

Linguistic Strategies in Implicit Conflict: The Role of Pre-Sequences

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Abstract

Conflict talk is a universal phenomenon during social interactions. In recent years, it has attracted the attention of linguistic scholars. ICT (implicit conflict talk) is still a field of research in its infancy. Yang (2012) defines ICT as a form of conflict talk in which both parties seek conflicting communicative goals. This work aims to analyze the types and goals of pre-sequences in ICT, as few papers are devoted to this topic.

Utilizing examples from literature and video material in both English and Chinese, this paper applies the method of data analysis. Identifying pre-sequences is discussed, followed by discussing four types of pre-sequences, including pre-suspecting, pre-warning, and pre-arguing. In addition, this paper analyzes the goals of pre-sequences of ICT, which can be summarized as accosting or greeting, mentioning relevant items, confirming the suspected point, and seeking the defendant's perspective. By analyzing the types and goals of pre-sequences of ICT, we can gain a better understanding of ICT and apply it to business negotiations and social interaction.

Key Words: Implicit conflict talk Pre-sequences Goal principle

1. Introduction

1.1 Introduction to the Study

During social interactions, conflict talk is a common occurrence. Since the 1970s, it has attracted the attention of linguistic scholars. A new kind of conflict talk has gained attention in recent years - implicit conflict talk (ICT). However, research on ICT is still in its infancy. According to Yang (2012a), ICT is a form of conflict talk in which both parties of an interaction implicitly try to achieve communicative goals that conflict with one another. As a result of the ICT, both parties of interaction are inclined to achieve their goals in a concealed manner when their faces are threatened.

A pre-sequence may refer to a particular turn or sequence containing that turn with a systematic ambiguity (Levinson, 1983, p. 345). The term "pre-sequence" in this essay refers to the latter, namely, a particular type of sequence. Research on the consequences of information and communication technology has been limited. Therefore, this paper explores the types and objectives of pre-sequences in ICT through examples from literature, films and plays.

Even though conflict talk has been extensively studied, research on implicit conflict talk (ICT) is in its infancy. At this point, few papers have been published on ICT pre-sequences. Therefore, this essay examines the types and purposes of pre-sequences in information and communication technologies. It is essential to analyze the types and purposes of different pre-sequences in ICT to understand the relationship between pre-sequences and ICT in general. In addition, a good understanding of pre-sequences can be applied to daily communication and business negotiations. Moreover, research on pre-sequences in the field of ICT may also lead to other relevant studies.

2. Literature Review

2.1 Previous Studies of Conflict Talk and Implicit Conflict Talk

It is widely recognized that conflict talk encompasses a variety of speech acts and speech events, such as opposing, arguing, quarrelling, and disputing (Ran Y. , 2010a). Conflict talk research began in the 1970s. Grimshaw (1990) examines the sociolinguistic features of conflict talk. In subsequent research, the focus was on analytic studies of linguistic features in conflict talk, particularly disagreement (Kuo, 1992) (Leung, 2002). According to Yang (2012), conflict talk can be divided into two categories -- explicit conflict talk (ECT) and implicit conflict talk (ICT). Previous researchers have reviewed the literature on ECT (Ran Y. , 2010a) (Yang W. H., 2012). As these studies have already been extensively reviewed, we will not revisit them here.

According to Yang (2012), conflict talk can be classified into two types: ECT and ICT. According to her, the concept of implicit conflict talk differs significantly from explicit conflict talk, as ICT is a "veiled" conflict talk. Despite not referring to ICT, some researchers have unveiled implicit disagreements from their data, which are closely related to conflict talk. To draw connections between these studies and show how they collectively contribute to understanding Implicit Conflict Theory (ICT), we can identify overlapping themes and complementary insights. Garcia's (1989) division of disagreement into confrontational and non-confrontational types aligns with Helmut's (1998) distinction between overt and pragmatic disagreements, as both frameworks highlight the varying degrees of explicitness in conflict expression. Georgakopoulou's (2001) analysis of Greek youth conversations further supports this by demonstrating how disagreement is often systematically implied and indirectly constructed, emphasizing the prevalence of implicit conflict in informal settings.

