, propositions, suprasentential units, the structures and content of text). When an utterance is chosen, it is likely to be an integrated process of choice-making, involving language and context at the same time. Linguistic choices and contextual choices are so closely related that they are regarded as unified and integrated processes of making linguistic and contextual choices. As Verschueren et al. (1999) remark "many choices are indeterminate in the sense that their meaning may be apparent only once they are situated in the given, cognitive, social, and cultural context." For a successful communication, the responder should continuously adapt the linguistic behavior to the contextual correlates in order to gain at least adequate cognitive effects in return for no gratuitous processing effort. By "adequate effects", they mean more effects than could have been obtained by processing information available elsewhere in the responder's cognitive environment, and by "gratuitous processing effort", they mean effort which leads to no reward in terms of cognitive effects, and which the speak could easily have spared the responder by formulating the utterance in a different way. Therefore, linguistic choices and contextual choices must be closely related, and one type of choices must carry along the other. This can be examined from the following aspects:

First, communication is carried on from mind to mind. The mental worlds of the initiators and responders must be involved in language use. Verschueren (1990: 90) claims "the mental world activated in language use contains cognitive and emotive elements." Cognitive choices provide a bridge between the mental and the social in the form of conceptualizations in terms of which social interaction is interpreted. And

the emotive choices in language use provide a bridge in the form of phenomena usually studied under the labels such as effect and involvement, the attitudinal prerequisites for engaging in, sustaining and "coloring" interaction. Therefore, choices of the mental world may include the users' beliefs, personality, desire, emotions, attitudes, motivations, intentions, etc.... More importantly, in the communication, not only do the initiator's choices in the mental world have effect on the linguistic choices, but the responder's choices in the mental world also have effect.

Second, choices are also made in the social worlds of the users. Verschueren (1999:91) remarks that "there is no principled limit to the range of social factors that linguistic choices are inter-adaptable with." Neither is there any, in fact, to the potential choices in the social world. Generally speaking, the choices made in the social world have to do with properties of social setting or institutions. Choices made in terms of the settings may define ratified initiators and ratified responders. Such choices often depend upon dependence and authority, or power and solidarity, not only between initiators and responders but also between initiators and/or responders and any third party which either figures in the topic of the discourse or is otherwise involved. Besides, choices of person deixis in certain settings may help specify language users' identity. Aspects of social deixis labeled by Verschueren as an attitudinal deixis may affect forms of address, pronoun choices, and the like. In addition, such choices also manifest the principles and rules on who has the right to perform what certain types of linguistic act. Therefore the perform-ability of certain acts under specified circumstances.

As described by Verschueren (1999:92): "phenomena of the utmost importance in the relationship between linguistic choices and the social world are the setting-, institution-, or community-specific communicative norms that have to be observed." In respect of the cultural-world, choices

are made in language use along a range of intersecting dimensions that help specify the inter-locator's social identities. Such cultural dimensions may include living patterns, status of the culture, social class, ethnicity and race, nationality, linguistic group, religion, age, level of education, profession, kinship, gender, sexual preference, and so on.

Therefore, the socio-cultural choices are carried in the linguistic choices that one makes in language use. According to Jeffries (1998:198), one's linguistic choice is like one's dress that may give away information about his position in the social world. "On the one hand, we may choose to use language that is socially seen as inappropriate to the situation in which it occurs. On the other hand we may choose to use language that gives us an "image" in very much the same way that our clothes tell other people something about us."

Finally, in making linguistic choices, choices in the physical world are also involved. Temporal deixis and spatial deixis may manifest the close relationship between linguistic choices and the choices in the physical world.

This term "choice-making" may misleadingly focus attention exclusively on the production side of verbal behavior, it should be clear that also interpreting involves the making of choices. Choice-making characterizes all language use. No matter whether one is producing or interpreting an utterance, he has to make linguistic and contextual choices.

As the producer of an utterance, a language user makes choices that have every possible level of the linguistic structure within their scope. Meanwhile these linguistic choices carry along their corresponding contextual choices for the sake of optimal relevance. To be specific, the ostensive stimuli, linguistic choices in particular, should inter-adapt with their corresponding contextual choices for them to be worth the addressee's effort to process them and to be compatible with the

communicator's abilities and preferences. Without the contextual choices in company, linguistic choices are impossible because communication involves both language and context.

Similarly, on the other pole of the production-interpretation scale, the interpreter makes linguistic and contextual choices simultaneously. On the one hand, he makes linguistic choices, in identifying them as they are assumed to be carried in the utterance and by adapting them to the contextual choices he has so far made. On the other hand, he also makes contextual choices as they are believed relevant to the utterance, by adapting them to the linguistic choices that he has so far made. Such processes of inter-adaptation are termed as linguistic adaptation. (Jiang Ling 2003: 35)

So in language use, choices are made in integrated processes. If one makes a linguistic choice in terms of regional, social or functional differences, how could he avoid making choices at the same time regarding to those special regional, socio-cultural, and functional aspects? In addition, choices are even made with regard to aspects of the interpreter's mental world and the interpreter roles. The interpreter's mental world is made up of many aspects. When a speaker makes a linguistic choice, he also has to make choices from the mental aspects to which his linguistic choice is to adapt. Moreover, if several people are present, he also has to make choices with regard to who is acting as his direct addressee and who is acting as his side participant or non-participant interpreters. Therefore, he has to make contextual choices together with linguistic choices. One point that should be noted in the process of inter-adaptation is that it occurs on both production and interpretation sides (Jiang Ling 2003:28).

2.4.4 The Process of Strategic Choices

The process of relevance and adaptation is the process of strategic choices. It can be illustrated as described in Verschueren in page 56 of 2000 version.

Speakers do not only choose forms. They also choose strategies. The "strategies" here refer to those specific in a certain society and/or culture. Therefore, not only linguistic choices but also the choices concerning socio-cultural aspects such as strategies are made. Such an interpretation of choices has support from the cognitive sciences. Jeffries (1998:197-228) argues for the co-existence of language and its in-built social, cultural and mental associations. According to her, choosing to use a certain language is choosing to create an image of the speaker with the regional, social, cultural implications of the language. The non-existence of one-to-one form-function mapping suggests the presence of some motivation behind linguistic choices. Basically, choices of linguistic forms for the same communicative functions represent different interpersonal considerations. Though sheer transactions do occur, most of our daily encounters are inter-action by nature. In language use, the user, consciously or more often unconsciously, follow a certain strategy or some other equivalents for the sake of successful communication. Once one is engaged in language use, he has to make choices in respective of such strategies or their equivalents. There are a whole array of social variable like age, sex, status and the like influencing linguistic choices at various levels. To achieve a particular communicative goal as well as satisfy some fundamental needs like face wants, one has to enact some inter-action strategies most of the time, though the degree of tactfulness may vary from one case to another. To implement a strategy of deference, for example, one may need to adapt his linguistic choices at such levels as style, terms of address, diction and so on.

Among the elements, one point should be noted: the adaptations to physical environment and social conventions are passive considering the

fact that the particular utterance which is made in the process of Dynamic-adaptable is basically driven by the force of communicator-external elements, physical and social; while the adaptation to psychological motivations originates from the communicator-internal instead of communicator-external motives, thus it is termed active adaptation.

The above analysis can be simply summarized as the regressive chain: the seeking of optimal relevance and communication success necessitates choice-making of a particular utterance through adaptation to contexts and formulation of presumption of relevance arrives at the proper choice of a particular utterance for seeking of optimal relevance and communication success.

So choices are made that have every possible level of structure --- within their scope. Choosing a strategy of deference, for instance, may require specific choices to be made on a wide range of structural levels, such as language, style, terms of address, lexicon in general, and so on.

For describing the phenomenon better, we attempt to divide the whole response process into two stages — Process of Initiation-interpreting and Process of Response-producing. But we still should keep one fact in our mind that in the actual process of response these two processes are closely related. Even we can not notice the dividing between them at all.

In the process of response, the responder is a mediator between the initiator and other audience present on the spot or in the front of TV. He works hard to recall his cognitive resources available and searches for the optimal relevance in the source cognitive environment and to make linguistic choices based on this relevant principle in the initiator's cognitive environment in a variable, mediating and adjustable way. In this process of responder, the responder's mental operation is in an , indeterminate state until he finally finds the optimal relevance to the

initiator's communicative intention and makes appropriate linguistic choices to convey the latter's informative intention and communicative intention.

In the Process of Initiation-interpreting, as mentioned as the above, the process of response is a process of relevance-seeking, ostensive-inferential. The process is that the responder constructs their relevant assumptions in his mind and understands what contextual effects are intended in the context, and thus forms an optimal relevant hypothesis of the initiator's intended intentions and communicative intention.

In the Process of Response-producing, we described as a process of dynamically-adaptable process between the cognitive context in the side of initiator and the linguistic structure chosen by the responder. The responder's use of linguistic structure to convey the initiator's intentions is a continuous choice-making process characterized by variableness, mediation and adjustability. Guided by this optimal relevance, the responder consciously makes linguistic choices at the different levels of the initiator utterance-building ingredients to convey the initiator's intentions or to manipulate the latter's informative intention by ensuring the cognitive consonance of the other audience. In addition, the responder adjusts his choices to other audience, motivated by his different psychological aspects. In other words, he has to take into consideration the social-cultural context, the linguistic context, his intentions as well as the expectations and acceptability level of other audience.

