

Congratulation and Positive Politeness Strategies in Iranian Context

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Abstract—The present study investigated the nature of the speech act of congratulation in terms of the Taxonomy proposed by Elwood (2004), representing the basic verbal strategies used by Iranian Persian speakers in offering congratulations. Based on the modified version of Brown and Levinson's model of politeness (1987), it further explored the positive politeness strategies in the congratulation speech act. Fifty informants filled in a discourse completion test, consisting of 9 situations related to happy news. The analysis of the data revealed that the mostly used types of congratulation strategies were "Illocutionary Force Indicating Devise (IFID)", "Offer of good wishes" and "Expression of happiness". Regarding the positive politeness strategies the result was indicative of the fact that Iranian people mostly made use of the strategies "Giving gift to listener", "Exaggeration" and "In-group identity marker" when responding to other's happy news.

Index Terms—sociopragmatics, speech acts of congratulation, commiseration, Persian

I. INTRODUCTION

When something good happens to a person, it is common for others to express positively their ideas and feelings about it. It is considered a sign of jealousy if the other person who hears the good news doesn't show or express his/her pleasure on what has happened to the addressee. In a situation of happy news speakers mostly try to show their happiness by saying "*congratulations*", however, the patterns and expressions they use to express congratulations may vary in different situation (Elwood, 2004).

Congratulation is classified as an expressive speech act by which the speaker expresses his feelings and emotions towards the hearer (Searl, 1976). It is an act which is desirable to the person who has achieved something, showing the speaker's happiness. When someone congratulates, he/she shows that he/she shares in the other's joy.

According to Searl (1969, p. 67) there are the following rules for congratulation:

- 1) There is some event that is related to the hearer.
- 2) The event is in the hearer's interest and the speaker believes the event.
- 3) The speaker is pleased at the event.
- 4) It counts as an expression of pleasure at the event.

Triantafyllides (1941, cited in Marki-Tsilipako, 2001) considers congratulation as an exclamatory expression which functions as a wish. Marki-Tsilipakon (2001) has stated that congratulation is the expression of speaker's joy and praise on a pleasurable event. Leech (1983, p. 106) classifies congratulation as "convivial" in terms of politeness, by which he means the type of illocutionary function which while expressing "the illocutionary goals coincide with the social goal." According to him these expressions are "intrinsically polite". Furthermore, congratulation is associated with the approbation and modesty maxims proposed by Leech (1983, p. 132). According to approbation maxims, the speaker should minimize dispraise of the addressee and maximize the praise of the addressee while the modesty maxim requires that the speaker minimize the praise of himself and maximize the dispraise of himself. Thus by congratulating the speaker maximizes the praise of the addressee.

On the other hand, the speech act of congratulation can be associated with the notion of face and politeness. Orecchioni (2004, 2005, cited in Barthes, 2006) argues that congratulation as an expressive speech act is directly linked to positive politeness and is a face saving act since it aims at enhancing the addressee's positive face.

The present study is an attempt at a detailed analysis of the patterns and linguistic forms that Iranian people use to offer congratulation in different situations. It further investigates the types of positive politeness which are mostly used by people in those situations. The research questions which are touched upon in this investigation are:

- 1) What are the basic strategies and sub-strategies used by Iranians to express congratulation in naturally occurring speech?
- 2) What types of positive politeness strategies are more prevalent in the congratulations of these participants?

II. LITERATURE REVIEW

The speech act of congratulation has been investigated in a limited range of studies. An early study on the socio-pragmatic plane of congratulation was conducted by Garibova and Blair (1999) on holidays in Azerbaijan and occasions in which people offer their congratulations. According to these authors, in Azerbaijan, people have some holidays such as woman's day, Ramazan (Ramadan), Nourouz and Bayram (celebration of spring-March 20-21) in which they visit their relatives and offer congratulation to them by using some expressions such as "*Bayramın Mubarak*" "congratulation on holiday" and "*Sənə (Sizə) uzun müddətə əminəm.*" "I wish you long life". They also wish health, success and luck for each other.

