

*Positive politeness*

Do PTA on record plus  
redress to:  
H wants [S wants H's wants]

5.3.1 Claims 'common ground'  
(S & H ∈ {A} who want {X})

Convey 'X is  
admirable,  
interesting'

1. Notice, attend to H (his interests, wants, needs, goods)
2. Exaggerate (interest, approval, sympathy with H)
3. Intensely interest to H

Claim in-group  
membership with H

4. Use in-group identity markers

Claim common

point of view  
opinions  
attitudes  
knowledge  
empathy

5. Seek agreement
6. Avoid disagreement
7. Presuppose/raise/assert common ground
8. Joke

Indicate S knows H's wants and  
is taking them into account

9. Assert or presuppose S's knowledge of and concern for H's wants

5.3.2 Convey that S and H are  
cooperators

Claim reflexivity

If H wants OH has XO  
then S wants OH has XO  
If S wants S has XO  
then H wants S has XO

10. Offer, promise
11. Be optimistic
12. Include both S and H in the activity
13. Give (or ask for) reasons

Claim reciprocity

14. Assume or assert reciprocity

5.3.3 Fulfill H's want (for some X)

15. Give gifts to H (goods, sympathy, understanding, cooperation)

# Good Words Levinson Elise Hannebicque

**Mark Levinson**



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