2.5 Summary

In this chapter, we firstly introduced Relevance Theory and Adaptation Theory briefly. And then based on the analysis of these two theories, we flexibly combined the advantages of interpretation of Relevance Theory and the advantages of description of Adaptation

Theory. Finally, guided by this theoretical framework, we think that the Process of Initiation-interpreting is a process of relevance-seeking, ostensive-inferential process. And the Process of Response-producing is a process of dynamically-adaptation process. Next chapters, these two processes will be explained in detail.

Chapter 3
Process of Initiation-interpreting

Before the responder makes his linguistic and strategic choices to adapt to the initiators' initiation and to other audience, he has to make a appropriate cognitive assumption of the optimal relevance to the initiator's communicative intention. Therefore, the Process of Initiation-interpreting---how the processing faculties of the responder's mind work is considered as the prerequisite for the sequent Process of Response-producing. So we are going to discuss in more detail in the following sections. Now, let's save a few minutes to introduce an important factor in the process of response.

3.1 Cognitive Context

Cognitive context plays a very important role in the Process of response. Different cognitive contexts lead to different interpretations of the utterance. So the relationship between them is just like water and fish. The former provides the environment for the later to exist. But we should point out that in the process of response in question, and we concentrate our main attention on conceptual cognitive abilities. As suggested as Sperber and Wilson (2001:39), manifest facts are for conceptual cognition. We can define: (Sperber and Wilson 2001:39)

(1) *A fact is manifest to an individual at a given time if and only if he is capable at that time of representing it mentally and accepting its representation as true or probably true.*

(2)*A cognitive environment of an individual is a set of facts that are manifest to him.*

So to be manifest is to be perceptible or inferable. An individual's

total cognitive environment is the set of all the facts that he can perceive or infer: all the facts that are manifest to him. An individual's total cognitive environment is a function of his physical environment and his cognitive ability.

It consists of not only all the facts that he is aware of, but also all the facts that he is capable of becoming aware of, in his physical environment. The responder's actual awareness of facts, i.e. the knowledge that he has acquired, of course contributes to his ability to become aware of further facts. However, this is not to say that any arbitrary subset of the total set of assumptions available to the organism might be encyclopedic memory, and the mental activity in which he engages, limiting the class of potential contexts from which an actual context can be chosen at any given time. In addition, any cognitive context is not given in advance, but is produced in the process of the communication. So it is dynamic.

As described as Sperber and Wilson (2001:140-143), the immediately given context is only an initial context which can be extended in three directions. "First, extensions of the context can be made by 'going back in time' and adding to it assumptions used or derived in previous deductive process. To the responder, he may have to include in the context not only the interpretation of the immediately preceding utterance, but also the interpretation of utterances occurring earlier in the exchange. Second, extensions of the context can be made by adding to it the encyclopedic entries of concepts already present either in the context or in the assumption being processed. Third, the way of extending the context is to add to it information about the immediately observable environment." So we think that the choice of a context for inferential processes in general, and for comprehension in particular, is partly determined at any given time by the contents of the memory of the deductive device, those of the general-purpose short-term memory store,

and those of the encyclopedia, and by the information that can be immediately picked up from the physical environment. These factors determine not a single context but a range of possible contexts. The selection of a particular context is determined by the search for relevance. But we should mention that relevance is not to be assessed in function of a predetermined context. Responder is not in the business of simply assessing the relevance of new information. He always tries to process information as productively as possible; that is, he tries to obtain from each new item of information as great a contextual effect as possible for as small as possible as processing effort. So in this interpreting process, it is relevance which is treated as given and context which is treated as a variable.

3.2 An Ostensive-inferential Process

We assume that the Process of Initiation-interpreting is an ostensive-inferential communication process. It can be defined as follows:

Ostensive-inferential communication: the communicator produces a stimulus which makes it mutually manifest to communicator and audience that the communicator intends, by means of this stimulus, to make manifest or more manifest to the audience a set of assumptions I. (Sperber &Wilson 2001:63)

Therefore, it can be described as in terms of an informative and a communicative intention. In the Process of Initiation-interpreting, an initiator's informative intention is to make manifest or more manifest to the responder a set of assumptions I. We take an intention to be a psychological state. Although the content of the intention must be mentally represented, it is unnecessary to have a representation of each assumption. Therefore, when the initiator's intention is to make manifest

some specific assumption, the representation of I may be in the form of a list of assumptions which are members of I . The initiator produces a stimulus which makes it mutually manifest to the initiator and the responder that he intends, by means of this stimulus, to make manifest or more manifest to the latter a set of assumptions I.

Consider the following example (1):

(1) Q: How long would Vice Premier Wu Yi visit to the DPRK last? What are the main points on her schedule? Who would she meet with? What specific questions would be discussed? [1]

In this example, the journalist's informative intention is to make manifest to the responder the specific assumption on the time, the schedule, and other activities of Vice Premier Wu Yi visiting to the DPRK. This kind of examples, where the initiator intends to convey one or more specific assumptions which he actually has in mind, are the only usually considered. But in many situations, perhaps most cases of initiation, what the initiator intends to make manifest is partly precise and partly vague. Therefore he may have in mind a characterization of I based on a representation of some but not all of the assumptions in I . For instance:

(2) Q: Today, Tokyo High Court ruled that Koizumi visited the Yasukuni Shrine in his personal capacity instead of in the capacity of Prime Minister. How do you see this ruling? Is there a distinction to China between the visit in the capacity of prime minister and that in personal capacity?

(Follow-up): Is the visit a problem even in personal capacity? [2]

Information intention in this example, is obvious a little different from the above. It is not as clearly manifest to the responder as the former example that the journalist asks for the specific information about Vice-premier Wu Yi's visiting to The DPRK. In this initiation, the

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[1] At Chinese Foreign Ministry Spokesman Qin Gang's Press Conference on 29 September 2005
[2] The same as the immediate above

initiator precisely makes manifest to the responder that Koizumi visited the Yasukuni Shrine in his personal capacity instead of the capacity of Prime Minister. But the following series questions are vaguely made manifest the responder. Since the responder must make a inference whether they are just questions as usual to ask for answering or they are the indication of a blame for the Chinese government, or anything else. In short, on the part of responder, he has to make more effort to confront with these vague informative intention compared with the precise informative one.

As regard to the communicative intention, as defined as Sperber and Wilson in 2000:

Communicative intention: to make it mutually manifest to audience and communicator that the communicator has this informative intention. (Sperber and Wilson 2000: 61)

In the Process of Initiation-interpreting, correctly grasping the communicative intention is crucial to make the appropriate response; consequently, the main task of responder is to grasp the communicative intention on initiation.

Let us take (3) for example:

(3) Q: (British Financial Times journalist) Vice-Premier Qian said mainland China will adopt flexible policy to Taiwan this January. But today the Finance Minister of China declaimed that Chinese military spending had increased by 17.7%. Do you think these two policies are consistent with each other? Does it show that mainland China is increasing a threat to Taiwan? [3]

In this example, the British Financial Times journalist conveys his informative and communicative intention to the Premier. And it implies that the increase of the Chinese military spending is closely related to Taiwan issue and its potential aim directs at the people of Taiwan. Based

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[3] At Chinese FM Tang Jiaxuan's Press Conference of the Fourth Session of the Ninth NPC

on the original initiation lexical, logical, and the historical cultural and their contextual assumptions, the responder makes the assumptions and tries to make inferences to grasp his communicative intention. So in his response, he not just gives the journalist and his other audience yes or not remark, but gives them an amount of this phenomenon to convince them that the journalist has made a misunderstanding about the intention of the Chinese government. But we should keep one point in our mind whether the responder can make appropriate, especially right contextual assumptions depends on his cognitive environment. His total cognitive environment is the set of all the facts that he can perceive or infer: all the facts that are manifest to him. His cognitive environment is a function of his physical environment and his cognitive abilities. It consists of not only the facts that he is aware of, but also all the facts he is capable of becoming aware of, in his physical environment. The Process of Initiation-interpreting can alter the cognitive environment of the responder, for the Process of response is full of cross-cultural differences. What's more, he lives in a different cognitive environment from the initiator's cognitive environment. When the initiator communicates by means of his original initiations, his intention is to alter the cognitive environment of his audience and he expects their thought processes to be affected as a result. As a member of the initiator's other audience, the responder's cognitive environment is to be altered inevitably.

3.2.1 Initiator's Ostension and Responder's Cognition

In the immediate above section, we mainly focus on the initiators' ostensive and think the Process of Initiation-interpreting is an ostensive process. The initiator's ostension is relevant enough to his audience and worthy of the responder efforts to get contextual effects and to grasp his communicative intention. But we should notice that in the Process of

Initiation-interpreting, the initiator's ostension is not so important compared to responder's inferences. Once the initiator has finished his utterance, an interpretation of his intentions will rest on the responder. This interpretation process plays a vital role in grasping the initiator's intention especially in seeking his communicative intention. The successful and proper response made by the responder depends largely on whether he uses the initiator-intended contextual assumptions when processing the original initiation and on whether he can make a right inference from the initiation based on the contextual assumptions. Given that he failed to make suitable inferences from the initiation, it inevitably leads to a complete failure of response, even causes to a upright failure of communication. Therefore, from this angle, we assume that the responder's inference process is worth our attention.