Scott's (2002) categorization of disagreements in issue-oriented television shows—backgrounded, foregrounded, and mixed—extends this understanding by illustrating how conflicts can be strategically managed or highlighted depending on the context. Finally, Duchesne's (2007) findings on public discussions of social issues reveal a tendency to avoid or conceal conflicts, with rare transitions from latent to overt conflict, underscoring the societal preference for implicit conflict management. Together, these studies collectively highlight the nuanced ways in which conflicts are expressed, managed, and transformed across different contexts, contributing to a deeper understanding of ICT by emphasizing the role of implicitness, context, and strategic communication in conflict dynamics. Based on an analysis of disagreement talk in the House of Lords, Robles (2011) has revealed that "talking around the issue" is usually adopted even in political situations requiring different opinions.

Although scholars have discovered implicit disagreements in their studies, the study of ICT is still in its infancy. ICT has been the subject of only six papers to date. Yang (2012a) defines ICT and discusses the relationship between ICT and ECT. Yang (2012b) also analyzes the communication strategies adopted by two parties as part of ICT interactions, the challenger and the respondent, shedding light on the nature of communication. Using examples from literature, films, or plays, Yang (2013) reveals the prominent "veils" surrounding ICT. According to Xu and Yang (2013a), ICT is the language result intentionally chosen by communicators for specific purposes, revealing the technology's adaptive nature. ICT development patterns are described by Xu and Yang (2013b).

2.2 Previous Studies of Adjacency Pairs and Pre-sequences

Levinson (1983: 303) describes adjacency pairs as "a local management organization in conversation". According to him, it is the kind of paired utterances of

which question-answer, greeting-greeting, offer-acceptance, apology-minimization, etc., are prototypical. Moreover, adjacency pairs are regulated by certain expectations, which means a first pair part (FPP) requires a particular second pair (SPP) or a range of second pair parts. Here is an example of an adjacency pair:

(1) FPP: Do you have hot chocolate?

SPP: Yes.

Schegloff & Sacks (1973: 327) offers us some characteristics of adjacency pairs as follows:

(i)adjacent

(ii)produced by different speakers

(iii)ordered as a first pair part and a second pair part

(iv)typed

As a result, a particular first pair part requires a particular second pair part (or a range of second pairs) -- for instance, offers require acceptances or rejections, greetings, etc. There is a rule governing the use of adjacency pairs, which is as follows:

Having produced a first part of some pair, current speaker must stop speaking, and next speaker must produce at that point a second part to the same pair.

The concept of pre-sequences has generated considerable interest and research. In one of his public speeches, (Sacks, 1992) proposed the phenomenon of sequences for the first time. According to him, pre-sequence concerns the implicative nature of an utterance pair. (Levinson, 1983, p. 345) gave a much more detailed explanation of pre-

sequences: "the term pre-sequence refers to both a certain kind of turn and a certain kind of sequence containing that turn.". However, we will use the abbreviation pre-s for this type of turn and reserve the term pre-sequence for the sequence type. (Levinson, 1983, p. 346) also emphasizes that a pre-s is a turn occupying a specific slot in a specific sequence with distinctive characteristics.

The following is an example of pre-request:

(2) → T1 C: Do you have hot chocolate?

T2 S: mmhmm.

T3 C: Can I have hot chocolate with whipped cream?

T4 S: Sure((leaves to get)) (Merritt, 1976: 337)

In the above example (2), the first utterance with a “→” is a pre-s to check whether the hot chocolate the customer intends to buy is available, and the T1 and T2 are pre-sequences for the customer to buy the goods.

Despite Levinson's comprehensive analysis of pre-announcements and pre-requests, other subcategories of pre-sequences, such as pre-offers, pre-arrangements, and pre-invitations, were not discussed. Research concerning pre-sequences in the domestic market is very young and limited (Ma, 2006) (Zhang, 2007). This paper focuses on the types and goals of information and communication technology pre-sequences.

2.3 Previous Studies of Face-threatening Acts and Goal Principle

Conflict talk, which includes ICT and ECT, may be considered a face-threatening act. As defined by Brown and Levinson (1987), a face-threatening act inherently damages the face of the addressee or speaker by acting contrary to his or her wishes and desires. In information and communication technology (ICT), it is common for two parties to interact to defend themselves by hiding their faces when they believe they are threatened. According to Brown and (Levinson S. C., 1987, p. 24), "some acts are intrinsically threatening to face, thus requiring softening".