Another relevant study was conducted by G. Emery (2000) on greeting, congratulation and commiserating in Omani Arabic. The study investigated only the congratulation expressions which old and young people use on the occasions of wedding, the birth of a baby and religious Eves. The findings revealed that for congratulation at the wedding, there were some differences between older women's and older men's congratulation and that of younger people. For instance, on the occasion of wedding, younger people used the term "*Mabruuk*" or "*mbaarak*" (*May you be blessed*), while older people favored the expression "*allah ybaarak fil- amaar*" (*May God bless your lives*). Moreover, older women wished the couple to have a boy as their first child by saying "*ishallaah bikurkum wild*" (*God willing your first-born child be a boy*). They also wished them a long life and fertility. But younger people did not follow the wishing custom. On the occasion of childbirth, women congratulated the mother by giving her money as a present and while visiting the baby, they use sympathetic expressions such as "*ahwan anshaallaah*" (*get better soon God willing*).

In her analysis of the differences between Greek "congratulation and "bravo", Marki-Tsilipako (2001) points out that in Greek culture, Greeks do not frequently use the expression "*congratulation*" as it may represent that the speaker belongs to the educated/urban class where the relationship between the addressee and the speaker is not very close. On the occasion of wedding, educated/urban people may use "*congratulation*" along with the expression of wishes: "*[May] that you live*" or "*an auspicious wedding*". Moreover, on the occasion of university graduation, they use the expression "*have a successful career*". Also, on the occasion of job promotion, they make use of the term "*to your next promotion*". The term "*congratulation*" in Greek which shows the distance between the speakers and hearers, is used in official occasions and with hand shake, rather than an embrace or a kiss which represents the intimacy.

On the other hand, it is not appropriate for the men to congratulate the mother unless they are closely related. They only congratulate the father using the expressions such as: "*Yatrabba fi'izzak wa ykuun wild saalitt*" (*may you raise him up to be a fine boy*). Younger men use the expression "*mabruuk*" (congratulations). Another occasions for congratulation is New Year, returning from Hajj and the month of Ramadan. The more traditional formula for congratulation in New Year is "*haneetu bi-barakaat il-éed/ní imtubil-éed*" (congratulation on the blessing of the Eid). The expression "*bi-shahr ramadaan-allaah yibaarak fikum*" (blessings on the advent of the holy month of Ramadan) is used as greeting in the holy month of Ramadan. On the occasion of returning from Hajj the formulae "*Hajj mabruur wa dhanb maghfur wa tijaara laa tabuur*" (congratulation on the Hajj and the visit) is the most commonly used expression.

One of the most recent and significant study on the speech act of congratulation was conducted by Elwood (2004) on American and Japanese students. Her proposed taxonomy for the congratulation strategies was used as the framework for my present study. In her study, 45 American students writing in English, 45 Japanese students writing in English and 45 Japanese students writing in Japanese filled in a discourse completion test with seven situations in which three situations were related to responding to happy news such as grant, promotion and wedding. The results of the study showed that the patterns which were used for responding to good news vary in Japanese and English. Generally speaking, Americans mostly tended to ask questions and request for information, while Japanese students writing in English and Japanese were most likely to use self-related comments such as expression of envy, longing, chagrin or comment on one's future success. Also, there was variation among the situations in a way that "Illocutionary Force Indicating Device (IFID)" was the mostly used type of response in the situation of promotion, while in the situations of grant and wedding the "Expression of happiness" was the dominant type of response. Furthermore, the "Expression of validation" such as "*you deserve it*" was mostly used in the situation of grant by all the groups, whereas it was used only by Americans in the situation of wedding. Request for information such as "*who's the lucky guy/ girl*" was highly used by the three groups and mostly by the Americans in the situation of wedding. The other types of responses that were used by the groups in the three situations were: "Offer of good wishes", "A suggestion to celebrate", "Offer of good luck" and "Encouragement".