The central factor that makes response successful is the pursuit of the optimal relevance to the initiator's communicative intention on the part of the responder. The crucial mental faculty that enables him to interact with the initiators' mental is the ability to draw inference from the source initiations and their contextual assumptions.

The successful interpretation of the initiation highly depends on the context. The context in the Process of Initiation-interpreting, in our view, is a subset of the responder's psychological assumptions about the original initiations. It is dynamically come into being in the mental dialogue, in which the responder is to infer, from the initiator's ostensive utterance and their contextual assumptions and to seek the optimal relevance to the latter's communicative intention. It is the inferential nature of human communication that leads to this highly context-dependence in process of interpretation.

At the press conferences, the domestic and foreign journalists tend to concern about the Chinese diplomatic policy. Take the following initiation from the journalist of CCTV for example:

(4) Q: (CCTV) When people look back at the past five years, they generally believe that China has handled the complex and volatile international situation with skills and calmness, and successfully maintained its fundamental national interests. But there are a few who view China as being a little too soft and not tough enough. As the foreign minister, how do you see it? ... [4]

In this example, on the side of the initiator, his duty is to make his informative intention "...there are a few who view China as being a little too soft and not tough enough" manifest to Foreign Minister Li Zhaoxing. He believes that from his informative intention, Foreign Minister Li will infer his communicative intention, "too soft and not tough enough" that is the view of some people on the Chinese diplomatic attitude towards the vital diplomatic affairs. He also believes that Foreign Minister Li will understand his intention and will give him a reasonable explanation.

But on the side of Foreign Minister Li, through his mental dialogue with the initiator, firstly, he may make such contextual assumptions:

1)"too soft and not tough enough" refers to a kind of week nature of a person in dealing with issues.

2) "too soft and not tough enough" refers to the Chinese diplomatic policy in dealing with issues concerning Chinese and other nations. To be more specific, in handling some vital diplomatic issues, the Chinese Government tends to take a kind of moderate attitude, and then it, to be some degree, embodies the weakness of the Chinese Government.

3) "too soft and not tough enough" is an improper diplomatic strategy.

4) "too soft and not tough enough", this kind of comment distorted the diplomatic strategy of the Chinese Government.

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Foreign Minister Li, based on the initiator's context, and combining

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[4] At Chinese FM Tang Jiaxuan's Press Conference of the First Session of the 10th NPC

the Chinese background, has to make a serial contextual assumption. Then he makes a reasonable inference from a combination of the original initiations and contextual assumptions. Finally, he obtained the contextual effects intended by the initiator and found the optimal relevance to the initiation and made the convincing response "……With regard to your question on being tough or soft, my view is that diplomats should have a firm stance on principles and also be flexible as may be required by the specific issue. When they are tough, they also need a certain degree of softness. When they are soft, they also need a certain degree of toughness. In a word, they ought to combine firmness with flexibility.… " [5].

In the Process of Initiation-interpreting, owing to the cultural differences of different cognitive environments, the initiator and the responder tend to have different cognitive attitudes towards the same issue. To some degree, the responder tends to follow consciously his own ways of cognition or thinking to interpret the initiator's intentions. What's more, he makes linguistic choices also in the same or similar way. Therefore, although the initiators try their best to make the manifest to the responders, the latter still spend more efforts to infer their communicative intention and make the explanation to satisfy the need of the former. Of course, there is this situation that there is minor distance of understanding towards the original initiation and the long distance may exist between responder and his audience.

(5) Q: (People's Daily) Recently a new wave of China threat theory has emerged in Washington. What is the nature of such a theory? What impact will it have on the future of China-US relations? When you served as the Chinese Ambassador to the US, you once fought against the old similar theory. So what are you going to do this time?[6]

As the journalist of People's Daily and Foreign Minister Li Zhaoxing

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[5] At Chinese FM Tang Jiaxuan's Press Conference of the First Session of the 10th NPC
[6] At Chinese FM Li Zhaoxin's Press Conference of the Third Session of the Tenth NPC

are concerned, there is a minor distance of understanding on "a new wave of China threat theory has emerged in Washington..." and the reasons for this saying. Since they are rooted in the same macro-context and tend to know the basic condition of China. But to his potential audience, there is a long distance between them. As to Americans, China becomes more and more strong. If he continuously increases his military expenditure, it means that he intends to breach his promise and to form a threat to Americans and even to the peace of the whole world. Therefore, once Chinese government increases his defense expenditure to meet the requirement of defense, America becomes nervous and begins to reproach China. Therefore, Foreign Minister Li has to make contextual assumptions: the origin of the Chinese threat theory, the purpose of announcing this kind of saying, and the cognitive ability of the journalist, etc.. Based on the contextual assumptions, he successfully gets to the communicative intention of the journalist: he expects to be given a reasonable explanation about this Chinese threat theory. So Foreign Minister Li has to quote the evidence from the newspapers to make the question clear.

Li Zhaoxing: Recently I came across a group of figures from a western newspaper. Let's take a look at them together to see whether the theory makes sense or is nothing but ridiculous nonsense. In 2004, the defense expenditure of the US was US$455.9 billion, accounting for 3.9% of its GDP, while that of China in the same year was only RMB211.7 billion, making up 1.6% of China's GDP. The US defense expenditure was 17.8 times that of China. In 2004, the per capita defense expenditure in the US was US$1,540 while that of China was about US$20, with the US figure being 77 times that of China. In 2003, the US defense expenditure accounted for 47% of the global total, exceeding the add-up of the following top 25 countries in the world with the largest defense expenditure. The figure was also 3.5 times the total sum of the

defense expenditure of the other four permanent members of the Security Council.

China follows the road of peaceful development. To maintain peace is both the starting point and the purpose of Chinese diplomacy. I believe that all those who respect truth will see China as a staunch force for peace in the world. [7]

From the analysis of these examples, we maintain that the responder is expected to follow the initiator's mode of cognition and thinking to the process of the latter's intentions correctly. What's more, according to our analysis, we assume that three procedures move on in this process.

First, while processing the original initiations, the responder gradually begins to establish the macro-context of them and to memorize the initiator's propositional information. And then he begins to form the contextual assumptions to guess or infer the communicative intention. Second, with the macro-context and the contextual assumptions in his mind, the responder is supposed to search for the optimal relevance. Third, while analyzing the communication clues in the source of initiation, the responder is to store consciously in his mind and memorize the original linguistic form and stylistic features. Finally, combining all these elements, he moves on making proper inferences from the initiation.

3.2.2 Initiator's Explicature Intention and Responder's Cognition

An explicature is a combination of linguistically encoded and contextually inferred conceptual features (Sperber and Wilson 2001: 182). The smaller the relative contribution of the contextual feature, the more explicit the explicature will be, and inversely. From the context, the propositional form of the utterance and the propositional attitude

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[7] At Chinese FM Li Zhaoxin's Press Conference of the Third Session of the Tenth NPC

expressed, all explicatures of the utterance can be inferred (Li Zhanxi: 2005:93). The responder's task in recovering the explicatures of the initiation by initiator is to identify its proposition form. In this section, we will investigate this task in more detail and show how it is carried out.

According to the principle that the right interpretation is the one that is consistent with the principle of relevance, we can suggest that the identification of explicature is consistent with the principle of relevance. The responder will find the solution to interpret the explicature of the initiator with the least effort. To be more specific, the identification of explicature is entirely determined by a principle of relevance and a principle of least effort (Sperber and Wilson: 2001:185).

Correctly understanding initiation to avoid disambiguation, the responder greatly depends on contextual information and the general encyclopedic information under the guidance of the principle of optimal relevance.

Consider the following example (6):

(6) Q: We know that for a very long time officers and servicemen of the Chinese military has been receiving low wages. And right now the tension in the Tanwai Straits is aggregating so it is natural that you have enhanced with regard to the military expenditure. But most recently the military expenditure increase was 14.7%, almost highest in four to five years. So these may concern a part of countries because they worry china claims that it is rising peacefully on the one hand, but on the other hand, the increase in military spending has been kept at. Could you tell us some reasons to make those countries less worried and also tell us why?[8]

To properly understand the initiator's explicatures, the responder has to rely on the proposition of initiation and to combine his general encyclopedic knowledge about the basic condition of China. Based on the proposition of initiation, the responder can arrive at the initiator's

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[8] At Chinese FM Li Zhaoxin's Press Conference of the Fourth Session of the Tenth NPC

explicatures that the increase of Chinese military expenditure embodies that the rising of China makes some countries worried. It could mean either that Chinese Government increases the Chinese military spending to expand the strength in the world to cause some kind of threat to other weak nations or that Chinese Government does that to satisfy the normal requirement of the army. At the purely linguistic level, there is no reason to assume that the latter assumption is more accessible than the former one; no reason, then why one interpretation should be preferred. The selection manifestly involves contextual factors and the general encyclopedic information about the Chinese nation. Owing to the different cultural background, in the eyes of many foreigners, this kind of action of Chinese Government means the aggression to other nations.