In Liao Meizhen's (2005a) view, the term "goal" is used by philosophers to describe the process of developing a pre-design based on one's own needs and the inherent properties of an objective. As a result, it reflects the relationship between one's needs and the objective. A better understanding of human behavior can be obtained by analyzing the goals that motivate people's actions (Parisi, 1981, p. 561) . As defined by Liao Meizhen (2005a), goals result from human cognition and are manifested in human behavior. In addition, Liao (2005a) states that "every rational communication of any rational being involves the pursuit of a goal, and every rational behavior involves the pursuit of a goal.". Liao (2005b) states that verbal communication expresses, pursues, and fulfills goals. Humans form different goal relations during social interactions based on their goal orientation. As a result of different goal relations, participants of an interaction will have different goal interactions.

Similarly, different goal interactions affect participants' goals. Upon reevaluating their goals, participants turn to other goal relations. In this regard, conversation analysis is a dynamic process.

3. Research Design

Data analysis serves as the primary methodology of this essay, applied to both literary works and video materials in English and Chinese. The process begins with data collection, during which I will gather a variety of examples of implicit conflict talk from sources such as classic novels and videos. Following this, the focus shifts to transcription or translation, where video materials are converted into scripts or Chinese materials are translated into English. Next, the collected examples are organized into categories based on their type, such as pre-statement or pre-warning. Finally, the analysis concludes with an in-depth examination of the goals behind these sequences.

The theory employed to analyze the goals of pre-sequences in ICT is the principle of goal direction, which is mentioned in 2.3.

4. Results

4.1 Identification of pre-sequences in ICT

Pre-sequences refer to a specific sequence in this work, as described in 2.4. This section explains how to identify ICT pre-sequences. (Levinson, 1983, p. 346) definition, a pre-sequence is a particular slot within a sequence with distinctive properties so that pre-sequences may be identified based on the goals of the utterance pairs prior to ICT. Pre-sequences are those utterance pairs intended to prepare for developing information and communications technologies.

In the following example, we look at the dialogue between the Minister and his secretary, Bernard, from a famous British political comedy entitled Yes, Minister. As soon as the minister assumed his new position, Bernard informed him of his responsibilities. However, he is unsatisfied that a minister should only present insignificant reports at different meetings and leave the rest to his assistants. During

the following conversation, the Minister argues with Bernard about the rights and duties of ministers:

(3) → **Minister:** What's the Minister here for then?

Bernard: Er... to make policy decisions, Minister. When you've decided the policy, we can carry it out.

→ **Minister:** How often are policy decisions needed?

Bernard: From time to time.

Minister: Bernard, this government is here to govern. Not merely preside like our predecessor. When a country is going downhill, it's time for someone to get into the driving seat, put his foot on the accelerator.

Bernard: I think you mean the brake. (*Yes, Minister*)

Two of the sequences are pre-sequences in the example above. At the end of the discussion, the Minister stated that a minister is the person who initiates a country's acceleration. Before expressing his own opinions, he requests Bernard's feedback twice. As soon as he has not received a satisfactory answer, he argues with Bernard. The adjacency pairs with an asterisk are pre-arguments; their purpose is to prepare how to express their views.

However, adjacency pairs are not pre-sequences if they do not prepare for the development of ICT and serve only as information links. An example of a non-pre-sequence is provided below.

Example (4) is also taken from the book Yes, Minister. There was a discussion between Secretary Bernard and Sir Humphrey. Since Humphrey needs to inform the Minister that the Solihull Project is risky, he will mention it on the BBC and speak highly of it. Humphrey seeks Bernard's assistance in persuading the Minister to refrain from publicly mentioning the Project. The following conversation takes place between them:

(4) **Humphrey:** Anyway, in the meantime, come what may, the Minister must not refer the

Solihull Project on the air.

Bernard: Sir Humphrey, this is a bit of a cover up, isn't it?