Another important study has been conducted by Akram (2008) on speech acts in Urdu and English. According to the results of this study, on special occasions such as Christmas, English speakers use the expression "*Happy Christmas*" and Urdu speakers say "*ko/ tumheir nya saal mubarak ho*". In New Year, English speakers say "*Happy New Year*", while Urdu speakers use the term '*Mubarak*'. Also, for birthday English speakers say "happy birthday", whereas Urdu speakers use the expression "*Raat Mubara*". Besides, the expressions that are used in religious holidays in Urdu are as follow: "*Mahe Ramezan Mubarak*" (congratulation on Ramezan) and "*Eide-Milad-u-Nabi Mubarak*" (congratulations on birth of the Imam). Akram's further points out that all these English expressions are used by native speakers, while the three last expressions in Urdu are mostly used by young girls and women and are not as common as other

expressions. Furthermore, it is concluded that all the stated expressions in English and Urdu can be used both formally and informally except for the last expression that is “*Eide-Milad-u-Nabi Mubarak*” which is used in formal situations.

III. METHOD

A. Participants

The participants of this study were 50 males and females with the age range of 17 -75 with different socio-economic backgrounds.

B. Data Collection

The present research project was conducted in Isfahan, Iran. The data were collected by asking the participants to fill in a Discourse Completion Test consisting of 9 situations dealing with happy news (see Appendix). All these situations were designed based on the combination of two variables: social status with three levels: low (L), high (H), and equal (E) and social distance with three levels: intimate (I), acquaintance (A) and stranger (S). Samples of congratulation expressions were encoded and analyzed based on the taxonomy of congratulation strategy proposed by Elwood (2004) and further they were analyzed according to the classification of positive politeness strategies proposed by Brown and Levinson (1987, pp. 102-131). However there is a minor modification to capture salient strategies used in the present study.

Congratulation Strategies and Sub-strategies Coding

Strategies	Example
1) <i>Illocutionary Force Indicating Device (IFID)</i>	“ <i>mobāræk bāše</i> ” (congratulation)
2) <i>Expression of happiness</i>	
a) Expression of personal happiness	“ <i>xeyli xošhāl šodæm</i> ” (I’m so glad)
b) Statement assessing the situation positively	“ <i>xeyli xoobe</i> ” (That’s great)
3) <i>Request for information</i>	
a) Specific question	“ <i>Hālā taræf ki hæst?</i> ” (Who’s that guy/girl?)
b) General request for information	“ <i>xob hālā rāzi hæsti ya næ?</i> ” (Now are you satisfied with your marriage?)
4) <i>Expression of validation</i>	
a) Statements indicating the situation was warranted	“ <i>To šāyestegišo dāšti.</i> ” “You deserve it.”
b) Praise	“ <i>Āfarin</i> ” (Great job)
c) Statements of prior certainty	“ <i>midoonestæm to movæfægh miši.</i> ” (I knew you would succeed.)
5) <i>Self-related comments</i>	
a) An expression of longing	“ <i>mænæm xeyli doost dāštæm doktor šæm vali næšod.</i> ” “I also longed to be a doctor, but I couldn’t.”
b) An expression of envy	“ <i>xeyli šāns āvordi.</i> ” (You’ve got this by chance.)
c) A prediction of one’s own future success.	“ <i>İşallāh mænæm mesle šomā movæfæq šæm.</i> ” “God willing, I would be a successful person like you.”
6) <i>Exclamation/Expression of surprise</i>	“ <i>Vayy, rāst miği?</i> ” (Wow, are you kidding?)
7) <i>Offer of good wishes</i>	“ <i>Sale xoobi dāšte baši.</i> ” (I wish you a happy New Year.)
8) <i>Encouragement</i>	“ <i>Bāyæd barā kasbe maqāmhaye bālātær tælāš koni.</i> ” (You should do your best for higher achievements.)
9) <i>Joking</i>	“ <i>Toæm umædi qāti morqā</i> ”
10) <i>Affection expression</i>	“ <i>Dooset daræm</i> ” (I love you), “ <i>Qorboonet beræm</i> ”
11) <i>A suggestion to celebrate</i>	“ <i>šām mirim biroon</i> ” (Let’s go out for dinner)
12) <i>Thanking God</i>	“ <i>Xodā rā šokr</i> ” (Thanks God)
13) <i>Offer of help</i>	“ <i>Omidvāræm betoonæm ko mæketun konæm</i> ” (I hope I can help you)
14) <i>Statement assessing the situation negatively</i>	“ <i>Ezdevāj kærði çikār</i> ” (Why did you get married?)

