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Nota di contenuto	NEGOTIATION AND POWER IN DIALOGIC INTERACTION -- Editorial page -- Title page -- LCC data -- Table of contents -- Foreword -- Part I: Negotiation, Mediation and Power -- Reputation and refutation: Negotiating merit -- The mediator as power broker -- "We are different than the Americans and the Japanese!" A critical discourse analysis of decision-making in European Uni -- Games of power -- The grammar of bargaining -- Negotiation in business meetings -- Interlocutionary scenarios as negotiation of diatextual power -- Part II: Means of Negotiation -- Addresser, addressee and target: Negotiating roles through ironic criticism -- Negotiation of irony in dialogue -- A case of negotiation: The argumentative concession in Latin -- Silence as a tool for the negotiation of sense in multi-party conversations -- Part III:

Objects of Negotiation -- The negotiation of affect in natural conversation -- Implicit communication in political interviews: Negotiating the agenda -- Negotiation of topics in professional e-mail-communication -- Negotiation and identity -- The negotiation of relevance -- Unspoken assertions: Values and the shape of discourse -- Negotiating social relationships: Fontane's gossip -- General index -- List of contributors -- CURRENT ISSUES IN LINGUISTIC THEORY.

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Sommario/riassunto

Gossip is a butterfly: If you run after it, it will fly away from you; If you are sitting still, it will rest on your shoulder. (A saying on the Philippines).

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