Humphrey: Certainly not. It's responsible discretion exercised in the national interest to

prevent unnecessary disclosure of eminently justifiable procedures in which

untimely revelation could severely impair public confidence.

Bernard: Oh, I see. It's like Watergate?

Humphrey: Bernard! If you wish to leave the Service and become a BBC interviewer, you

have only to apply.

Bernard: I'm sorry, but how was Watergate different exactly?

Humphrey: Watergate happened in America, Bernard! (*Yes, Minister*)

In the example above, Humphrey and Bernard have differing opinions regarding whether to mention the Solihull Project on the air. During the discussion, Bernard asks if the Solihull Project is similar to Watergate, and he suggests that something widely known can still not be discussed publicly. In a threat to Bernard, Humphrey threatens him with termination if he insists on allowing the minister to discuss the Solihull Project on air. The Solihull Project is similar to the Watergate scandal in that neither could be publicly discussed. Due to this similarity, Bernard and Humphrey are implicitly at odds. Thus, in example (4), adjacency pairs before implicit conflict utterances serve not as a preparation for the implicit conflict speech that follows but as a transitional linking of content.

4.2 Types of pre-sequences in ICT

In the earlier section, we discussed how to identify pre-sequences. This section categorizes pre-sequences into pre-argument, pre-warning, pre-suspecting, and pre-statement, depending on the following goals. The following examples illustrate each type of pre-sequence.

4.2.1 Pre-argument

Here is an example (3) from *Yes, Minister*. During the conversation, the Minister is speaking with his secretary, Bernard. According to Bernard, the Minister's

responsibilities are limited to attending insignificant meetings and allowing his assistant to handle correspondence. Dissatisfied with his duties, the Minister disputes with Bernard what the role of a minister should be.

(3) → **Minister:** What's the Minister here for then?

Bernard: Er... to make policy decisions, Minister. When you've decided the policy, we can carry it out.

→ **Minister:** How often are policy decisions needed?

Bernard: From time to time.

Minister: Bernard, this government is here to govern. Not merely preside like our predecessor. When a country is going downhill, it's time for someone to get into the driving seat, put his foot on the accelerator.

Bernard: I think you mean the brake. (*Yes, Minister*)

In example (3), two adjacency pairs with asterisks are considered pre-arguments. In addition, the Minister argues that he is responsible for accelerating a country's development. To prepare for the subsequent discussion, he asks Bernard's opinion twice before voicing his own.

4.2.2 Pre-warning

A famous American television series, Prison Break, provides an example (6). Two prisoners, T-bag and Cooper, are having a conversation. They are engaged in a plan to break out of prison. There is no way eight people could cross the yard in eight minutes. Consequently, everyone wants others to quit so the prison-breaking plan can be successfully executed. T-bag attempts to intimidate Cooper into abandoning the plan in the following conversation.

(6) → **T-bag:** D.B? Oh, is that who you are now? I thought you were just a cowboy.

Cooper: Take a couple of steps back, boy.

T-bag: You know what I cannot understand is, why somebody like you wants to
get out of

here anyway. How you going to survive, huh? The world's all different now. It's scary; they got computer phones, boobies made out of silicone. You wouldn't know what to do.

Cooper: I don't have to justify myself to you.

T-bag: Oh, you're going to have to. Your old bones are going to be dragging us down. Maybe

I'll just snap a few of them right now.

Cooper: Take your best shot. (*Prison Break*)

In the example above, adjacency pairs marked with an indicator are considered pre-warnings. In an attempt to convince Cooper to abandon his plan, T-bag attempts to

persuade him. As a result of a short accosting, T-bag warns Cooper that the world outside the prison is terrifying and different, suggesting that staying in prison would be easier for him than going out into the world. However, before T-bag warns Cooper, he accosts him and initiates a face-threatening act toward him.

4.2.3 Pre-suspecting

An example of pre-suspecting can be seen in the American television series A Game of Thrones. In addition to being Tyrion's cousin, Lancel is one of Cersei's knights. Late at night, Lancel transmitted the Queen's order to Tyrion. However, Tyrion suspects that Lancel is having an affair with the Queen. Here is what they discussed:

(7) → **Tyrion:** And you've received these instructions directly from Cersei?

Lancel: As I said several times.