3.2.3 Initiator's Implicature Intention and Responder's Cognition

An implicature is a contextual assumption or implication which the initiator, intending his initiation to be manifestly relevant, intended to make it manifest to the responder (Sperber and Wilson 2000: 194). It includes implicated premises and implicated conclusions. Implicated premises must be provided by the responder, who must either retrieve them from his memory or construct them by developing assumption schemas retrieved from the memory. What makes it possible for the responder to process these premises as implicatures is that they lead to an interpretation of the initiation consistent with the principle of relevance. Implicated conclusions as implicatures are that the initiator must have expected the responder to derive them, or some of them, given that he intended his utterance to be manifest relevant to his responder. Thus implicatures premises and implicatures conclusions are both identifiable as parts of the first inferable interpretation consistent with the principle of

relevance in the responder's cognitive processing (Sperber and Wilson: 2001:195). In the former section we discussed that how the responder identifies the initiator's explicature intention under guidance of the principle of relevance. In this section, we will show how the principle of relevance helps the responder recover implicature intention. The initiator may have the reason to believe that certain information would be relevant to the responder without having the faintest idea what its relevance will be. We will argue that the implicatures of an utterance are recovered by reference to the speaker's manifest expectations about how the utterance should achieve optimal relevance (Sperber and Wilson: 2001:194).

In the Example (3) (P 34), the journalist believes that his explicature "...mainland China will adopt flexible policy to Taiwan this January. But today the Finance Minister of China declaimed that Chinese military spending......." is relevant to Foreign Minister Tang and worthy of the latter processing effort. The journalist must have expected Foreign Minister Tang to derive its implicatures, given that he intended his utterance to be manifestly relevant to Foreign Minister Tang. During Foreign Minister Tang's mental interaction with the journalist, based on the explicature information and encyclopedic information about the issues "Taiwan" and "increase of Chinese military expending", Foreign Minister Tang will either retrieve implicated premises from his memory or construct them by developing assumption schemas retrieved from his memory. In his mind are these implicated premises:

1) Taiwan is a part of China;

2) The increase of Chinese military expending is to satisfy the basic need of army;

What makes it possible for Foreign Minister Tang to process these premises and implicated intention of the journalist is that they lead to an interpretation consistent with the principle of relevance. Then Foreign Minister Li reaches an implicated conclusion: in the eyes of the journalist,

there is a necessary relationship between Taiwan and the increase of the Chinese military spending and finds the optimal relevance to the journalist's communicative intention. The implicated conclusions are deduced by the journalist from the explicatures and the presumption of the journalist towards the issue. Thus, it perfectly embodies that implicated premises and conclusions are both identifiable as parts of the first inferable interpretation consistent with the principle of relevance in the Process of Initiation-interpreting.

What's more, the implicature of an initiation—like assumptions in general — may vary in their strength. "The greater the mutual manifestness of the informative intention to make manifest some particular assumptions, the more strongly this assumption is conveyed. The strongest possible implicatures are those fully determinate premise or conclusions, which must actually be supplied if the interpretation is to be consistent with the principle of relevance, and for which the initiator takes full responsibility. Strong implicatures are those implicature premises and conclusions which the responder is strongly encouraged but not actually forced to supply. The weaker the encouragement, and the wider the range of possibilities among which the responder can choose, the weaker the implicatures will be (Sperber and Wilson: 2001:199)."

(7)Q: (Le Monde) Recently in an interview you gave to the People's Daily, you said that socialist system and democratic politics are not mutually exclusive. You also said that an initial stage of socialism will persist for a hundred years. Do you mean by that there will be no democracy in China in the next one hundred years?[9]

In this example, on the side of the journalist, he produces his informative intention, "...here will be no democracy in China in the next one hundred years". The mutual manifestness of his informative intention to make manifest his strong implicatures is greater, and the implicatures

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[9] At Chinese Premier Wen Jiabao's Press Conference of the Fifth Session of the Tenth NPC

are more strongly communicated: if China will go through one hundred years of the basic stage of the socialism, during this long period, whether the Chinese government still advocates the spirit of democracy. On the side of Premier Wen, when processing this implicatures, he is strongly encouraged to provide the implicated premises: in the foreigners' eyes, they wondered whether China still needs the spirit of democracy if we need one hundred years to build the basic stage of socialism. Thus it is easier for Premier Wen to find the optimal relevance to the journalist's communicative intention.

Meanwhile, besides strong implicatures, the initiator sometimes produces weak implicatures. An initiation with a wide range of weakly implicated premises or conclusions again forces the responder to use some subset of these assumptions, and to take them as a part of the initiator's beliefs, thought, culture, etc.. Obviously, the weaker the implicatures are, the less confident the responder will feel about whether the particular premises or conclusions he supplies will reflect the initiator's thoughts. However, the responder may entertain different thoughts and have different beliefs from the initiator on the basis of the same cognitive environment. But all of us know that the aim of communication in general is to increase the mutuality of cognitive environments as the communication goes on rather than guarantee an impossible duplication of thoughts.

(8) Q: (Associated Press) China conducted an anti-satellite test this year. Although the United States and the former Soviet Union did the same in the past, they haven't done so in the last 20 years. Are this test and the fact that China is steadily enhancing its military power consistent with China's advocacy of peaceful development?[10]

In this example, this American journalist expressed the strong imlicatures: requesting Premier Wen Jiabao to give a suitable response to

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[10] At Chinese Premier Wen Jiabao 's Press Conference of the Fifth Session of the Tenth NPC

the initiation. But besides the explicature, the journalist, representation of his own country, produces some weak implicatures, such as a reproach for China enhancing its military power, a warning to China that he does not obey his promise of advocating of peaceful development, a suggestion that China should change its irresponsible behavior as a big country. So because of the different cultural backgrounds, Premier Wen has to spend more efforts to interpret the weak implicature of the journalist. And he has to turn to more knowledge to assume the journalist's intention and conveys his own thoughts and beliefs to the journalist.

3.2.4 Initiator's Style and Responder's Cognition

Sperber and Wilson (2001: 217) hold that style is the relationship. From the style of a communication it is possible for the responder to infer such things as what the initiator takes to be the responder's cognitive capacities and level of attention, how much help or guidance the author is prepared to give the responder in processing his utterance, the degree of complicity between them, their emotional closeness or distance. In other words, the initiator not only aims to enlarge the mutual cognitive environment he shares with the responder; he also assumes a certain degree of mutuality, which is indicated, and sometimes communicated, by his style (Sperber and Wilson 2001: 217-218).

"The choice of style is something that no initiator can avoid (Sperber and Wilson 2001: 218)." In aiming at relevance, the initiator must make some assumptions about the responder's cognitive abilities and contextual resources, which will necessarily be reflected in the way he communicates, and in particular in what he chooses to make explicit and what he chooses to leave implicit. The initiator aiming at optimal relevance will leave implicit everything the responders who can be

trusted to provide with less effort than would be needed to process an explicit prompt. The more information he leaves implicit, the greater the degree of mutual understanding he makes it manifest that he takes to exist between himself and the responder...what's important, however, is that the initiator must choose some forms in which to convey his intended message, and that the form he chooses cannot but reveal his assumptions about the responder's cognitive resources and processing abilities.

Another dimension along which styles may vary is in the degree to which they constrain or guide the responder's search for relevance (Sperber and Wilson 2001: 218). Style arises, we maintain, in the pursuit of relevance. Gutt (1991, 2000:134) argues that the point of preserving stylistic properties lies not in their intrinsic value, but rather in the fact that they provide communicative clues that guide the audience to the interpretation intended by the communicator in his works. He emphasizes how important the way the initiator's thoughts are expressed. We believe that in the process of interpretation of initiator, the responder must give his special attention to the initiator's communicative clues as well as the initiator's general or special language style. These clues and language style necessarily recover the initiator's particular way of expressing his thoughts and beliefs. All these may provide the responder with some references to the initiator's communicative style when the responder makes linguistic choices in the target cognitive environment to convey the initiator's intentions.

Stylistic differences are just differences in the way relevance is achieved. One way in which styles may differ is in their greater or lesser reliance on thoughts and beliefs in the initiator's mind, just as they may differ in their greater or lesser reliance on implicatures and in the way they exploit the back-grounding and foregrounding of information in their explicatures. In general, the wider the range of potential implicatures and the greater the initiator's responsibility for constructing them is, the more

creative the implicature.

(9) Q:...But in my view, there is only one country in today's world who dictates international affairs and international situation, because otherwise how can we explain such a situation in which a superpower---what I mean is the United States, will be able to invade a sovereign state---I refer to Iraq, and the International Community has failed so far to give a reasonable response to this kind of action. And how can we explain that when a sovereign county is trying to pursue peaceful use of nuclear energy, it has gone under criticisms from relevant countries. But when a country, what I mean is Israel, is developing nuclear weapons, the International Community is turning a blind eye to it. Isn't this kind of thing an employment of double standards? Are not the International Community and the United Nations under these two scenarios and situations different from those that you talked abut, Mr. Foreign Minister?....[11]

The macro-context of this initiation is that in the world, on the one hand, the political pluralization and development of economic globalization exist, and on the other hand many areas are unrest and even break out the local wars; unreasonable economic order exists in the world and North-south gap is widening; the order of culture is unreasonable, that is to say, some states own excellent country culture, but unfortunately are unknown to others. In this situation, the journalist attributes it to the whole International Society and the United States. In his remarks, the journalist makes his weak implicatures "the International Society" and "the United Nations" to Foreign Minister Li and believes that he will take it for granted that the International Society and the United Nations do not undertake the duties for the whole world. Thus Foreign Minister Li can grasp the optimal relevance to the journalist's communicative intention, "he requires Foreign Minister Li to make comments on this

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[11] At Chinese Foreign Minister Li Zhaoxin 's Press Conference of the Fifth Session of the Tenth NPC

situation."

