

## **Vita**

### **Raymond W. Gibbs, Jr.**

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#### **Education**

Ph.D., University of California, San Diego, 1980

Cognitive Psychology, Psycholinguistics

M.A., University of California, San Diego, 1978

Experimental Psychology

B. A., Hampshire College, 1976

Cognitive Science

#### **Professional Positions**

2014-2018: Distinguished Professor of Psychology, University of California, Santa Cruz  
(retired 2018).

1991-1995: Chair, Department of Psychology, University of California, Santa Cruz

1990- 2014: Professor of Psychology, University of California, Santa Cruz.

1986-1990: Associate Professor of Psychology, University of California, Santa Cruz

1982-1986: Assistant Professor of Psychology, University of California, Santa Cruz

1981-1982: Postdoctoral Fellow in Cognitive Science, Stanford University

1980-1981: Postdoctoral Research Associate in Cognitive Science, Yale University

#### **Professional Service**

Editor: *Metaphor and Symbol*

Associate Editor: *Journal of Mental Imagery*

Current member of editorial boards for scholarly journals:

*Cognitive Linguistics*  
*Discourse Processes*  
*Journal of Pragmatics*  
*Intercultural Pragmatics*  
*Psychologia*  
*Poetics*  
*Cognitive Semantics*  
*Pragmatics and Society*  
*Metaphor and the Social World*  
*Scientific Study of Literature*  
*Israeli Journal of Humor Research*  
*Lodz Papers in Pragmatics*  
*Lingua*  
*Journal of Cognitive Linguistics*  
*Language and Cognitive Science*  
*Cognitive Linguistic Studies*

Editorial boards for book series:

*Human Cognitive Processing* (Benjamins)  
*Linguistic Approaches to Literature* (Benjamins)  
*Mouton Series in Pragmatics* (Mouton)  
*Cognitive Linguistic Studies of Language and Cognition in Cultural Contexts*  
(Benjamins)  
*Metaphor in Language, Cognition, and Communication* (Benjamins)  
*Topics in Humor Research* (Benjamins)  
*Formulaic Language* (De Gruyter)  
*Dynamics of Wordplay* (De Gruyter)

Previous Service:

Senior Editor: *Cognitive Science*,  
Editorial board member: *Journal of Memory and Language*.  
Co-editor of book series: *Human Cognitive Processing* (Benjamins).

## **Honors**

Fellow, *Cognitive Science Society* (Elected 2011)

## Publications

### Books and Edited Collections

Gibbs, R. (1994). *The poetics of mind: Figurative thought, language, and understanding*. New York: Cambridge University Press. (also translated and published in Italian, Korean, Spanish, and Japanese).

Gibbs, R. (1999). *Intentions in the experience of meaning*. New York: Cambridge University Press.

Gibbs, R. (2006). *Embodiment and cognitive science*. New York: Cambridge University Press. (also translated and published in Portuguese).

Gibbs, R. (2017). *Metaphor wars: Conceptual metaphor in human life*. New York: Cambridge University Press.

Gibbs, R., & Colston, H. (2012). *Interpreting figurative meaning*. New York: Cambridge University Press.

Katz, A., Cacciari, C., Gibbs, R., & Turner, M. (1998). *Figurative language and thought*. New York: Oxford University Press.

Gibbs, R. (Ed.) (2008). *Cambridge handbook of metaphor and thought*. New York: Cambridge University Press.

Gibbs, R. (Ed.) (2016). *Mixing metaphor*. Amsterdam: Benjamins.

Gibbs, R., & Steen, G. (Eds.). (1999). *Metaphor in cognitive linguistics*. Amsterdam: Benjamins.

Gibbs, R., & Colston, H. (Eds.) (2007). *Irony in language and thought: A cognitive science reader*. New York: Erlbaum.

Gibbs, R., & Gerrig, R. (Eds.) (1989). Special invited issue: Context and metaphor comprehension. *Metaphor and Symbolic Activity*, 3, 123-201.

Gibbs, R., & Ferriera, L. (Eds.). (2015). Special invited issue: Metaphor and metonymy in applied practice. *Brazilian Journal of Applied Linguistics*. 15, 1-139.

### Journal Articles

Gibbs, R. (1979). Contextual effects in understanding indirect requests. *Discourse Processes*, 2, 1-10.

