

CONTENTS

PART ONE: A THEORY OF SPEECH ACTS

1	Methods and scope	page 3
1	<i>The philosophy of language</i>	3
2	<i>Linguistic characterizations</i>	4
3	<i>The 'verification' of linguistic characterizations</i>	12
4	<i>Why study speech acts?</i>	16
5	<i>The principle of expressibility</i>	19
2	Expressions, meaning and speech acts	22
1	<i>Expressions and kinds of speech acts</i>	22
2	<i>Predication</i>	26
3	<i>Reference as a speech act</i>	26
4	<i>Propositions</i>	29
5	<i>Rules</i>	33
6	<i>Meaning</i>	42
7	<i>The distinction between brute and institutional facts</i>	50
3	The structure of illocutionary acts	54
1	<i>How to promise: a complicated way</i>	57
2	<i>Insincere promises</i>	62
3	<i>Rules for the use of the illocutionary force indicating device</i>	62
4	<i>Extending the analysis</i>	64
4	Reference as a speech act	72
1	<i>Use and mention</i>	73
2	<i>Axioms of reference</i>	77
3	<i>Kinds of definite referring expressions</i>	81
4	<i>Necessary conditions for referring</i>	81
5	<i>The principle of identification</i>	85
6	<i>Qualifications to the principle of identification</i>	88
7	<i>Some consequences of the principle of identification</i>	91
8	<i>Rules of reference</i>	94

Contents

5	Predication	page 97
1	<i>Frege on concept and object</i>	97
2	<i>Nominalism and the existence of universals</i>	103
3	<i>Ontological commitments</i>	106
4	<i>The term theory of propositions</i>	113
5	<i>Predicates and universals</i>	119
6	<i>Is predication a speech act?</i>	121
7	<i>Rules of predication</i>	123
PART TWO: SOME APPLICATIONS OF THE THEORY		
6	Three fallacies in contemporary philosophy	131
1	<i>The naturalistic fallacy fallacy</i>	132
2	<i>The speech act fallacy</i>	136
3	<i>The assertion fallacy</i>	141
4	<i>The origin of the fallacies: meaning as use</i>	146
5	<i>Alternative explanations</i>	149
7	Problems of reference	157
1	<i>The theory of descriptions</i>	157
2	<i>Proper names</i>	162
8	Deriving "ought" from "is"	175
1	<i>How to do it</i>	177
2	<i>The nature of the issues involved</i>	182
3	<i>Objections and replies</i>	188
<i>Index</i>		199

INDEX

- advise, 67
- affirm, 66
- Alston, W. P., 56 n., 107 and n. 2
- analysis, philosophical, 55, ch. 6 *passim*
- analyticity, 5 ff.
- Anscombe, G. E. M., 50 n.
- Aristotle, 121 n. 1
- article, definite, 84
- assertions (*see also* statement), 23, 29, 64, 141-6, 148
 - and reference failure, 158 ff.
 - illocutionary act of, 65, 159 ff.
- asserting, institution of, 162
- attribute (*see also* properties), 105
- Austin, J. L., 19 n. 2, 23 and nn., 25, 54 and n., 68 and n., 69 n., 71, 137 and nn. 3 and 5, 142 and nn., 150, 176
- axioms
 - of existence, 77, 82, 87, 95, 160
 - of identification, 80, 82, 85, 87, 91, 121
 - of identity, 77, 79, 97
 - of reference (*see* reference)
- Benjamin, B. S., 141 n. 2
- Black, M., 98 n.
- Carnap, R., 79 n.
- category, 126-7
- ceteris paribus*, 179, 180, 188
- Chomsky, N., 14 n., 64
- Church, A., 107 n., 171 n.
- commands (*see also* imperatives), 66, 160-2
- commend, 137, 183
- commendation, act of, 138-9, 151-2
- commitment, 58, 176, 184-5, 190-1, 194-5
 - ontological, 103, ch. 5, sec. 3
 - criteria for, 106 ff.
 - to universals, 103 ff.
- communication, 16
 - human, 47
 - institutional theories of, 71
 - linguistic, 16
 - essential feature of, 43
 - minimal units of, 16
 - naturalistic theories of, 71
 - parasitic forms of, 57
 - secondary forms of, 57
- concept(s), 10, 11, 12
 - Frege on, ch. 5 sec. 1 *passim*
 - as incomplete, 100
 - vs.* object, ch. 5 sec. 1 *passim*
 - as predicative, 99, 101
 - and properties, 99 ff.
 - as reference of grammatical predicate, 99
 - as unsaturated, 100
- conditions
 - essential, 60, 64, 65, 66-7, 68
 - input and output, 57, 94
 - necessary and sufficient, 55
 - overlap of, 69
 - preparatory, 60, 64, 65, 66-7
 - sincerity, 60, 64, 65, 66-7
- congratulate, 67
- constatives, 68
- context, 68, 90
- conventions, 38, 40
 - of fiction (*see also* fictional entities), 79
 - use-mention, 76
- conventional, 37
 - devices, 40
 - elements, 40
 - forms, 39
 - realizations (of rules), 39, 40
- counts as, 36, 48, 49, 52
- criteria, 6, 11, 134 ff.
 - extensional, 6-12
 - identity, 24, 167, 172, 173
 - operational, 11
- deep structure, 30, 95
- demonstratives, 86
 - pure, 86
- demonstrative presentation, 86, 92
- describing (*see also* statements, terms), 132 ff., 187
- descriptions
 - definite (*see also* Russell's theory of *below*), 81, 83, 162, 163, 164, 165
 - identifying (*see also* expressions, identifying), 86, 87, 88 ff., 95, 96
 - limiting case of, 90
 - Russell's theory of, 72, 83, ch. 7, sec. 1
 - fundamental objection to, 159-60
 - real discovery behind, 94