Positive Politeness Strategies Coding

Strategies

1) *Exaggerate (interest, approval, sympathy with the listener)*2) *Intensify interest of listener*3) *Use of in-group identity marker*

a) Usage of address forms

b) Use of in-group language

c) Use of contraction and ellipses

4) *Seek agreement*

a) Safe topic

5) *Avoid disagreement*

a) White lies

6) *Jokes*7) *Give or ask for reason*8) *Give gifts to listener (goods, sympathy, understanding)*

Example

“Vāyyy, āleye.”

(Wow, that’s great)

“Age gofti in golā māle kiye?”

(Can you guess whose flowers are these?)

“Māmāne gokēm”(my lovely Mom)

“Eyvæl” (Well-done)

“āxe vāse či?” (Why?)

“Mobāræk bāše vali dige bačedār næšo.”

“Congratulations, but don’t have a child again”

“Tæbrik migæm. šomā šāyesteye in mæqām boodid.”

(Congratulations. You deserved it.)

“Axe hālā ke ezdevāj kærđi čerā yeki?”

(Now that you’ve married why did you marry just one guy/ girl?)

“čērā mæno dævæt nækærđi?”

(Why didn’t you invite me?)

“Tæbrik migæm”

(Congratulations)

IV. RESULTS AND ANALYSIS

A. Situation 1: Wedding

In this situation, 32% of the participants who completed the DCT used the “Illocutionary Force Indicating Device (IFID)”: “*Tæbrik migæm*” or “*mobāræk bāše*” (Congratulations), while 16% used “Exclamation/Expression of surprise”: (Wow) and 16% used statements which showed “Expression of personal happiness” such as: “*Xeyli xošhālæm*” (I’m so happy). Also, 10% of the participants assessed the situation positively with the most frequent type of formulation “*xeyli xub*” and “*Bæh Bæh*” (Great). Moreover, 10% of the people requested for general information by saying “*če bixæbær*” (why didn’t you inform me?) or “*xob hālā rāzi hæsti?*”(Are you satisfied now?). Only 2% of the participants asked specific question about the identity of spouse as “*bā ki ezdevaj kærđi?*”(Who did you marry?). The other types of responses that were used in this situation were: “Offer of good wishes” (4%): “*Inšāllāh xošbæxt beši*” (God willing, become prosperous) and use of “Jokes” (6%): “*Hālā ke ezdevāj kærđi čerā yeki?*” (Now that you’ve got married why did you marry one guy/girl?). Besides, in this situation in 18% of cases, “Offer of good wishes” was used after “IFID”, in 6% of responses this strategy followed a “Statement assessing the situation positively”, whereas in 6% of cases it was seen after the “Expression of personal happiness”. What is more, 5% of people used “Joking” after using “IFID”.

Regarding the positive politeness strategies in this situation, the most frequently used strategies were “Giving gifts to the listener” (50%) such as “*mobāræk bāše*” (congratulation) or “*āfærin*” (well-done) and “Exaggeration” (18.8%) such as “*āliye*” (great). In 9% of cases, use of “In-group language” such as “*Eyvæl*” (very good) and “*omædi qāti morqā*” (you’ve got married) were seen. Furthermore, “Jokes” (6%), “Give or ask for reason” (6%): “*čērā mæno xæbær nækærđi?*”(Why didn’t you let me know?), “Safe topic” (3%): “*Mobāræk bāše vali æge ezdevāj nemikærđi behtær bud*” (Congratulations but it was better if you wouldn’t get married) and “Use of address forms”: “*Azizæm*” (my darling) were seen among the responses.