→ **Tyrion:** And you've waited this long to deliver the information?

Lancel: When the Queen Regent gives me a command, I carry it out without delay.

Tyrion: Cersei must have great trust in you, allowing you into her chamber during the hour

of the wolf.

Lancel: The Queen Regent has a great many responsibilities. She often works from dusk till dawn.

Tyrion: She must be very glad to have you helping her from dusk till dawn. Ah, lavender oil. She always loved lavender oil, even as a girl.

Lancel: I am a knight! (*A Game of Thrones*)

Those adjacency pairs in example (7) with the star are pre-suspecting. In order to confirm Lancel's affair with the Queen, Tyrion raises two questions. A question that needs to be addressed is whether Lancel receives direct instructions from the Queen. In addition, Lancel may wait in the Queen's chamber until late evening. As soon as Tyrion receives affirmative responses, he threatens Lancel's face. The fact that Lancel stayed late in the Queen's chamber and the aroma of perfume on his body suggests that they had an intimate relationship. Thus, with their answers, these two questions are pre-suspecting, and they confirm Tyrion's suspicion.

Here is another example from an American film, *A Streetcar Named Desire*. An example of a dialogue between Stanley and Blanche can be found in example (8). Blanche is Stanley's sister. Her view of Stanley is that he is a brute vulgar, and she urges his wife to leave him. As a result, Stanley hates Blanche and wants her to leave him. To threaten Blanche into leaving, he tries to confirm that she had a dissolute lifestyle in Flamingo.

(8)→ **Stanley:**(contemptuously) Halt! (He advances a little as he knots his tie) Say, do you

happen to know somebody named Shaw?

Blanche: Why, everybody knows somebody named Shaw!

Stanley: Well, this somebody named Shaw is under the impression he met you in Laurel, but I figure he must have got you mixed up with some other party because this other party is someone he met at a hotel called the Flamingo.

Blanche: I'm afraid he does have me mixed up with this "other party". The Hotel Flamingo is not the sort of establishment I would dare to be seen in!
(*A Streetcar Named Desire*)

In the example (8), the adjacency pairs with a "→" are pre-suspecting. Despite Stanley's suspicions, he does not explicitly mention Blanche's dissolute lifestyle in the Flamingo Hotel. Instead of mentioning the hotel's name, he mentions its location to threaten Blanche's face. In addition, Stanley asks Blanche if she knows Shaw, who saw her in the Flamingo Hotel before mentioning Laurel and Flamingo. As a result, the first adjacency pair pre-suspects to confirm whether Blanche has a history of shame.

4.2.4 Pre-statement in ICT

A similar example (9) can be found in Yes, Minister. During the conversation, the Minister and Sir Humphrey exchanged views. In a government waste survey, the Minister betrayed Sir Humphrey to demonstrate his loyalty to the Prime Minister. His department has a problem with public expenditures. Sir Humphrey is, therefore, very angry with the Minister. However, the Minister receives an invitation from the Prime Minister. The following is an implicit conflict conversation between the Minister and Sir Humphrey.

(9) → **Minister:** It's hand-written. Do you realize how much it's worth?

Humphrey: I believe the going rate is thirty pieces of silver.

Minister: No. Loyalty and integrity have received their just rewards.

Humphrey: Loyalty?

Minister: I have backed you up as you have always backed me up. Isn't that so? (Yes,

Minister)

In the above conversation, the adjacency pairs with a "→" are pre-statement. Sir Humphrey consistently exceeds his duties and meddles in the Minister's decision. According to the Minister, Sir Humphrey deserves the Prime Minister's invitation just as what he did before deserves his betrayal. Even though the Minister understands that the Prime Minister's handwritten letter is priceless, he still seeks Humphrey's opinion on its value. As a result, the question the Minister asks serves as a pre-statement intended to solicit Sir Humphrey's opinion.