- Gibbs, R. (1980). Spilling the beans on understanding and memory for idioms in conversation. *Memory & Cognition*, 8, 149-156.
- Gibbs, R., & Tenney, Y. (1980). The concept of scripts in understanding stories. *Journal of Psycholinguistic Research*, 9, 275-284.
- Gibbs, R. (1981). Your wish is my command: Convention and context in interpreting indirect requests. *Journal of Verbal Learning and Verbal Behavior*, 20, 431-444.
- Gibbs, R. (1981). Memory for requests in conversation. *Journal of Verbal Learning and Verbal Behavior*, 20, 630-640.
- Goodman, G., McClelland, J., & Gibbs, R. (1981). The role of syntactic context in word recognition. *Memory & Cognition*, 9, 580-586.
- Gibbs, R. (1982). A critical examination of the contribution of literal meaning to understanding nonliteral discourse. *Text*, 2, 9-27.
- Gibbs, R. (1983). Do people always process the literal meanings of indirect requests? *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 9, 524-533.
- Gibbs, R. (1984). Literal meaning and psychological theory. *Cognitive Science*, 8, 275-304.
- Gibbs, R. (1985). On the process of understanding idioms. *Journal of Psycholinguistic Research*, 14, 465-472.
- Gibbs, R. & Gonzales, G. (1985). Syntactic frozenness in processing and remembering idioms. *Cognition*, 20, 243-259.
- Gibbs, R., & Nagaoka, A. (1985). Getting the hang of American slang: Studies on understanding and remembering slang metaphors. *Language and Speech*, 28, 177-195.
- Gibbs, R. (1986). On the psycholinguistics of sarcasm. *Journal of Experimental Psychology: General*, 115, 3-15.
- Reprinted In R. Gibbs & H. Colston (Eds.), *Irony in language and thought: A cognitive science reader*. Mahwah, NJ: Erlbaum.
- Gibbs, R. (1986). Comprehension and memory for nonliteral utterances: The problem of sarcastic indirect requests. *Acta Psychologica*, 53, 41-57.

- Gibbs, R. (1986). What makes some indirect speech acts conventional? *Journal of Memory and Language*, 25, 181-196.
- Gibbs, R. (1986). Skating on thin ice: Literal meaning and understanding idioms in conversation. *Discourse Processes*, 7, 17-30.
- Gibbs, R. (1987). Memory for requests in conversation revisited. *American Journal of Psychology*, 100, 179-191.
- Gibbs, R. (1987). Linguistic factors in children's understanding of idioms. *Journal of Child Language*, 12, 569-586.
- Gibbs, R., & Delaney, S. (1987). Pragmatic factors in making and understanding promises. *Discourse Processes*, 8, 107-126.
- Gibbs, R. (1987). Mutual knowledge and the psychology of conversational inference. *Journal of Pragmatics*, 13, 561-588.
- Mueller, R., & Gibbs, R. (1987). Processing idioms with multiple meanings. *Journal of Psycholinguistic Research*, 16, 63-81.
- Gibbs, R. (1988). The relevance of 'Relevance' for psychological theory. *Behavioral and Brain Sciences*, 9, 251-252.
- Gibbs, R., & Mueller, R. (1988). Conversational sequences and preference for indirect speech acts *Discourse Processes*, 11, 101-116.
- Gibbs, R., Mueller, R., & Cox, R. (1988). Common ground in asking and understanding questions. *Language and Speech*, 31, 321-335.
- Gerrig, R., & Gibbs, R. (1988). Beyond the lexicon: Creativity in language production. *Metaphor and Symbolic Activity*, 3, 1-19.
- Gibbs, R. (1989). Understanding and literal meaning. *Cognitive Science*, 13, 243-251.
- Gibbs, R. (1989). How do you know when you have understood?: Psycholinguistics criteria for understanding verbal communication. *Communication & Cognition*, 10, 343-377.
- Gibbs, R., & Gerrig, R. (1989). How context makes metaphor comprehension seem special. *Metaphor and Symbolic Activity*, 4, 145-158.
- Gibbs, R., & Nayak, N. (1989). Psycholinguistic studies on the syntactic behavior of idioms. *Cognitive Psychology*, 21, 100-138.
- Gibbs, R., Nayak, N., Bolton, J., & Keppel, M. (1989). Speakers' assumptions about