B. Situation 2: Grant

In this situation, 64% of people used statements with “IFID” and 18% of people used “Expression of personal happiness”. Also, “Offer of good wishes” such as “*Inšāllāh movæfæq bāši*” (God willing, be successful) constituted (10%) of responses. The other types of responses which were utilized rarely included “Praise” (6%) such as “*šomā bāese eftexāre mā hæstid*” (We are proud of you) and “statements indicating the situation was warranted” (2%) such as “*šomā šāyesteye in mæqām budid*” (you deserve it). What is more, 18% of responses included “Offer of good wishes” following “IFID”. Moreover, in 4% of cases “Joking” followed “Expression of personal happiness”.

Considering the positive politeness strategies; “Giving gifts to listener” and “Exaggeration” comprised 94% and 6% of the responses respectively.

C. Situation 3: Getting Trophy

In this situation, the most frequently used congratulation strategies were “Praise” (36%) and “IFID” (14%). In addition, 8% of the responses were statements of “Encouragement”, while 10% of them were “Expression of personal happiness”. Besides, in 8% of cases, the participants used “Expression of validation” which indicated “Prior certainty” such as “*mæn midoonestæm to bærændeh miši*” (I knew that you would be successful). The other types of strategies used in this situation were “Statements assessing the situation positively” (4%), “Exclamation” (6%), “Offer of good wishes” (6%), “A suggestion to celebrate” (2%), “Affection expression” (2%) and “Thanking God” (4%). Furthermore,

in 8% of responses “Praise” followed “Offer of good wishes”. Furthermore, in one of the responses, “Joking” was used after the use of “Praise” and in one response “Statements indicating the situation was warranted” followed “Praise”. Moreover, in this situation, one of the participants used “Praise” after “Expression of surprise”.

Regarding the positive politeness strategies used in this situation, 63% of responses included “Giving gifts to listener” and 22% of them consisted of “Exaggeration”. Moreover, 8% of people used “In-group language”. Other utilized strategies were “Safe topic” (2%), “Jokes” (2%) and “Use of address forms” (2%).

D. Situation 4: Promotion

The most frequently used congratulation strategy in this situation was “IFID” (60%). Also, in 20% of responses, “Offer of good wishes” was used and in 4% of responses, the situation was warranted. In addition, 6% of participants used a “Self-related comment” which was a statement of envy: “*in mæqām hæge mæn bood*” (it was I who deserved this). What is more, 2% of responses were statements of “Praise” and 2% were “A suggestion to celebrate”. Moreover, in this situation, 30% of people offered good wishes after congratulating and only in one case, “Offer of help” followed “Offer of good wishes”. Furthermore, 4% of responses included “Prediction of one’s own future success” after “IFID”.

With regard to positive politeness strategies, “Giving gifts to listener” comprised 85% of responses, while 15% of the responses included “White lies” (Although the people congratulated the addressee, they stated that they had a feeling of jealousy).

E. Situation 5: Birthday

In this situation, 76% of people used “IFID”. Moreover, 16% of responses included “Affection expression”. In these cases, the expressions were followed by “Offer of good wishes” such as “*Sæd sāl zende bāši*” (have a long life). Also, in 8% of responses, “Offer of good wishes” was the only type of utilized strategy. In 20% of cases, “IFID” was followed by “Offer of good wishes”. Besides, in two of the responses “IFID” was used after the “Affection expression”.

Considering the positive politeness strategies, “Giving gift to listener” was the most highly utilized strategy (84%). “Use of address forms” and “In-group language” comprised 8% and 4% of responses respectively. “White lies” (2%) and “Intensifying interest of listeners” (2%) were also seen among the responses.