- descriptions (*cont.*)
 - singular definite (*see also* descriptors), 72-3, 83
- descriptors, 81, 83, 84, 85, 89, 90
- determinable/determinate, 151
- Dummett, M., 99 n. 1, 100 and n. 3
- entailment, 133, 135, 140, 175, 176, 177, 185
- evaluating (*see also* statements, terms), 132 ff., 140, 187
- explanations (*see also* linguistic explanations), 15
- express, 65
- expressibility, principle of, ch. 1, sec. 5, 68, 87-8
- expressions
 - identifying, kinds of, 86
 - indexical, 80, 118
 - predicate, 99, 100, 112, 114, 120
 - argument against their referring, 102-3
 - used to ascribe properties, 100 ff.
 - used to identify terms, 113 ff.
 - used to refer to concepts, 97 ff.
 - used to refer to properties, 99 ff.
 - as predicated of objects, 26
 - referring, 26-9, 72, 73, 90, 99, 112, 160, 163
 - definite, 81: kinds of, ch. 4, sec. 3; plural, 27, 29; singular, 26, 28, 72
 - indefinite: plural, 27; singular, 27
 - occurrence without normal use, 73, 77
 - sense of, 92
 - singular, 73, 103: categorical, 73; hypothetical, 73
 - three kinds of, 28
 - subject, 114
- facts, 92, 93
 - brute, ch. 2, sec. 7 *passim*, 185
 - knowledge of, 50 ff.
 - institutional, ch. 2, sec. 7 *passim*, 185, 186, 190
 - knowledge of, 50 ff.
 - vs.* objects, 93
- fact-stating language, 50
- fallacy
 - assertion, ch. 6, sec. 3, 147, 149
 - general character of, 145-6
 - naturalistic, 132
 - naturalistic fallacy, ch. 6, sec. 1, 148, 154, 156
 - speech act, ch. 6, sec. 2, 147
 - general nature of, 139
 - relation to naturalistic fallacy fallacy, 140
- family resemblance, 55
- fictional entities, 78, 79
- Fodor, J. A., 64
- Frege, G., 20, 25 and n., 30, 77, 80, 92, 95 n. 1, ch. 5, sec. 1 *passim*, 112-14, 157, 158 and n. 1, 165 and n. 1, 168-71
- games, ch. 2, sec. 5 *passim*
 - analogy, with 63, 123
 - limitations of, 38, 43, 63-4
- Geach, P., 70 n., 99 n. 2, 158 and n. 3
- generalizations
 - empirical, 13, 14
 - statistical, 13
- "good", 132, 137, 138, 139, 147, 151-3
 - meaning of, 152
- Goodman, N., 9 n. 1
- grading, 135 ff., 151
- greeting, 49, 64, 67
- Grice, P., 8 n. 3, 43 and n. 1, 44-9
- Hall, R., 150 n. 1
- Hare, R. M., 30, 134 n. 2, 137 and n. 1, 190 and n. 1, 191 and n. 1
- Hume, D., 175 and n. 1
- hypothesis, of the book, 36-7, 38
- idealization, 55
- identification, principle of (*see also* axioms), 80, 87, ch. 4, sec. 6, 95, 121, 163, 165, 168, 171, 174
- identify (*see also* identification), 26, 85, 113, 115-19
- identifying, 85, 86
 - a particular, 82 ff., 115 ff.
 - a universal, 115 ff., 121
- idiolect, 13
- illocutionary
 - acts, 23, 24, 25, 28, 42, 44, 45, 46, 48, 54, 55, 69, 94, 95, 122, 123, 187
 - defects of, 54, 58, 69
 - necessary and sufficient conditions for, 54
 - structure of, ch. 3 *passim*
 - types of, 66-7
- effects (*see also* understanding), 45
- force, 62-4, 68, 70-1, 122, 123, 132, 187
 - as mode of presenting predicate, 122 ff.