In terms of stylistic features, the journalist employs the parallel structures and believes that Foreign Minister Li will be able to make a correct cognitive processing of the original stylistic features. This style can be considered as communicative clues to the interpretation by Foreign Minister Li.

Following the journalist's ways of cognition and thinking sentence by sentence, Foreign Minister Li succeeds in uncovering the meaning "the International Society and the United States do not undertake the duties for the whole world".

Such a wide range of weakly implicated premises or conclusions encourage Foreign Minister Li to use some subsets of these contextual assumptions and regard some sets of them as a part of the journalist's belief. He may feel less confident about whether the contextual assumptions he provides will reflect the journalist's thoughts. Consequently, these questions create a wide array of weak implicatures.

3.2.5 Optimal Relevance and Responder's Cognition

According to Gutt (2000: 76-79), for communication to be successful the responses produced must be inferentially combined with the initiator-envisaged contextual assumptions. If the responder is well aware of the initiator's contextual situation, clearly it's easier for him to interpret his initiation to grasp the communicative intention of the initiator guided by the optimal relevance. Evidently, in the process of initiation-interpreting, the responder may fail to use the right contextual assumptions intended by the initiator, and perhaps uses others instead. It causes to misinterpretations. So how does the responder's mind work when giving those misinterpretations? Is there a closed relationship between two principles of relevance and right interpretation or

misinterpretation?

In relevance, we make two fundamental claims, one about cognition, the other about communication:

(1) *Human cognition tends to be geared to the maximization of relevance.*

(2) *Every act of ostensive communication communicates a presumption of its own optimal relevance.* (Sperber and Wilson 2001: 260)

What the First Principle of Relevance says it that human cognition tends to be organized so as to maximize relevance, while the Second of Relevance says it that human communication tends to grasp the optimal relevance. Obviously, the Second of Relevance is grounded of the First Principle of Relevance, and the further assumption that the First Principle does indeed make the cognitive behavior of another human predicable enough to guide communication. In the process of initiation-interpreting, we assume that the responder automatically aims at the maximal relevance, and that estimates of this maximal relevance affect his cognitive behavior. Achieving maximal relevance involves selecting the best possible context in which to process an assumption: that is the context enabling the best possible balance of effort against effect to be achieved. Due to different responders have different cognitive abilities and their different subjectivities, each responder of them may have his own interpretation of the initiator's intentions. In addition, the responder of different times may have different understandings of the same initiation. Besides the historical factors, the responder's own experiences, personality, expertise and his attitudes towards the characters of the initiation may exert some influence on his interpretation.

In identifying weak implicatures of the initiator, the maximal relevance which the responder achieves sometime produces a distance or variation between the initiator and himself. The reason for this is that the

responder fails to find the optimal relevance to the initiator's communicative intention according to the latter's intended contextual assumptions. We assume this may be the deep-rooted psychological, social, and historical reasons for his misinterpretations. Therefore, guided by the maximal relevance, the responder's linguistic choices may come to failure in rendering culture-specific weak implicatures of the initiation.

Only after he finds the optimal relevance according to the initiator's contextual assumptions and on the basis of the maximal relevance the responder is able to adjust his linguistic choices well to his initiator and his target audience by ensuring their cognitive consonance. This combination of grasping maximal relevance and optimal relevance will ensure a successful initiation-interpreting and a successful communication.

3.3 Summary

In this chapter we have investigated the dynamic of the process of initiation-interpreting, that is, how the processing faculties of the responder's mind work when he makes a correct cognitive processing of the optimal relevance to the initiator's communicative intention. We have discussed in more detail how the responder processes the initiator's ostension, explicature and implicature intention, stylistic features and how the optimal relevance leads to the responder in initiation-interpreting.

In the following chapter we are going to embark on how the responder's mind operates when he adjusts his linguistic choices to adapt to the initiator and the target audience after having found the optimal relevance to the initiator's communicative intention.

Chapter 4
Process of Response-producing

In the previous chapter, we have analyzed the research of results on the dynamic process of response-producing and pointed out some shortcomings. First, they do not state clearly the specific procedures in which the responder makes linguistic and strategic choices and the motivations behind the choices. Second, they tent to neglect how the responder deals with cultural defaults; let alone how he manipulates the original initiations to cater to the political, ideological, and aspects prevalent in the target cognitive environment.

In the former chapter, we have discussed how the processing faculties of the responder's mind operate during his mental dialogue with the initiator in the Process of Initiation-interpreting. And in that chapter, we have focused on the point that the responder makes a correct cognitive processing of the optimal relevance to the initiator's informative and communicative intention. What's more, we should be well aware that the optimal relevance that the responder manages to seek is the prerequisite of the Process of Response-producing in which the responder adjusts his linguistic choices to adapt to the communicative intention of the initiator and the acceptable level of the other audience, motivated by his different psychological aspects.

In this chapter we are going to focus on how the responder makes the linguistic choices and strategic choices to adapt to the communicative intention of the initiator and to other audience after he grasps the optimal relevance. What's more, we will look into the motivations of the responder that makes the linguistic choices in the process of response-producing. In addition, we will examine which main pragmatic parameters · constrain the dynamically-adaptable process from the

responder to the other audience.

4.1 A Dynamic-adaptation Process

In this process, let us make an assumption that having sought the optimal relevance, the responder will engage himself in making careful linguistic choices and strategic choices at the various levels of the language to correctly convey the initiator's communicative intention by ensuring the cognitive consonance of the initiator and other audience. The responder's choices of linguistic and linguistic strategies are to be negotiated for language-internal (i.e. structural) reasons and/or target language-external reasons (Verschueren 1999:55-56). "These choices can be made at any level of linguistic form, including phonetic, morphological, syntactic, lexical, and semantic. They may range over variety-internal options, or they may involve regionally, socially or functionally distributed types of variation. (Verschueren 2000: 56)"

According to the description by Verschueren (2000: 55-58), the responder's linguistic and strategic choices include the following points: First, the responder's linguistic choices are indeed made at every possible level of structure. What's more, choice-making at different levels is simultaneous. Second, the responder does not only choose forms, but also chooses strategies. Choosing a strategy of deference, for instance, may require specific choices to be made on a wide range of structural levels, such as language, style, terms of address, lexicon in general, and so on. Third, the process of making choices may show any degree of consciousness, conscious or automatic. Fourth, choices are made both in producing and interpreting an utterance, and both types of choice-making are of equal importance for the communication flow and the way in which meaning is generated. Fifth, the responder has no freedom of choice between choosing and not choosing, except at the level where he

or she can decide either to use language or to remain silent. Once language is used, the responder is under an obligation to make choices, no matter whether the range of possibilities can fully satisfy the communicative needs of the moment. Sixth, as a rule, the linguistic choice of the responder is not equivalent. This does not mean that even then there was anything 'neutral' about the choice. Clearly there was a correlation with patterns of social dominance. Finally, choices evoke or carry along their alternative. In other words, any choices of a form motivated by its placement along any dimension of meaning not only designates that specific placement but conjures up the entire dimension as well.

Based on the previous description, we argue that the Process of Response-producing is the process of dynamic-adaptation in which the responder's linguistic choices and linguistic strategies focus on satisfying the communicative intention of the initiator and the acceptable level of the other audience, motivated by his own different psychological aspects. The psychological ingredients cover his consciousness of the social-cultural and linguistic context of the initiator's cognitive environment, his own communicative intention as well as the expectations and acceptability of the target audience. But one point that should be kept in our mind is that adaptation process is guided by the optimal relevance which the responder has sought in the process of initiation-interpreting.

As discussed as before, the notion of adaptability will enable us to assign four clear tasks to pragmatic descriptions and explanations. In addition, these four 'tasks' or 'angles of investigation', which do not constitute separable topics of investigation but which should be seen as focal points in one coherent pragmatic approach to language use, are the following: the contextual correlates of adaptability, the structural objects of adaptability, the dynamics of adaptability, and the salience of the

adaptable process (Verschueren 2000: 61-65). Now we are going to embark on four aspects of pragmatic investigation on how the responder makes dynamic adjustment to his initiator and target audience, motivated by his different psychological aspects.

4.2 Contextual Correlates of Adaptability and Responder's Mental Workings

According to Verschueren (2000: 66), contextual correlates of adaptation include all of ingredients of the communicative context with which linguistic choices have to be inter-adaptable. The range goes from aspects of the physical surroundings (e.g. distance as an influence on loudness of voice) to social relationships between initiator and responder of the interlocutor's state of mind. Including states of mind under the label of context is a deviation from common practice in linguistics. By contextual correlates of adjustability, we mean the social world, the physical world, and the mind world, and the linguistic context of the target cognitive environment, the responder's intentions, and the receptor audience's expectations and acceptability level. It is necessary to stress here that it is impossible and unnecessary to cover all the possible contextual correlates of adaptability, only those that be seen to be prominent, that is, those that the linguistic choices are obviously inter-adaptable with. Thus the correlates of adaptability presented in this section cannot be considered complete, but prominent.