- the lexical flexibility of idioms. *Memory & Cognition*, *16*, 58-68.
- Gibbs, R., Nayak, N., & Cutting, C. (1989). How to kick the bucket and not decompose: Analyzability and idiom processing. *Journal of Memory and Language*, *28*, 576-593.
- Gibbs, R. (1990). The process of understanding literary metaphor. *Journal of Literary Semantics*, *19*, 65-94.
- Gibbs, R. (1990). Comprehending figurative referential descriptions. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, *16*, 56-66.
- Gibbs, R. (1990). Psycholinguistic studies on the conceptual basis of idiomaticity. *Cognitive Linguistics*, *1*, 417-451.
- Gibbs, R., & McCarrell, N. (1990). Why boys will be boys and girls will be girls: Understanding colloquial tautologies. *Journal of Psycholinguistic Research*, *19*, 125-145.
- Gibbs, R., & O'Brien, J. (1990). Idioms and mental imagery: The metaphorical motivation for idiomatic meaning. *Cognition*, *36*, 35-68.
- Mueller, R., & Gibbs, R. (1990). Inferring the interpretation of attributive and referential definite descriptions. *Discourse Processes*, *14*, 107-131.
- Nayak, N., & Gibbs, R. (1990). Conceptual knowledge in the interpretation of idioms. *Journal of Experimental Psychology: General*, *119*, 315-330.
- Gibbs, R. (1991). Metaphor as constraint on individual creativity. *Creativity Research Journal*, *4*, 85-88.
- Gibbs, R. (1991). Semantic analyzability in children's understanding of idioms. *Journal of Speech and Hearing Research*, *34*, 613-620.
- Gibbs, R., Kushner, J., & Mills, R. (1991). Authorial intentions and metaphor comprehension. *Journal of Psycholinguistic Research*, *20*, 11-30.
- Gibbs, R., & Nayak, N. (1991). Why idioms mean what they do. *Journal of Experimental Psychology: General*, *120*, 93-95.
- Gibbs, R. (1992). Metaphor, mental imagery, and dream cognition. *Journal of Mental Imagery*, *16*, 103-108.
- Gibbs, R. (1992). When is metaphor?: The idea of understanding in theories of metaphor. *Poetics Today*, *13*, 575-606.

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Gibbs, R. (1992). Categorization and metaphor understanding. *Psychological Review*, 99, 572-577.

Gibbs, R., & O'Brien, J. (1992). Psychological aspects of irony understanding. *Journal of Pragmatics*, 18, 523-530.

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Gibbs, R., Beitel, D., Harrington, M., & Sanders, P. (1994). Taking a stand on the meanings of *stand*: Bodily experience as motivation for polysemy. *Journal of Semantics*, 11, 231-251.

Gibbs, R., & Kearney, L. (1994). When parting is such sweet sorrow: The comprehension and appreciation of oxymora. *Journal of Psycholinguistic Research*, 23, 75-89.

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Reprinted (and translated into Portuguese) in (2012). *Caedrnos de Traducaao: Linguistica Cognitiva*, 31, 47-80.

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Gibbs, R., Colston, H., & Johnson, M. (1996). Proverbs and the metaphorical mind.

- Metaphor and Symbolic Activity*, 11, 207-216.
- Gibbs, R., Johnson, M., & Colston, M. (1996). How to study proverb understanding. *Metaphor and Symbolic Activity*, 11, 233-239.
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- Gibbs, R., Bogdonovich, J., Sykes, J., & Barr, D. (1997). Metaphor in idiom comprehension. *Journal of Memory and Language*, 37, 141-154.
- Pfaff, K., Gibbs, R., & Johnson, M. (1997). Metaphor in using and understanding euphemisms and dysphemisms. *Applied Psycholinguistics*, 18, 59-83.
- Gibbs, R., Strom, L., & Spivey-Knowlton, M. (1997). Conceptual metaphor in mental imagery for proverbs. *Journal of Mental Imagery*, 21, 83-110.
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- Gibbs, R. (1998). Cognitive science meets metaphor and metaphysics. *Minds & Machines*, 8, 433-436.
- Colston, H., & Gibbs, R. (1998). Analogy and irony: Rebuttal to 'rebuttal analogy'. *Metaphor and Symbol*, 13, 69-76.
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- Gibbs, R. (1999). Inferring what speakers say and implicate. *Brain & Language*, 68, 466-485.
- Gibbs, R., & Berg, E. (1999). Embodied metaphor and perceptual symbols. *Behavioral and Brain Sciences*, 22, 617-618.
- Gibbs, R., & Bogdonovich, J. (1999). Mental imagery in interpreting poetic metaphor. *Metaphor and Symbol*, 14, 37-44.
- Gibbs, R., & Matlock, T. (1999). Psycholinguistics and mental representation: A comment. *Cognitive Linguistics*, 10, 263-269.
- Hamblin, J., & Gibbs, R. (1999). Why you can't kick the bucket as you slowly die: Verbs in idiom understanding. *Journal of Psycholinguistic Research*, 39, 25-39.



