

Annex I: Speech Act Definitions Arguing and Bargaining

Indicative is the respective meaning of the performative verbs within a negotiation or argumentation.

S = speaker, H = hearer, p = proposition

Speech Act	Propositional Content	Introductory Rules	Rules of sincerity	Essential Rules
BARGAINING				
To demand, call for, desire	An act or good that is valued positively by S (subjective value) demand: only acts, no goods, no exchange of values	S tries to make H do something that he/she wants	S believes that H can do p S believes that H would not do p without the demand – it is not apparent that H would do p by his own motivation S is equal to H – or superior to H H can comply with p, but doesn't need to	S sincerely would like H to do or to give p S sincerely believes that...
To offer	Something which S believes is desired by H, acts or goods	A commitment to give p to H, to do p for H	S assumes that H desires p, that p is in H's interest S believes that H can accept p H is free to accept or reject p	S believes that H desires p S would really do p, give p to H S is able to give p, to do p
To suggest (e.g. a solution)	Any action p, taken by S and/or action p' by H, Neutral	S tries to bring H to do p' and promises to do p if H accepts	S believes that H can accept p, p' H is free to agree to p and/or p'	S really believes that H could accept the suggestion S would carry out his part of the suggestion
To suggest a	Any combination of actions	A commitment by S to	There is a conflict of interest between S	p needs to combine an offer

compromise	or goods, that are judged positively by S and H	agree to a solution of a problem which involves an offer and a demand of S	and H S believes that p is acceptable to H S partially gives in S and H do not represent absolute positions, no yes-or-no positions or positions of legal rights (distribution possible)	with a demand S must believe that the demand must be useful to H
To accommodate	S performs an action that is positively valued by H or S leaves a good to H	S vows to comply with a demand of H and to (partially) step back from his own demand Partially or totally give in	S had a former position or demand Implies a worsening of S' position (in favor of H) – but no full resignation; H wants, demands p S reacts to H's demand	S is ready to do p p is more favorable for H
To promise, confirm, commit oneself	Any future action of S that is useful to H	S has the intention, to commit to an action, that is of interest to H	S can do p: is authorized and able to S assumes that H wants p Sometimes H had wanted p earlier, demanded p, asked for it	S will really do p (honest intentions)
To threaten	Any future action of S that is harmful to H	S announces a (conditional) action to H, that is harmful or unpleasant for H	S has the power and ability to realize p, i.e. p is credible p is a disadvantage to H p is often linked to a condition that H can fulfill in order to prevent p	S will do p if the condition is fulfilled
To accept, endorse, approve of, consent	An offer or a suggestion of S by H	S declares to accept p from H	There was a prior suggestion, offer of H Suggestion/Offer is acceptable to S	S wants to accept, no pretense

to			S can, is allowed to accept p	
To reject, decline, refuse	An offer or a suggestion of H by S	S declares to reject p from H	There was a prior suggestion, offer of H Suggestion/Offer is not acceptable to S S can't, doesn't want to, or is not allowed to accept p	S doesn't want to accept p, is not just pretending rejection, in order to get a better offer
To concede, make a concession, give way	To accomplish an action that is positively valued by H or to cede something to H	A voluntary commitment by S to (partially) disavow from his own demand	S had a former position or demand Implies a worsening of S' position (in favor of H) – but no full resignation H wants, demands p S takes the action on his own	S is really prepared to do p p is more favorable for H
To judge	(complex) objects, effects or actions	S assigns a subjective value to something or an action	S is not interested in P, does not want p H is interested in S' valuation of p	S announces his true valuation of p
To uphold (an offer, a suggestion)	Demands, Offers, Suggestions	S' assurance to stick to an already stated position	Presupposes that S already formulated his position: Demand, Offer, Suggestion S believes that the reiteration is necessary, this presupposes that S's position was attacked by H or that S deems a reiteration appropriate (it is not apparent that H believes p)	S does not want to concede from his position
To take back (offer, promise)	Demands, Offers, Suggestions	S' assurance to take back an already stated position	Presupposes that S had already stated his position: Demand, Offer, Suggestion S accepts that the demand/offer is no longer necessary. This requires that the position has been attacked by H or that S	S disavows from his position

			does not deem a reiteration as necessary (it is not obvious that H believes p).	
To ascertain unanimity (consensus)	Any problem or conflict resolution that is linked to a subjective valuation (compromise, exchange, objects, acts, process, price, etc.)	Discovery of a solution to a conflict Effect: all S or S and H agree, after former disagreement, to a certain problem solution	Plurality of subjects S and H were formerly in disagreement about a certain topic, problem. S and H underwent a process of agreement	S and H truly accept the solution and do not intent to revoke it.
To ascertain non-agreement	Any future action p of the participants, any conflict resolution	S declares the intention to formally adhere to an agreement/ non-agreement/ declaration	S is authorized to declare x S believes that the agreement/ non-agreement between the participants has been reached that a decision has been reached	S believes that all parties will (not) agree / have (not) agreed to a decision

Speech Act	Propositional Content	Introductory Rules	Rules of sincerity	Essential Rules
ARGUING				
To claim (facts and values)	Any proposition p p can relate to facts, norms or values, the verb can thus be <i>is</i> or <i>should</i> , <i>must</i> or <i>would like to</i>	Assurance that p constitutes a real circumstance, a valid value or valid norm	S has evidence, reasons, for the truth or validity of p It is not obvious for S and H that H knows p or deems it right	S really believes that p is true valid or effective
To establish, mention	Any proposition, all necessary or sufficient or persuasive reasons for a	Attempt, convincing reasons (evidence) p for the statement of sentences s	S believes that the reasons p are sufficient to justify s, S believes that p is true and that p logically and empirically supports s	S is truly convinced that the reasons are true, that they are sufficient to justify s.

