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Sommario/riassunto   This study is an inquiry into the pragmatics of speaker and hearer
reference. It falls into a theory-based and a description-based part.
The former covers three topics: (a) the categories of speaker and hearer
as opposed to the category of nonparticipants in the speech act; (b) the
interactional roles of speaker and hearer as defined by the illocutionary
point of the speech act and the preconditions underlying its successful
performance; (c) the decomposition of the speech act as a model for
describing strategies in verbal interaction.