It is worth mentioning that the context in this process is dynamically generated in a communicative process in which the responder consciously makes the linguistic choices and strategic choices to adapt to the cognitive environment and convey the initiator's intentions. As discussed as the former chapter, the responder's choices are guided by the optimal relevance and they are made with the initiator's cognitive environment in

his mind. All the ingredients of contextual correlates get activated by the responder's cognitive processing during his communication with the initiator and his audience.

Next we shall discuss in more detail how these contextual ingredients influence the responder's choice-making in the process of response-producing.

4.2.1 Response as Adaptation to the Social World

This is no principled limit to the range of social factors that linguistic choices are inter-adaptable with. Most of them have to do with properties of social settings or institutions. Phenomena of the utmost importance in the relationship between linguistic choices and the social world are the relationships of dependence and authority, or power and solidarity between initiator and responder (Verschueren 2000: 91). Therefore it is expected that there is a cooperative and supportive mode in direct-examination and a combative and adversarial mode in cross-examination. However, we cannot find such a contrastive mode in the data. Thus the relationship between the initiator and the responder is not the prominent contextual correlate with which the responses are inter-adaptable. So in the Process of Response-producing, the responder has to mobilize the cognitive resources available to understand the communicative intention, then give a careful thought to their social factors, and finally employ an appropriate response strategy to adapt the initiator's and other audience' cognitive environments.

(10)Q: (CNN)... Your government says it will use force against Taiwan if it fails to resume talks on reunification eventually. But many people outside China fail to understand how the threat of force can be a positive incentive to the people of Taiwan to make them want to be reunited with mainland China. Isn't it sort of like telling your ex-wife that "If you don't

come back together with me, I might have to kill you?" [12]

Zhu: On the Taiwan issue, I don't think I have too much to add. I think you have given a very vivid and interesting example. But it is dramatically different from the main point that I was talking about on Taiwan. We have already made it very clear that we will never promise to renounce the use of force. However, that statement is not directed at the people of Taiwan. It is directed at those external forces who attempt to interfere in China's internal affairs and at those splittist forces in Taiwan who are trying to achieve Taiwan independence. The example you used is something to be governed by a marriage law, and the case you described does not follow the stipulations of the marriage law. But what I have been talking about is something that has been stipulated, provided and agreed upon by the international law. [13]

In this example, the optimal relevance to this American journalist's communicative intention is that Chinese government uses the force to Taiwan directing at the people of Taiwan. In mind of the journalist, the relation between Taiwan and the mainland China is simply like that between ex-wife and husband. Responding to this kind of initiation, the responder has to take some social factors into consideration, such as the dignity of our own nation, his own authority, and other cultural elements. Since the responder at the press conferences tends to represent his own country, his remarks may lead to great response among great other audience. Therefore, Premier Zhu's response adapts to the relationships among America, Chinese and Taiwan that America tends to interfere in Chinese internal affairs on this issue. So in this Process of Response-producing, guided by the optimal relevance, Premier Zhu takes the direct response strategy to express his strong attitude towards this issue. Meanwhile, his remarks represent and maintain the standing of

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[12] At Chinese Premier Zhu Rongji's Press Conference of the Third Session of the Ninth NPC
[13] At Chinese Zhu Rongji's Press Conference of the Third Session of the Ninth NPC

Chinese government and his own authority.

4.2.2 Response as Adaptation to the Psychological Motivations

In this section, we will concentrate on an important contextual factor, that is, the responder's psychological motivations. Psychological motivations in this study refer to responder's spontaneous motives or intentions behind their performance of a specific act of response. The responder's motives or intentions influence or even decide both what to say and how to say. Therefore, driven by the adaptation to their various psychological motivations, responders may choose various linguistic strategies. So in this section we will focus on the linguistic strategies used by responders in the process of Response-producing and adapt to his psychological motivations. We will be particularly concerned to show that certain linguistic strategies are always associated with attempts by responders to adapt to their various psychological motivations with the purpose of realizing or approaching their communicative goals. Based on Adaptation Theory and the research materials, we find that there are at least following prominent linguistic strategies which result from and reflect such adaptation: 1) clarification responses; 2) avoiding responding; 3) implied to initiation. As a natural consequence, their pragmatic functions will also be explored.

4.2.2.1 Clarification the Initiation as a Response

Clarification refers to make whole or part of initiation clear. It is frequently used in the response. In particular, at the press conferences the responder tends to adopt this response strategy to clarify some misunderstanding initiations. Let's take the following remarks for example:

(11)Q: (CNN) The question I'd ask the question about the Anti-Secession Law. In the legislation you set up what you would call China's right to use non-peaceful means against Taiwan. What would you like to clarify what those means could be? And if there is a conflict, a broader conflict with the United States, could China build an army that could win any war it has to fight, as you stated in your address to the NPC?[14]

Wen: First of all, let me explain again what kind of law the Anti-Secession Law is. It is by no means promulgated against the people in Taiwan. It is to oppose and check Taiwan Independence forces. It is by no means a war bill; it is for peaceful reunification of the country. It is not aimed at changing the status in the Taiwan Straits, which is that both sides belong to one China. It is conducive to peace and stability in the Taiwan Straits. [15]

(12) Q: (British Financial Times journalist) Vice-Premier Qian said mainland China will adopt flexible policy to Taiwan this January. But today the Finance Minister of China declaimed that Chinese military spending had increased by 17.7%. Do you think these two policies are consistent with each other? Does it show that mainland china is increasing threat to Taiwan.[16]

Tang: I think that you shouldn't combine the normal increasing of Chinese military spending with Taiwan problem in that they belong to different categories.[17]

In the example (11), Premier Wen, guided by the optimal relevance correctly understood the communicative intention of the journalist. And motivated by expressing the long-standing attitude towards the issue of Taiwan, Premier Wen used the clarification linguistic strategy to respond

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[14] At Chinese Premier Wen Jiabao's Press Conference of the thirds Session of the Tenth NPC
[15] At Chinese Premier Wen Jiabao's Press Conference of the third Session of the Tenth NPC
[16] At Chinese Foreign Minister Tang Jiaxuan's Press Conference of the Fourth Session of the Ninth NPC
[17] At Chinese Foreign Minister Tang Jiaxuan's Press Conference of the Fourth Session of the Ninth NPC

to the journalist. Meanwhile, he made all the other audience gain his intention and the Chinese government's attitude. In the following example, the foreign journalist combined the increase of Chinese military spending with Taiwan issue. And in his opinion, the increase of Chinese military expenditure means that Chinese is threatening Taiwan. But on the side of Chinese, that is not his real purpose. In this case, Foreign Minister Tang has to clarify this misbelieve. Therefore, Foreign Minister Tang directly responded him that "I think that you shouldn't combine the normal increasing of Chinese military spending with Taiwan problem in that they belong to different categories."[18]

4.2.2.2 Avoiding Responding to Initiation

Avoiding responding in this study refers to refuse or supply not enough information to the initiation. In the process of response-producing, the responder frequently takes this kind of strategy to refuse expressing the attitude towards the sensitive or some doubtable initiations. This strategy tends to embody the intention of responders and their motivations. Please look at the following examples:

(13) Q: (Deutsche Presse Agentur) Premier Zhu, this year will be very crucial year and selection of the new leadership. And this year, your successor has to be chosen. They are very capable advisor premiers and some dedicates also spoke favorable of Wen Jiabao for example. Can you comment and what is your personal advice to your successor. [19]

Zhu: I think it's still too early for you to propose the question because even I don't have the answer to your question. Therefore how can I construct answer? I'm so sorry.[20]

(14)Q: ···Do you think there will be one major currency emerging

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[18] At Chinese Foreign Minister Tang Jiaxuan's Press Conference of the Fourth Session of the Ninth NPC
[19] At Chinese Premier Zhu Rongji's Press Conference of the Fifth Session of the Ninth NPC
[20] At Chinese Premier Zhu Rongji's Press Conference of the Fifth Session of the Ninth NPC

in Asia? Do you think it will be the Japanese yen or the Chinese RMB? Do you think there is the possibility for the Chinese RMB to become one of the major currencies in the world? [21]

Zhu: The question whether the RMB will become a world currency, in my view, is not a question that should be answered by me and I think it is too early now to discuss this question.···[22]

The question like (13), Premier Zhu thought it was a question unknown to even himself. Therefore, he had no way but refusing to respond to this initiation specifically. So he said: "I think it's still too early for you to propose the question because even I don't have the answer to your question. Therefore how can I construct answer." . While the question in (14), it is concerned about the uncertain problem. Premier Zhu thought that it was beyond his power to give a thorough account of this initiation. Consequently, he had to adopt the refusing strategy to respond to the journalist. Based on these examples, we can infer that motivated by various reasons, the responders frequently use the avoiding response strategy to the initiation.

4.2.2.3　Implied to Initiation

In the Process of response, the responders usually do not give the direct response to the initiation, but the initiator and other audience can get the potential meaning from his response. We call this kind of response as implied strategy. In the conversation with the journalists, the responders frequently have to use this strategy to respond to some sensitive initiations because of various reasons.