F. Situation 6: Graduation

In this situation, 50% of responses fell into the category of “IFID”. Also, 12% of the participants expressed their personal happiness and 24% of them offered good wishes as their responses. Furthermore, 10% of the responses were the expression of “Praise”, while 4% of them included the strategy of “Joking”. One person used “Encouragement” strategy and one of them used the strategy of “A suggestion to celebrate”. Besides, in 16% of responses in this situation, “Offer of good wishes” followed “IFID”.

Regarding the positive politeness strategies, as in other situations “Giving gift to listener” was the mostly used strategy (87%). Other types of used politeness strategies were: “Intensifying interest of the listener” (2%), “Use of in-group language” (2%), “Jokes” (4%), and “Exaggeration” (4%).

G. Situation 7: New Year

In this situation, 78% of responses contained “IFID”, whereas 18% of them were statements which offered good wishes. Besides, 4% of the people used “Expression of personal happiness.” In addition in 28% of cases, “Offer of good wishes” followed “IFID”, while in 6% “Joking” followed this strategy.

With regard to positive politeness strategies 87% of the participants used “Giving gifts to listener”. Also “Jokes” were used in 2% of cases and “Usage of address forms” was seen in 10% of responses.

H. Situation 8: Arrival of a Baby

62% of the responses in this situation included “IFID”. In 12% of cases, “Exclamation or Expression of surprise” was used. 6% of people “Assessed the situation negatively” such as “*Bæçe mixāsti čikār*” (What’s the use of the child?). 8% of responses were “Request for specific information” about the identity of the baby such as “*doxtære yā pesær?*” (is it a girl or a boy?). 6% of people used “Offer of good wishes” and 4% of responses were “Expression of personal happiness”. Only in 2% of cases, the participants “Assessed the situation positively”. Additionally, in 12% of responses the participants used “Offer of good wishes” after using “IFID” and in 6% of the responses, they employed “Specific question”. Also, in this situation after “Expression of surprise” one of the participants made use of “Specific question” and one of them used “IFID” strategy.

With respect to positive politeness strategies, again the mostly utilized strategy was “Giving gift to the listener” (82%). Also, “Safe topic” was stated in 8% of responses. Other types of used strategies were “Exaggeration” (4%), “Intensifying interest of the listener” (2%), “Use of address forms” (2%) and “Use of Contraction and ellipses” (2%).

I. Situation 9: Educational Achievement

In this situation, 24% of responses included “Offer of good wishes” and 22% of the participants made use of “Praise”. In 20% of the cases, “IFID” was seen and 20% of the participants assessed the situation positively by saying “*xeyli xoobe*” (very good) or “*āleye*” (great). 2% of the respondents used “Expression of longing” such as “*mæn hæmişe delæm mixāst ke doktor šæm æmā næšod*” (I have always longed to be a doctor, but I couldn’t manage it). In 12% of

cases, people used “Statements of personal happiness” and in 6% of responses, “Expression of surprise” was seen. Furthermore, in one of the responses “An Expression of longing” was used after “Expression of happiness” and in one of them, “Joking” followed the strategy “Praise”.

Concerning the positive politeness strategy, “Giving gifts to listener” was utilized in 82% of cases, while “Exaggeration”, “Use of in-group language” and “White lies” were seen in 10%, 4% and 4% of responses respectively.

V. CONCLUSION

This study sought to discover the congratulation strategies used most often by Iranian Persian speakers and the types of positive politeness strategies they use to realize congratulation speech act.

Generally speaking, five types of congratulation strategies, namely “Illocutionary Force Indicating Device (IFID)”, “Expression of happiness”, “Offer of good wishes”, “Request for information” and “Expression of validation” were the major types of strategies utilized by the people. “IFID” and “Offer of good wishes” were used in all the situations. “Expression of happiness” was also seen in all the situations except the situation of ‘birthday’. “Thanking God”, “A suggestion to celebrate” and “Offer of help” were the least utilized congratulation strategies. What is more, the greatest number of utilized strategies was used in situation 1 (wedding) and situation 3 (getting a trophy), while the smallest number of strategies were seen in situation 7 (New Year). In the situations of ‘wedding’ and ‘getting a trophy’ people used 9 and 11 congratulation strategies respectively, whereas in the situation of ‘New Year’, they used only 3 types of strategies.