Index

- illocutionary force indicator, 30 ff.,
54, 57, 59, 63, 68, 122, 161; rules
for use of: ch. 3, sec. 3
- verbs, 70, 71
- imperative(s), 34, 63, 122
- implies, implying, 65
- indexical indicators, 80
- individual, 27
- infelicity, 54
- institutions (*see also* facts), ch. 2, sec. 7
passim
 - external attack on, 189
 - internal attack on, 189
- institutional, concepts, 50 ff., 56
- intending and referring (*see* referring)
- intention(s), 16
 - meaning and, ch. 2, sec. 6 *passim*
 - recognition of, 43, 60
 - reflexive, 47, 49, 60-1, 95, 127
- interrogative (*see also* questions), 31,
122, 137
- intuition, verification of, 12
- involuntary, 142, 150

- Kant, I., 181
- Katz, J., 19 n., 67
- knowing how, 14
- knowing that (*see also* knowledge),
14
- knowledge
 - brute fact conception of, 50 ff.
 - inadequacy of, 52-3
 - of facts (*see* facts)
 - of rules (*see* rules)

- language
 - philosophy of, 18-19
 - vs.* linguistic philosophy, 3-4
 - theory of, 17
- languages, as related to language and
illocutionary acts, 39-40
- langue*, 17
- Leibniz's law, 97, 102
- Lemmon, E. J., 189 n. 1
- Lenin, V. I., 122 n.
- Lewis, C. I., 30
- linguistic acts, 16
- linguistic characterizations, 4 ff., 12 ff.,
149, 193
 - knowledge of, 12 ff.
- linguistic explanations, ch. 1, sec. 2
passim, 15, 149
- linguistic intuition, 13
 - fallibility of, 14

- Mates, B., 5 n. 2
- meaning: ch. 2, sec. 6 *passim*
 - and conventions, 45
 - and parasitic discourse, 79
 - and use, ch. 6, sec. 4
 - Grice's analysis of, 43, 49
 - limitations of, 43-8
 - non-natural, 43
 - of sentences, 18, 21, 48, 49
 - understanding, 48, 49
 - of words, 137
 - condition of adequacy of analysis
of, 137-9
 - speech act analysis of, 138-9
 - to have meaning, 42
 - to mean something, ch. 2, sec. 6 *passim*
 - intended effect of, 44, 47-9
 - to say something and mean it, ch. 2,
sec. 6 *passim*
- mention: ch. 4, sec. 1 *passim*
- methodology, of the book, 15
- Mill, J. S., 93 n. 1, 163 and n., 164 n. 1,
170
- Moore, G. E., 65 n., 132 and n. 1, 175
and n. 2, 176

- negation, 32
 - illocutionary, 32-3
 - propositional, 32-3
- nominalism, 103
 - and universals, ch. 5, sec. 2
- non-relational tie, 113, 114

- object(s)
 - as collections of properties, 164
 - vs.* concepts (*see* concepts)
 - vs.* facts (*see* facts)
 - vs.* properties, 164
- obligation, 56, 60, 68, 177, 178, 179, 180,
181, 182, 184, 185, 189, 190
- Ockham's razor, 104
- opaque contexts, 79
- oratio obliqua*, 196, 197