4.3 Goals of Pre-sequences in ICT

Essentially, implicit conflict talk consists of implicit face-threatening acts by two parties engaged in an interaction inclined to express their goals in a hidden manner. As well, pre-sequences can serve to prepare for the act of face-threatening behavior. To analyze the goals of pre-sequences in ICT, Grimshaw (1990) divides the two parties into initiator and defendant. When a face-threatening act is initiated, the initiator is the party who initiates the act, and the defendant is the party whose face is threatened. As the above ten examples demonstrate, the purpose of pre-sequences in ICT is to prepare

for performing a face-threatening action. In ICT, pre-sequences can be classified into the following types of goals:

4.3.1 Accosting or Greeting

Social animals such as humans tend to soften face-threatening acts when interacting with each other. As a result, in implicit conflict talks, the initiator may not come directly to the issue that threatens the defendant's face. Generally, the initiator would approach or greet the defendant to initiate the conversation.

Here is an example for it. The example (6) is a dialogue between T-bag and Cooper in *Prison Break*.

(6) → **T-bag:** D.B? Oh, is that who you are now? I thought you were just a cowboy.

Cooper: Take a couple of steps back, boy.

T-bag: You know what I cannot understand is, why somebody like you wants to
get out of

here anyway. How you going to survive, huh? The world's all different now. It's scary; they got computer phones, boobies made out of silicone. You would't know what to do.

Cooper: I don't have to justify myself to you.

T-bag: Oh, you're going to have to. Your old bones are going to be dragging us down. Maybe

I'll just snap a few of them right now.

Cooper: Take your best shot. (*Prison Break*)

As shown in the above example, T-bag is the initiator, and Cooper is the defendant. It is important to note that before T-bag threatens Cooper, the outer world is terrifying and different; he accosts him to catch his attention and begins to threaten his face. In this instance, the pre-warning is an accosting to perform the face-threatening act.

4.3.3 Confirming the suspected points

In ICT, when an initiator is unsure if the defendant does something wrong, he or she would confirm the suspected point before threatening the defendant's face. Look at example (7)

(7) → **Tyrion:** And you've received these instructions directly from Cersei?

Lancel: As I said several times.

→ **Tyrion:** And you've waited this long to deliver the information?

Lancel: When the Queen Regent gives me a command, I carry it out without delay.

Tyrion: Cersei must have great trust in you, allowing you into her chamber during the hour

of the wolf.

Lancel: The Queen Regent has a great many responsibilities. She often works from dusk till dawn.

Tyrion: She must be very glad to have you helping her from dusk till dawn. Ah, lavender oil. She always loved lavender oil, even as a girl.

Lancel: I am a knight! (*A Game of Thrones*)

As shown in example (7), Tyrion is the initiator, and Lancel is the defendant. Tyrion confirms two points before threatening Lancel's face -- whether Lancel receives instructions directly from the Queen and whether Lancel waits until late at night for the Queen's instructions. In light of Lancel's affirmative responses to these two questions, Tyrion is confident that Lancel is having an affair with the Queen. Before threatening the defendant's face, the initiator confirms the suspected event. This example demonstrates pre-suspecting by initiating a face-threatening action after confirming the suspicion.

There is another example of pre-suspecting in ICT whose goal is also confirming the suspected point. Look at example (8).

(8) → **Stanley:** (contemptuously) Halt! (He advances a little as he knots his tie) Say, do you

happen to know somebody named Shaw?

Blanche: Why, everybody knows somebody named Shaw!

Stanley: Well, this somebody named Shaw is under the impression he met you in Laurel, but I figure he must have got you mixed up with some other party because this other party is someone he met at a hotel called the Flamingo.

Blanche: I'm afraid he does have me mixed up with this "other party". The Hotel Flamingo is not the sort of establishment I would dare to be seen in!
(*A Streetcar Named Desire*)

As shown in example (8), Stanley is the initiator, and Blanche is the defendant. There is a suspicion that Blanche was a street girl in Flamingo at one time. In order to confirm Blanche's knowledge of Shaw, Stanley mentions Flamingo before revealing his suspect, Flamingo. As a result of this question, it is possible to determine whether the defendant has a history of dissolute behavior. Accordingly, pre-suspecting in example (8) aims to confirm what the defendant has already stated.

4.3.4 Seeking the Defendant's Opinions

It is common in ICT for an initiator to ask for the opinions of the hearer after confirming the fact. Below is an example of this. Here is an example (3) of a conversation between the Minister and his secretary.

(3) → **Minister:** What's the Minister here for then?