(15) Q: When Premier Zhu Rongji just became premier, he said whatever lies ahead, be it a field of landmines or unfathomable abyss, he

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[21] At Chinese Premier Zhu Rongji's Press Conference in 2006
[22] At Chinese Premier Zhu Rongji's Press Conference in 2006

will exert all his efforts and contribute all his best to the country until the last minute of his life. Compared with his working style, what are the features of your working style? [23]

Wen: I have a lot of respect for Premier Zhu. He has many strong points that I need to learn from him. As for myself, it is generally believed that I am quite mild-tempered. But, at the same time, I am someone who has deeply held convictions, who holds his grounds if it is consistent with his principles and who is confident and courageous enough to take up responsibilities. Since I became premier, I have been whispering two lines written by Lin Zexu (a patriotic Qing Dynasty official in the 19th century) to myself. And they are: I will do whatever it takes to serve my country even at the cost of my own life, regardless of fortune or misfortune to myself. This will be the attitude in which I will start my work.[24]

In this example, Premier Wen did not directly and clearly respond how to behavior in his work, but he quoted poem by Lin Zexu to imply his working style in the future. It is easy for the initiator and the audience to grasp this implied meaning.

4.2.3 Response as Adaptation to the Level of Audience's Expectations and Acceptability

In the process of Response-producing, while the responder makes the linguistic choices respond to the initiation, he has to take other audience's expectations and acceptability into consideration. The audience in question includes not only the Chinese people but also a large number of foreigners. Therefore, the more the audience is assumed to know, the less likely that the responder will be inclined to intervene with

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[23] At Chinese Premier Wen Jiabao's Press Conference of the First Session of the Tenth NPC
[24] At Chinese Premier Wen Jiabao's Press Conference of the First Session of the Tenth NPC

lengthy explanations. But in the actual process of response, the responder has to adjust his linguistic choices to the level of expectations and acceptability of the audience.

(16) Q: ...As we all see that China is now making a peaceful rise. During this process of peaceful rise China's influence in today's world is also on the rise. But China keeps saying that it will not interfere in other's internal affairs. How can it be possible without exerting any influence on other countries while staying away from interfering in other countries' internal affairs?...[25]

Li: ...China is still a developing country. We are still faced with the problems of uneven development among different regions and between town and county. The Chinese people themselves have yet to live a well-off life; there is still a long way to go for China to make further achievements in its national economic and social development. What we also hold is the conviction that helping others amounts to helping ourselves. We have provided sincere assistance to the African countries. All of this assistance is free from of any political strings. Our cooperation with Africa has also been practical and of mutual benefit. China is committed to the path of peaceful development and has played a positive role in the international community. We will always be a force for peace, cooperation and development...[26]

In this example, Foreign Minister Li Zhaoxin explained the current condition of Chinese in order to satisfy more audience's acceptable level.

4.3   The Adaptability of Linguistic Structures

Since linguistic choices takes place on all possible levels of linguistic structure that involve variability of any kind, pragmatic

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[25] At the Chinese Foreign Minister Li-Zhaoxin's   press conference of the Fifth Session of the Ten NPC
[26] At the Chinese Foreign Minister Li's   press conference of the Fifth Session of the Ten NP

phenomenon can be related to any layer of structure, from the sound feature and phoneme to discourse and beyond, or to any type of inter-level relationship. Not only structures are involved, but also principles of structuring.

Instead of just listing hierarchically related layers, an account of linguistic structure in relation to the making of linguistic choices requires a discussion. The responder will adjust his linguistic choices to 1) some overarching levels: codes and styles; 2) basic utterance-building ingredients: all possible levels of linguistic structure involved, from sound feature and phoneme to discourse and beyond; 3) utterance clusters and utterance-building principles.

Under the guidance of the optimal relevance, the responder makes linguistic choices in the target cognitive environment with the whole discourse as thinking units. Thus the responder is able to determine whether his linguistic choices are compatible with the macro-context of the original initiations. There is no need to define specific operation units, for the responder will make linguistic choices in a flexible way, motivated by his different psychological aspects.

As we mentioned just now that the Dynamic-adaptable process from the responder to the other audience was at the different levels of the utterance-building ingredients in the target cognitive environment. So now let's just take sound structure and word level for example.

A. Sound Structure

In the process of response-producing, sound features of the initiator sometimes constrain or influence the responder's linguistic choices, for there is some variableness at the sound structure of the initiator language. In the process of response-producing, the responder has to take this constrain or influence into account.

In example (9) of Chapter 3 (pp. 46), under the guidance of the optimal relevance, the responder can easily get the communicative

intention of the initiator: "the International Society" and "the United Nations" do not take their own responsibility for the whole world affairs. The responder has to adjust his linguistic choices at the sound level of language to flexibly respond to the journalist. Taking a complex World Order Structure in his mind, Foreign Minister Li explained that the World Order Structure is complex instead of mentioning the International Society and the United Nations.

From different initiations, we know that the same initiation has a variable range of possibilities for the responder to choose form. Their different flexible responses are based on the satisfaction of the communicative intentions and the acceptable level of the other audience.

B. Word Level

Lexical meaning offers unlimited resources for the generation of meaning in language use. The responder's inference of the initiator's lexical meaning is based on the original proposition of initiation and their contextual assumptions. Then guided by the optimal relevance to this lexical meaning, he will adjust his linguistic choices at the word level of the initiation. At the same time, the properties of lexical meaning make words unable in multiple ways, thus necessitating the negotiation of meaning in interaction, and allowing for a wide range of strategies of use. Conveying the source lexical meaning at the corresponding word level is an ideal choice for the responder.

In example (5) of Chapter 3 (see p. 38), in the Process of Response-producing, under the guidance of the optimal relevance, "Chinese threat theory", the responder made the corresponding linguistic choices at the word level—let's take a look at them together to see whether the theory makes sense or is nothing but ridiculous nonsense — and made the necessary explanation by quoting a list of numbers concerning comparison military expenditure with American military expenditure.

4.4   Dynamics of Adaptability

The former sections on contextual correlates of adaptability and structural objects of adaptability have provided us the basic tools required to describe the locus of any aspect of the meaningful functioning of initiator's cognitive environment in terms of its extra-linguistic and linguistic coordinate. However, accounting for the dynamics of adaptation, or studying actual processes inter-adaptation, taking into account the full power of variability and negotiability, is the central task of specific pragmatic investigations in response (Verschueren 2000: 147). What pragmatics adds is the specific dynamic perspective on the inter-adaptability of context and structure in actual language use.

In this section we are going to describe the dynamics of adaptability in the Process of response-producing. Questions will be concerned about how the temporal dimension of initiation use and the context and structure constrain or influence the responder's final linguistic choices.

4.4.1 Temporal Dimension

Although space is a powerful contextual correlate of adaptability (speech being incomprehensible at a large distance, spatial distance being influenced by aspects of social relationships relevant for the nature of the communication in question, etc.) and though spatial relations underlie significant chunks of linguistically reflected conceptualization, time as a contextual correlate of adaptability clearly imposes more universal constrains on response. Time may be for linguistic action: time or the temporal dimension provides the raw material for communicative dynamics (Verschueren 2000: 148). The responder flexibly chooses the language of initiator as time passes by in the process of communication. It is this temporal dimension that encourages the responder to make some

modifications and adaptations when he makes linguistic choices to convey the initiator's intentions. He has no choice but to adapt careful linguistic choices to the temporal background of the initiator cognitive environment, while taking into full consideration the level of his other audience expectations and acceptability.

(17) Q: (Chosun Ilbo of the Republic of Korea) Yesterday, more than 20 North Koreans entered the Spanish Embassy in Beijing. How will China handle this?[27]

Zhu: The Ministry of Foreign Affairs of China has consulted with the relevant embassies and has reached agreement with them. This matter will be handled in accordance with law.[28]

In this example, Premier Zhu, based on the time that the question is issued gave an indirect response. It shows the response adapts to the temporal dimension. Actually, there are many responses examples in the daily life that are given to adapt to the temporal dimension.

4.4.2 Context and Dynamics of Adaptability

Time is not the only contextual correlate of adaptability of particular importance to the notion of dynamics. Martin Rojo (1994), for instance, put forward that the dynamics of conversational interaction can be explained on the basis of the conflicting tendencies towards the preservation of privacy and the formation of alliances. This would be an explanation completely in terms of social relationship. As a responder, he sometimes adjusts his linguistic choices to the initiator and the other audience motivated by their social relations, his own intentions, and the level of audience's expectations and acceptability. As regard to the response's intentions, we mean the responder's motivation behind his

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[27] At Chinese Premier Minister Zhu Rongji's Press Conference of the Third Session of the Ninth NPC
[28] At Chinese Premier Minister Zhu Rongji's Press Conference of the Third Session of the Ninth NPC

linguistic choices. This kind of intentions is fully embodied in this process of responding to the journalist's utterance. In this process, the responder tends to give a reasonable answer to the journalist's initiation by maintaining our nation's dignity and sometimes by showing our nation's positive attitude towards the sensitive issues to the other audience. So in this case, the responder should estimate the level of expectations and acceptability.

(18) Q: (With Hong Kong Cable TV)...recently Primier Minister Shinzo Abe of Japan made some remarks regarding Comfortable Women and he has also refused to apologize for the issue of comfortable women any more. What kind of influence it will have on China and Japan friendly relations. Will this kind of comment cast a shadow over the coming visit by Premier Wen Jiabao to Japan?[29]

Li: Conscripting of Comfortable Women is one of the serious crimes committed by Japanese militarists during the Second World War. This is a historical fact. I believe the Japanese government should face up to this history, take the responsibility, and seriously view and properly handle this issue. History in my view is a strong progressive force. It should not become a burden that impedes the progress. Truth is always simple and plain, taking history as the mirror, and be forward looking to the future is the simplest and most practical way to find solution to the problems. [30]

Facing this kind of initiation, Foreign Minister Li emphasizes the fact that "comfortable women" refers to the guilty conducted by the Japanese in the Second World War. His intention is to express that the Japanese should take the responsibility for this guilty. Meanwhile, he wants to make this fact known to all the other audience. What's more, he intends to warn the Japanese that he should change his attitude towards this matter.