- Gibbs, R. (2000). Irony in talk among friends. *Metaphor and Symbol, 15*, 5-27.
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- Leggitt, J., & Gibbs, R. (2000). Emotional reactions to verbal irony. *Discourse Processes, 29*, 1-24.
- Gibbs, R. (2001). Evaluating contemporary models of figurative language understanding. *Metaphor and Symbol, 16*, 317-333.
- Gibbs, R. (2001). Authorial intentions in text understanding. *Discourse Processes, 32*, 73-80.
- Gibbs, R. (2001). Proverbial themes we live by. *Poetics, 29*, 167-188.
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- Lima, P., Gibbs, R., & Francuzo, E. (2001). Emergencia e natureza da metáfora primária: Desejar e ter fome. *Cadernos de Estudos Linguísticos, 40*, 107-140.
- Matlock, T., & Gibbs, R. (2001). Conceptual knowledge and polysemy: Psycholinguistic studies on the meanings of *make*. *Communication & Cognition, 34*, 231-256.
- Colston, H., & Gibbs, R. (2002). Are irony and metaphor understood differently? *Metaphor and Symbol, 17*, 57-60.
- Gibbs, R. (2002). A new look at literal meaning in understanding what is said and implicated. *Journal of Pragmatics, 34*, 457-486.
- Gibbs, R. (2002). Identifying and appreciating poetic metaphor. *Journal of Literary Semantics, 31*, 101-112.
- Gibbs, R. (2002). Psycholinguistic research on metaphor identification. *Language and Literature, 11*, 78-84.
- Gibbs, R. (2002). Marcelo Dascal and the literal meaning debates. *Manuscrito, 25*, 199-224.
- Gibbs, R. (2002). Irony in the wake of tragedy. *Metaphor and Symbol, 17*, 145-153.

- Gibbs, R., & Berg, E. (2002). Mental imagery and embodied activity. *Journal of Mental Imagery*, 26, 1-30.
- Gibbs, R., & Berg, E. (2002). Finding the body in mental imagery. *Journal of Mental Imagery*, 26, 82-108.
- Gibbs, R., & Franks, H. (2002). Embodied metaphors in womens' narratives about their experiences with cancer. *Health Communication*, 14, 139-165.
- Gibbs, R., & Matlock, T. (2002). Looking for metaphor in all the right ways. *Theoria et Historia Scientiarum*, 6, 1-24.
- Gibbs, R., & Van Orden, G. (2002). Are emotional expressions intentional?: A self-organizational perspective. *Consciousness and Emotion*, 4, 1-15.
- Gibbs, R., & Wilson, N. (2002). Bodily action and metaphor comprehension. *Style*, 36, 524-540.
- Bryant, G., & Gibbs, R. (2002). You don't say: Figurative language and thought. *Behavioral and Brain Sciences*, 25, 678-679.
- Gibbs, R. (2003). Embodiment and linguistic meaning. *Brain and Language*, 84, 1-15.
- Hamblin, J., & Gibbs, R. (2003). Processing the meanings of what speakers say and implicate. *Discourse Processes*, 35, 59-80.
- Gibbs, R. (2003). Imagistic filters in unconscious learning and action. *Journal of Mental Imagery*, 27, 166-171.
- Gibbs, R., Lima, P., & Francuzo, E. (2004). Metaphor is grounded in embodied experience. *Journal of Pragmatics*, 36, 1189-1210.
- Steen, G., & Gibbs, R. (2004). Questions about metaphor in literature. *European Journal of English Studies*, 8, 337-354.
- Gibbs, R. (2005). Interpreting metaphorical sayings in the assessment of mental health. *Psicopatologia Cognitiva (Cognitive Psychopathology)*, 3, 5-12.
- Gibbs, R. (2006). Metaphor in cognitive linguistics: Past questions and future challenges. *Revista de Documentacao de Estudos em Linguistica Teorica e Aplicada (DELTA)*, 22, 1-20.
- Gibbs, R. (2006). Metaphor interpretation as embodied simulation. *Mind & Language*, 21, 434-458.
- Gibbs, R., & Tendahl, M. (2006). Cognitive effort and effects in metaphor

