Contents

	Preface	V11
	A note on conventions	xi
1	Introduction: language and the communication of social identity John J. Gumperz and Jenny Cook-Gumperz	1
2	Thematic structure and progression in discourse John J. Gumperz, Gurinder Aulakh, and Hannah Kaltman	22
3	Discovering connections Arpita Mishra	57
4	Inscrutability revisited Linda Wai Ling Young	72
5	Negotiating interpretations in interethnic settings Mark Hansell and Cheryl Seabrook Ajirotutu	85
6	Strategies and counterstrategies in the use of yes—no questions in discourse Adrian Bennett	95
7	Negotiations of language choice in Montreal Monica S. Heller	108
8	Performance and ethnic style in job interviews F. Niyi Akinnaso and Cheryl Seabrook Ajirotutu	119
9	Interethnic communication in committee negotiations John J. Gumperz and Jenny Cook-Gumperz	145
10	Fact and inference in courtroom testimony John J. Gumperz	163

11 A cultural approach to male—female miscommunication	195
Daniel N. Maltz and Ruth A. Borker	
12 Ethnic style in male-female conversation	217
Deborah Tannen	
13 Language and disadvantage: the hidden process	232
T. C. Jupp, Celia Roberts, and Jenny Cook-Gumperz	
Bibliography	257
Subject index	267
Author index	271