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[29] At Chinese FM Li Zhaoxin's Press Conference of the Fifth Session of the Tenth NPC
[30] At Chinese FM Li Zhaoxin's Press Conference of the Fifth Session of the Tenth NPC

4.5   Salience of Adaptability

In the former sections, we have discussed the contextual correlate and linguistic correlates showing a dynamic inter-adaptation process between them in the process of response-producing. So we will have to study the question of how the responder's mental processing actually works. In this section we have to discuss it in detail.

The whole process of the response-producing requires the responder cognitive processing in a medium of adaptation. That is to say, he can respond to the initiation in a variable, mediating and adjustable fashion. It is the interaction of contextual correlates; linguistic correlates and the responder's mental processing that motivate him to make negotiable linguistic choices from a variable range of possible in a highly flexible way. And his awareness of pragmatic elements helps him make successful choices in an adjustable manner, motivated by his consideration of a certain pragmatic constraint.

"Pragmatic awareness" refers to the different statuses of different forms of response in the medium of adaptation. Since responses have different status in mind of responder, not all of the responder's choices in the Process of response occupy the same place in consciousness. On the one hand, the responder chooses his form of response but not another one is closely related to the responder's response –producing remarks and his intention. On the one hand, we should be well aware that the pure abstract cognition of the responder without any connection with the contextual correlates does not exist. On the other hand, if the responder makes linguistic choices only by his own cognitive ability but not based on his right initiation-interpreting, the contextual correlates do not exert any influence on his linguistic choices.

The responder's making of choices in the process of response-producing as well as the contributing mental processes .are

subject to different manners of processing. His linguistic choices show the different degrees of pragmatic awareness. In the process of response-producing as well as the process of interpretation initiation, the responder is continuously aware of all kinds of contextual correlates. The actual psychological aspects hidden behind his linguistic choices must be displayed completely in the process of his pragmatic awareness. We suppose that the responder had the highest pragmatic awareness when interpreting the initiation with political, ideological and other aspects and has the lowest pragmatic awareness in processing no any cultural initiation.

But we must keep one point in our mind that the responder's pragmatic awareness cannot be measured by any standard. Moreover, it is necessary to determine degree of his awareness for all process in every instance of his linguistic choices. There is, however, a need to take this awareness into consideration whenever its traces can be shown to reveal its relevance for an interpretation of the responder's psychological motivations hidden behind his linguistic choices.

The responder's mental faculty leads to him continuously making proper linguistic choices. Meanwhile his linguistic choices embody some degree of his pragmatic awareness. This pragmatic awareness directly reflects upon his intentionality of conveying the initiator's intentions or upon his manipulation of the initiation. When confronted with the political, ideological, and other aspects and realizing that his linguistic choices cannot ensure the cognitive consonance of his audience, the responder has to manipulate the initiator's informative intention, and reconstruct it in his mind. That will cater to the concerned aspects prevalent in the target cognitive environment to reduce the psychological pressure of the receptor audience.

4.6 Summary

In this chapter, we have discussed the dynamic-adaptable process

from four angles: contextual correlates of adaptability, linguistic correlates of adaptability, dynamic of adaptability and salience of adaptability. In addition, we emphasized again and again that these four angles are not separate research subjects but focal points in one coherent pragmatic approach to the process of response-producing.

We assume that the process of response-producing is a dynamic-adaptable process between the linguistic choices of the responder and the cognitive environments. In this process, guided by the optimal relevance obtained in the process of initiation-interpreting, the responder consciously makes linguistic choices at the different levels of the linguistic correlates of adaptability to convey the initiator's intention or manipulate the latter's information intention. Meanwhile, he adjusts his linguistic choices to his other audience, motivated by his different psychological aspects. That is, he has to consider contextual correlates, such as the social-cultural context, the linguistic context, his intentions as well as his potential expectations and acceptability. The responder's linguistic choices and linguistic strategy must focus on satisfying the cognitive consonance of his audience.

Conclusion

This thesis has intended to explore the dynamics process of response from the pragmatic view, i.e. how the responder's mind works in the process of seeking the optimal relevance from initiation and then how to make linguistic choices to adapt to the initiator' and other audience' cognitive contexts and the motivation behind the linguistic choices in the process of response. Based on the pragmatic Relevance Theory and Adaptation Theory, previous approaches, and our close examination of collected data, we have tentatively combined the sufficient interpretation of Relevance Theory with the powerful description of Adaptation Theory to explore the dynamics process of response starting from the standpoint of the responder. Our research is responder-oriented. We think in the process of response, the responder searches for relevance in the initiator's cognitive environment and makes dynamic adjustment in the initiator's cognitive environment. In our thesis, we have attempted to illustrate, with a lot of examples at press conferences, the dynamic process of response. It is proved that this combination of the advantages of Relevance Theory with that of Adaptation Theory has successfully illustrated the dynamic process of response. What's more, this kind of research makes a useful addition to the study of communication and discourse analysis. Thus in this thesis, how the responder seeks the optimal relevance according to the initiator's cognitive environment and how he makes the adjustment adapt to the target environment are illustrated in details. As the thesis gets to the concluding part, we should figure out the conclusions drawn from the illustration. It is worth mentioning that we conveniently divide the whole process of response into following two processes which perfectly embody the process of response and make the study easier.

(1). In the Process of Initiation-interpreting Process, a mental .

dialogue between the responder and the initiator is a relevance-seeking, ostensive-inferential process. This process is carried on according to the original lexical information, logical information, and encyclopedic information as well as the responder's qualities. Working his way through the original initiations to search for relevance, the responder constructs their contextual assumptions in his mind and understands what contextual effects are intended in the context thus forming a comprehensive hypothesis of the initiator's intended intentions. In this process, he makes every effort to process correctly the optimal relevance to the initiator's communicative intention.

(2) The Process of Response-producing is a dynamic-adaptable process from the responder to his intended other audience. His use of target language to convey the initiator's intentions is a continuous choice-making process characterized by variableness, mediation and adjustability. Guided by the optimal relevance, the responder consciously makes linguistic choices at the different levels of the target utterance-building ingredients to convey the initiator's intentions or to manipulate the latter's informative intention by ensuring the cognitive consonance of his target audience. Meanwhile, the responder adjusts his choices to his target audience, motivated by his different psychological aspects. In other words, he has to take into consideration the dynamic context, his intentions as well as the level of expectations and acceptability of his target audience.

These viewpoints and suggestions presented in this thesis, of course, are entirely open to criticism. There still exist some aspects on the process of response, which are not perfect. But we believe that the present work is a valuable addition to the communication study and discourse analysis. It can help us to understand the communication and discourse better. We will do further research in this relevant field in the future.

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　　　　Session of the Tenth NPC

At Chinese Foreign Minister Li Zhaoxin's Press Conference of the Fourth
　　　　Session of the Tenth NPC

At Chinese Foreign Minister Li Zhaoxin 's Press Conference of the Fifth
　.　　Session of the Tenth NPC

At Chinese Foreign Ministry Spokesman Qin Gang's Press Conference on
        29 September 2005

At Chinese Foreign Minister Tang Jiaxuan's Press Conference of the
        Fourth Session of the Ninth NPC

At Chinese Foreign Minister Tang Jiaxuan 's Press Conference of the
        First Session of the Tenth NPC

A t Chinese Premier Wen Jiabao's Press Conference of the First Session
        of the Tenth NPC

At Chinese Premier Wen Jiabao's Press Conference of the Third Session
        of the Tenth NPC

At Chinese Premier Wen Jiabao 's Press Conference of the Fifth Session
        of the Tenth NPC

At Chinese Premier Zhu Rongji's Press Conference of the Third Session
        of the Ninth NPC

At Chinese Premier Minister Zhu Rongji's Press Conference of the Third
        Session of the Ninth NPC

At Chinese Premier Zhu Rongji's Press Conference of the Fifth Session
        of the Ninth NPC

At Chinese Premier Zhu Rongji's Press Conference in 2006

Appendix

姓　名	邓超群	学科专业	语言学
发表刊物	论文、著作题目		发表时间
《外语教学与翻译》	浅谈语言的反射性		2006.1
《外语教学与翻译》	汉语答话的顺应关联性研究		2006.10

Acknowledgements

First of all, my thanks go to my dear supervisor, Associate Professor Tang Yanling, who spent a lot of precious time in reading and correcting my thesis. During that period of time, she gave me a large amount of instructive ideas and suggestions, which have played a key role in helping me finish this thesis. At the same time, I am grateful to Professor Qin Yuxiang and Professor Bai Jiehong, who also have helped me a lot at the beginning of the thesis.

My thanks also go to other professors who have given me valuable guidance, impressive courses and a lot of help during my postgraduate study.

Finally, I would like to thank my fellow classmates and friends who kindly help me during my collecting materials and writing this thesis.