- comprehension: Relevance theory and psycholinguistics. *Mind & Language*, 21, 379-403.
- Gibbs, R. (2006). Introspection and cognitive linguistics: Should we trust our own intuitions? *Annual Review of Cognitive Linguistics*, 4, 133-152
- Gibbs, R., Gould, J., & Andric, M. (2005-2006). Imagining metaphorical actions: Embodied simulations make the impossible plausible. *Imagination, Cognition, and Personality*, 25, 221-238.
- Pragglejaz Group (2007). MIP: A method for identifying metaphorically-used words in discourse. *Metaphor and Symbol*, 22, 1-40.
- Reprinted (and translated into Portuguese) in (2009). *Caedrnos de Traducaao: Linguistica Cognitiva*, 25, 77-120.
- Gibbs, R. (2007). Why irony sometimes come to mind: Paradoxical effects of thought suppression. *Pragmatics & Cognition*, 15, 229-251.
- Gibbs, R., & Cameron, L. (2007). Social-cognitive dynamics of metaphor performance. *Cognitive Systems Research*, 9, 64-75.
- Siquerra, M., & Gibbs, R. (2007). Children's acquisition of primary metaphors: A cross-linguistic study. *Organon*, 43, 161-179.
- Wilson, N., & Gibbs, R. (2007). Real and imagined body movement primes metaphor comprehension. *Cognitive Science*, 31, 721-731.
- Gibbs, R. (2008). The strengths and weaknesses of conceptual metaphor theory: A view from cognitive science. *Journal of Foreign Language*, 31, 2-12.
- Gibbs, R. (2008). Image schemas in conceptual development: What happened to the body? *Philosophical Psychology*, 21, 231-239.
- Gibbs, R., & Bryant, G. (2008). Striving for optimal relevance in answering questions. *Cognition*, 106, 345-369.
- Tendahl, M., & Gibbs, R. (2008). Complementary perspectives on metaphor: Cognitive linguistics and relevance theory. *Journal of Pragmatics*, 40, 1823-1864.
- Gibbs, R. (2009). A psycholinguist's view on cognitive linguistics: An interview with Ray W. Gibbs. *Annual Review of Cognitive Linguistics* 7, 302-318.
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- Gibbs, R. (2010). The dynamic complexities of metaphor interpretation. *Revista de Documentacao de Estudos em Linguistica Teorica e Aplicada (DELTA)*, 26, 657-677.
- Gibbs, R. & Macedo Pelosi, A. (2010). Metaphor and embodied cognition. *Revista de Documentacao de Estudos em Linguistica Teorica e Aplicada (DELTA)* 26, 679-700.
- Gibbs, R. & Van Orden, G. (2010). Adaptive cognition without massive modularity. *Language & Cognition*, 2, 147-169.
- Gibbs, R., & Perlman, M. (2010). Language understanding is grounded in experiential simulations: A reply to Weiskopf. *Studies in the History and Philosophy of Science*, 41, 305-308.
- Okanski, L., & Gibbs, R. (2010). Art is the sex of the imagination: Explaining the meanings of XYZ metaphors. *Textus*, 23, 699-720.
- Gibbs, R. (2011). The *allegorical impulse*. *Metaphor and Symbol* 26: 121-30
- Gibbs, R. (2011). The individual in the scientific study of literature. *Scientific Study of Literature*, 1, 95-103.
- Gibbs, R. (2011). Are deliberate metaphors really deliberate? A question of human consciousness and action. *Metaphor and the Social World*. 1., 26-52.
- Gibbs, R. (2011). Advancing the debate on deliberate metaphor. *Metaphor and the Social World*, 1, 67-69.
- Gibbs, R., Tendahl, M., & Okonski, L. (2011). Inferring pragmatic messages from metaphor. *Lodz Papers in Pragmatics*, 7, 3-28.
- Gibbs, R. (2011). Evaluating conceptual metaphor theory. *Discourse Processes*, 48, 529-562.
- Gibbs, R. (2011). Multiple constraints on theories of metaphor. *Discourse Processes*, 48, 375-584.
- Gibbs, R. (2011). Are ironic acts deliberate? *Journal of Pragmatics*, 44, 104-115.
- Gibbs, R., & Van Orden, G. (2012). Pragmatic choice in conversation. *Topics in Cognitive Science*. 4, 7-20.
- Gibbs, R., & Tendahl, M. (2011). Coupling of metaphoric cognition and communication: A reply to Wilson. *Intercultural Pragmatics* ,8, 601-609.