Considering the positive politeness strategies within the congratulation speech act, the analysis of the data revealed that the most highly utilized positive politeness strategies was “Giving gift to listener” which was used with the highest frequency in all situations. “Exaggeration” and “*In-group identity marker*” were also applied by the people in most of the situations. “Joking”, “White lies”, “Safe topic” and “Giving or asking for reason” were the least types of utilized politeness strategies applied by the people to realize the act of congratulation. Moreover, the greatest and the smallest number of used positive politeness strategies were seen in situations of ‘wedding’ and ‘Grant’ in which people made use of 8 and 2 types of politeness strategies respectively.

APPENDIX

پاسخگوي گرامي تحقيق حاضر به بررسي نحوه بيان تيريكات افراد مي پردازد. لذا از شما تقاضا مي شود كه سوالات را با دقت و صراحت هر چه تمام تر پاسخ دهيد. در ضمن تمامي اطلاعات به دست آمده محرمانه بوده و فقط جهت تحقيق دانشگاهي به كار مي رود.

اطلاعات عمومي

جنس: ☐ زن ☐ مرد

(1) فرض كنيد كه براي خريد به بازار رفته ايد. به طور اتفاقي به يكي از دوستان صميميتان بر مي خوريد كه چند وقتي از او بي خبر بوده ايد. زماني كه حال او را جويآ مي شويد مي گويد كه دو ماهيست كه ازدواج کرده است. با شنيدن اين خبر شما مي گوييد.....

(2) فرض كنيد كه يكي از استادان دانشگاهي كه شما در آن تحصيل مي كنيد و شما آشنائي قبلي با او نداريد به تازگي به عنوان استاد نمونه كشوري برگزيده شده است. در جشن تجليل از اين استاد براي عرض ادب نزد او رفته و مي گوييد.....

(3) فرض كنيد كه برادر كوچكترتان كه رابطه صميمانه اي با او داريد با خوشحالي بسيار به خانه آمده و مي گويد كه در مسابقات شنا مقام اول كشوري را كسب کرده است. با شنيدن اين خبر شما مي گوييد.....

(4) فرض كنيد كه مدت دو سال است در يك شركت تجاري مشغول به كار هستيد. يكي از كاركنان آن شركت كه از نظر تجربه كاري در سطح شماس و شما آشنائي قبلي با او نداريد به عنوان رييس بخشي كه در آن كار مي كنيد انتخاب شده است. زماني كه او را ملاقات مي كنيد پيش رفته و مي گوييد.....

(5) فرض كنيد كه امروز جشن تولد مادرتان است. با دسته گلي به نزد او رفته و مي گوييد.....

(6) فرض كنيد كه در جشن فارغ التحصيلي دختر عمويتان كه از شما كوچكتر است شركت کرده ايد. پس از از اينكه لوح تقدير را دريافت كرد به نزد او رفته و مي گوييد.....

(7) فرض كنيد كه عيد نوروز است و همه خويشاوندان در منزل مادر بزرگتان جمع شده اند. با ورود به خانه نزد مادر بزرگ رفته و مي گوييد.....

(8) فرض كنيد كه با يكي از همكلاسيهاي دوران دانشگاهتان كه در زمان دانشگاه رابطه صميمي با او نداشتيد به طور اتفاقي در خيابان برخورد مي كنيد. زماني كه احوالش را جويآ مي شويد مي گويد كه به تازگي بچه دار شده است. با شنيدن اين خبر مي گوييد.....

(9) فرض كنيد كه به مهماني دعوت شده ايد. در آن مهماني يكي از دوستانتان نيز همراه با برادر كوچكترش حضور دارند. پس از معرفي برادرش مي گويد كه: برادرم به تازگي در رشته پزشكي در دانشگاه تهران قبول شده است. با شنيدن اين خبر شما مي گوييد.....

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