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Getting Acquainted in Conversation: A study of initial interactions (Pragmatics & Beyond New Series)

Jan Svennevig

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What makes a ‘getting acquainted’ a recognizable conversational activity, and how are interpersonal relationships established in a first conversation? This book presents a theoretical framework for the study of relationship management in conversation and an empirical study of a corpus of initial interactions. It provides detailed descriptions of the sequential resources unacquainted interlocutors use in order to:
– generate self-presentation
– introduce topics
– establish common contextual resources
It is argued that these sequential patterns embody conventionalized procedures for establishing an interpersonal relationship involving some degree of:
– solidarity (mutual rights and obligations)
– familiarity (mutual knowledge of personal background)
– mutual affect (emotional commitment)
The sequential analysis is based on a conversation analytic approach, while the interpretive framework consists of pragmatic theories of politeness, conversational style and common ground.

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