- Gibbs, R. (2011). Metaphoric imagery as embodied cognition. *Journal of Mental Imagery*, 35, 42-48.
- Gibbs, R. (2012). The social nature of embodied cognition: A view from the world of metaphor. *Intellectica*, 56, 81-98.
- Johansson-Falck, M., & Gibbs, R. (2012). Embodied motivations for metaphoric meaning. *Cognitive Linguistics*, 23, 251-272.
- Gibbs, R., & Santa Cruz, M. (2012). Temporal unfolding of conceptual metaphoric experience. *Metaphor and Symbol*, 27, 299-311.
- Gibbs, R. (2013). Artistic understanding as embodied simulation. *Behavioral and Brain Sciences*, 36, 143-144.
- Gibbs, R. (2013). Walking the walk while thinking about the talk: Embodied interpretation of metaphorical narratives. *Journal of Psycholinguistic Research*, 42, 363-378.
- Gibbs, R. (2013). A dynamical, self-organized view of the context for linguistic performance. *International Review of Pragmatics*, 5, 70-81.
- Gibbs, R. (2012). The emergence of intentional meaning: A different twist on pragmatic linguistic action. *Lodz Papers in Pragmatics*, 8, 17-35.
- Gibbs, R. (2013). Dealing with the real complexities of psycholinguistic research on metaphor. *Language Sciences*, 40, 45-52.
- Gibbs, R., & Blackwell, N. (2012). Climbing the stairs to literary heaven: A case study of allegorical interpretation of fiction. *Scientific Study of Literature*, 2, 197-217.
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- Gibbs, R. (2013). Do conceptual metaphors emerge from metaphoric language? *Journal of Cognitive Science*, 14, 319-344.
- Gibbs, R. (2013). Embodied simulation facilitates self-emergence in eidetic psychotherapy. *Journal of Mental Imagery*, 37, 68-73.
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- Gibbs, R. (2014). Is a general theory of utterance interpretation really possible? *Belgium Journal of Linguistics*, 28, 19-44.
- Gibbs, R. (2015). The allegorical character of political metaphors in discourse. *Metaphor and the Social World*, 5, 264-282.
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- Gibbs, R. (2015). Does deliberate metaphor theory have a future? *Journal of Pragmatics*, 90, 73-76.
- Gibbs, R. (2015). Counting metaphors: What does this reveal about language and thought? *Cognitive Semantics*, 1, 155-177.
- Gibbs, R., & Ferriera, L (2015). Introduction to special invited issue: Metaphor and metonymy in applied practice. *Brazilian Journal of Applied Linguistics*, 15, 1-5.
- Gibbs, R. (2017). Seven empirical challenges for cognitive linguistics. *Journal of Cognitive Linguistics*, 2, 25-37.
- Samermitt, P., & Gibbs, R. (2017). Humor, the body and cognitive linguistics. *Cognitive Linguistic Studies*, 3, 32-49.
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- Gibbs, R., & Steen, G. (2017). A metaphor biangle. *Metaphor and the Social World*, 7, 130-151.
- Gibbs, R., & Chen, E. (2018). Metaphor and the automatic mind. *Metaphor and the Social World*, 8, 40-63.
- Gibbs, R., Samermitt, P., & Karzmark, C. (in press). Humor, irony, and the body. *Review of Cognitive Linguistics*.

## Book Chapters

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- Gibbs, R. (1985). Situational conventions and requests. In J. Forgas (Ed.), *Language and social situations*. New York: Springer-Verlag.
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