Bernard: Er... to make policy decisions, Minister. When you've decided the policy, we can carry it out.

→ **Minister:** How often are policy decisions needed?

Bernard: From time to time.

Minister: Bernard, this government is here to govern. Not merely preside like our predecessor. When a country is going downhill, it's time for someone to get into the driving seat, put his foot on the accelerator.

Bernard: I think you mean the brake. (*Yes, Minister*)

According to example (3), the Minister is the initiator, and Bernard is the defendant. Before expressing his opinions on the role of a minister in a country, the Minister asks Bernard for his opinion. In other words, the initiator seeks the opinion of the defendant before engaging in implicit dialogue with him. As a result, the pre-argument in this example is to obtain the defendant's opinion on the role of a minister within a country.

In ICT, the following is an example of a pre-statement. An example (9) is a conversation between the Minister and Sir Humphrey.

(9) → **Minister:** It's hand-written. Do you realize how much it's worth?

Humphrey: I believe the going rate is thirty pieces of silver.

Minister: No. Loyalty and integrity have received their just rewards.

Humphrey: Loyalty?

Minister: I have backed you up as you have always backed me up. Isn't that so? (Yes,

Minister)

In example (9), the Minister is the initiator, and Humphrey is the defendant. Minister Humphrey asks Humphrey about the value of the Prime Minister's handwritten letter, although the Prime Minister is very clear about its importance. To convince Humphrey of his point of view, he looks forward to receiving a favorable reply. The purpose of pre-statement in this example is to obtain the defendant's approval of the initiator's goal.

5. Conclusion

During social interactions, conflict talk is a common occurrence. In recent years, implicit conflict talk has attracted the attention of many scholars. Even though there are many studies on explicit conflict talk, research on implicit conflict talk is still in its infancy. This work examines pre-sequences of ICT, distinguishing pre-sequences from non-pre-sequences. Based on our data, I categorize pre-sequences into four categories: pre-argument, pre-warning, pre-suspecting, and pre-statement. By the principle of goal direction, human communication is a goal-oriented activity. I summarize four main objectives of pre-sequences in ICT when analyzing different types of pre-sequences. They are accosting or greeting the defendant, mentioning relevant objects, confirming the suspicions, and soliciting his or her opinion.

Due to the limitations of conversational data, the types and goals of pre-sequences in this essay may be expanded.

References

الخلاصة

يُعدّ الحديث الصراعي ظاهرة عالمية تحدث أثناء التفاعلات الاجتماعية، وقد جذب في السنوات الأخيرة اهتمام الباحثين اللغويين. لا يزال حديث الصراع الضمني (ICT) مجالاً بحثياً في مراحله الأولى. يُعرّف يانغ (٢٠١٢) حديث الصراع الضمني على أنه شكل من أشكال الحديث الصراعي يسعى فيه الطرفان لتحقيق أهداف تواصلية متضاربة. يهدف هذا العمل إلى تحليل أنواع وأهداف التسلسلات التمهيدية في حديث الصراع الضمني، حيث لم تُخصص سوى أوراق بحثية قليلة لهذا الموضوع. باستخدام أمثلة من الأدب والمواد المرئية باللغة الإنجليزية والصينية، تطبق هذه الدراسة منهجية تحليل البيانات. يتم تناول كيفية تحديد التسلسلات التمهيدية، يلي ذلك مناقشة أربعة أنواع منها، بما في ذلك التمهيد بالاشتباه، التمهيد بالتحذير، والتمهيد بالمجادلة. بالإضافة إلى ذلك، تحلل الدراسة أهداف التسلسلات التمهيدية في حديث الصراع الضمني، والتي يمكن تلخيصها في المبادرة أو التحية، الإشارة إلى العناصر ذات الصلة، تأكيد النقطة المشبوهة، والبحث عن وجهة نظر الطرف الآخر. من خلال تحليل أنواع وأهداف التسلسلات التمهيدية في حديث الصراع الضمني، يمكننا فهمه بشكل أفضل وتطبيقه في مفاوضات الأعمال والتفاعلات الاجتماعية. **الكلمات المفتاحية:** حديث الصراع الضمني التسلسلات التمهيدية مبدأ الهدف