	<p>claim, a demand, an offer, a suggestion, a question, a conclusion etc.</p> <p>The reasons can be empirical facts, logical or statistical causalities, values, norms, wishes etc.</p>	<p>S tries to convince himself and H that the reasons support s</p>	<p>S hopes that H believes this too.</p> <p>S can deem p for a convincing justification, even if H does not support this.</p> <p>The justification implies an objective demand (like to claim)</p>	
<p>To assume, conjecture, believe</p>	<p>any proposition p</p>	<p>Assumption that p represents an effective circumstance, a valid value or norm.</p>	<p>S does not have objectively sufficient evidence for the truth or validity of p, but is convinced of the truth or validity of p (based on subjectively plausible information)</p> <p>It is not obvious for S and H that H believes in p. It is not obvious that H knows that S believes p</p> <p>S possibly wants to persuade H.</p> <p>H does not have to adopt S' beliefs, sufficient evidence does not apply</p>	<p>S really believes that p is true, valid or effective.</p> <p>S knows and admits that S does not have sufficient evidence for his assumption</p>
<p>To ask, want to know</p>	<p>any proposition (statement, Information)</p>	<p>S' attempt to elicit information from H</p>	<p>S does not know the answer, does not know if p is true or does not have the missing information to complete the proposition</p> <p>It is not obvious to S and H that H will</p>	<p>S really wants this information p</p>

			disclose the information without being asked	
To inform, report	any proposition p (information)	Attempt to accord information to H	Presupposes that S believes that H does not know the information and would like to get it	S believes that the information is true
To conclude (logically), infer	Any admissible conclusions from the antecedent, any proposition	A correct conclusion by S of the antecedent phrases, that binds H to accept the conclusion as well if H shares the same premises.	The premises from which S concludes are thematic – or are being raised by S S assumes that H knows the rules to draw conclusions, that H can draw the same conclusion.	S holds the premises for true or says when he does not hold them true but assumes them.
To justify, argue, give reasons, explain	All values or facts	Attempt to communicate to H which conviction S holds over p	S has the desire to tell H the judgment or wants to persuade H that this judgment is true S assumes that H is interested in the judgment	S truly convinced of his judgment
To approve, admit as correct	Any proposition p assumptions, opinions, conclusions, arguments	Declaration to be of the same opinion, to have the same conviction with regard to assumptions, opinions, conclusions, arguments etc.	Assumes plurality of subjects Assumes that at least S or H have already stated p S and H are both of the opinion that p is true, correct or valid.	S and H are truly convinced of the truth, validity, or correctness of p. S and H do not intend to break this declared agreement.
To persuade = perlocutionary	Any proposition p	Effect of a justification p for a phrase s given by S, in a	S believes that s and p are true. S has justified s with p.	H now truly believes that s and its justification p is true,

	Assumptions over facts and values, opinions, arguments	way that H henceforth believes the truth of s and the correctness of p.	H did not believe earlier that s is true etc. H understood due to the statements of S that s is true etc.	valid or correct. S also believes that s is true and that its justification is valid
To contradict, reject, dispute, object	assumptions, statements, opinions, conclusions, justifications	Statement and assurance of non-agreement of S with the statement of H	H claimed, concluded something, etc. S deems p for not true or valid (or the conclusion for not correct) and believes that H deems p for true due to prior statements.	S really believes that p is not true, valid, correct
To concede, grant, acknowledge, accept, admit	Any proposition p Refers to prior assumptions, opinions, arguments, conclusions	A partial retreat from a stated position, assumption, statement, opinion, conclusion	S issued a statement, opinion, question in the past (Implication), gave a justification, drew a conclusion p This was attacked by H	S accepted that his own statement etc. p was partially wrong or not valid or not correct or not convincing.
To insist, persist (with and opinion), stick to a belief	any Proposition p to prior assumptions, opinions, arguments, conclusions	Insistence on a stated position, statement, assumption, opinion, justification, conclusion	S issued a statement, opinion, question in the past (Implication), gave a justification, drew a conclusion This p was attacked by H	S did not accept that his own statement etc. p was partially wrong or not valid or not correct or not convincing. S still believes that p is right/true
To take back, (argument, claim)	any Proposition p assumptions, statements, conclusions, arguments, questions	Declaration of a revision of a stated position, the abdication of a statement, the answer to a question, abandonment of an	S declared, adopted a former position. S has changed his position (due to the intervention of H or because of other reasons) and informs H about this change S believes that H needs to be informed	S accepted that p was wrong.

		argument	about the change and that he does not already know about it.	
To ascertain agreement (consensus)	Any proposition p assumptions, etc.	Formal declaration that the parties did reach agreement	S is convinced that all parties are of the same opinion with regard to p. S is authorized or thinks he/she is authorized to make this formal declaration	S really believes in the agreement of opinions between the parties
To ascertain non-agreement	Any proposition p assumptions, etc.	Formal declaration that the parties did not reach agreement	S is convinced that the parties could not reach a common opinion with regard to p. S is authorized or thinks he/she is authorized to make this formal declaration	S really believes in the non-agreement of the opinions between the parties

Source: Table provided by Holzinger