- parasitic discourse, 78
 - and meaning, 79
- parole*, 17
- particulars (*see also* subject expression),
26, 27, 28, 103, 105, 113, 114
- performatives, 68
- performative verbs, 30, 137
 - speech act analysis of, 137, 139-40
- perlocutionary act, 25, 44, 46
- perlocutionary effect, 25, 46, 47, 49, 71

phrase marker, underlying, 31, 120
 Plato, 77
 Postal, P., 64 and n., 96 n.
 predicate(s) (*see also* expressions), 113,
 114, 115, 118, 119
 and universals (*see also* universals),
 ch. 5, sec. 5
 priority over universals, ch. 5, sec. 5
 passim
 to predicate, 25, 124
 predication, 23, 24, 26, 57, 122, ch. 5
 passim
 conditions for, 126
 propositional act of, 97, 123
 as a speech act, ch. 5, sec. 6
 and truth, 125
 presuppose, 126, 167, 173
 projection, 7 ff.
 promises, ch. 3, sec. 1 *passim*
 categorical, 56
 hypothetical, 56
 insincere, 62
 sincere *vs.* insincere, 60
 pronouns, 25, 28, 81, 96
 possessive, 28
 proper names, 25, 28, 72, 73, 74, 75, 76,
 81, 89, 159, ch. 7, sec. 2
 class of logically, 93
 degenerate, 173
 descriptive content of, 165, 168
 objections to, 166, 168
 in existential propositions, 164-5,
 165 n.
 and general terms, 167
 institution of, 74, 174
 and the principle of identification,
 171, 174
 as having reference but not sense,
 163 ff.
 sense of, 163 ff.
 of words, ch. 4, sec. 1 *passim*
 properties, 100, 105
 and concepts (*see also* concept, uni-
 versals), 99
 existence of (*see also* nominalism, ex-
 pressions), 98
 natural *vs.* non-natural, 175
 quantifying over, 98, 102, 103 ff.,
 106 ff.
 referring to, 98
 property names, 119-20
 proposition(s), ch. 2, sec. 4
 communication of, 92, 171
 existential, 78, 93, 159, 164

 names of, 74
 subject-predicate, ch. 5, sec. 1, ch. 5,
 sec. 4 *passim*, 118, 119, 121
 term theory of, ch. 5, sec. 4
 propositional act (*see also* reference, pre-
 dication), 24, 25, 26, 29, 72, 159
 propositional content (*see also* rules), 30,
 57
 propositional indicator, 30, 31
 Proudhon, P. J., 186 n.
 Putnam, H., 109 n.

 quality (*see also* properties), 105
 quantification (*see also* commitment), 94,
 106 ff.
 over properties, 98, 101, 103 ff., 106 ff.
 question(s) (*see also* interrogatives), 66,
 69, 160, 161, 162
 raising the, 124 ff., 126, 127

 Quine, W., 5 n. 1, 8 and n. 2, 9 n. 2,
 72 n., 106 and nn., 107-13
 Quinton, A. and M., 169 n.
 quotation marks, 74, 75, 76

 reference
 axioms of, ch. 4, sec. 2
 fully consummated, 82
 necessary conditions for, 82-3, 86
 partially consummated, 89
 definite, 28
 categorical, 81
 failure of, 158 ff.
 identifying, 75
 singular, speech act of, 94 ff., 125, 174
 parasitic, 89, 90, 170
 propositional act of, 94 ff., 159 ff.
 rules of, ch. 4, sec. 8
 singular definite, 72
 rules for, 96
 speaker, 23
 as a speech act, ch. 2, sec. 3 *passim*,
 ch. 4 *passim*
 successful, 82
 referent
 primary, 81
 secondary, 81, 86
 referring, 25, 26
 and intending, 84, 85, 87, 88
 necessary conditions for (*see* reference)
 to particulars *vs.* universals, 120-1
 propositional act of, 81
 function of, 81-2
 speech act of, 28

Index

- Reichenbach, H., 30
 request, 66, 68, 69
 rules, 13, 15, 16
 acting in accordance with, 34 n.
 acts and conventions, 39-41
 constitutive, ch. 2, sec. 5 *passim*, 185, 186
 as institutions, ch. 2, sec. 7 *passim*
 as semantic rules, 37
 essential, 63, 66-7
 internalized, 13
 knowledge of, 40-2
 preparatory, 63, 66-7
 propositional content, 63, 66-7
 regulative, ch. 2, sec. 5 *passim*
 regulative *vs.* constitutive, 33 ff.
 vs. regularities, 42
 semantic, 22, 37, 48, 49, 96
 sincerity, 63, 66-7
 for singular definite reference (*see* reference)
 rule-governed behavior, 12, 16, 21, ch. 2 *passim*, *see* especially 39-42
 Russell, B., 27 and n. 2, 78 and nn., 83 and n. 2, 157, 158 and nn., 159-60, 164 n. 2, 165 n. 2
 Ryle, G., 142 and nn., 150

 Saussure, F. de, 17
 Schneewind, J., 58 n. 2
 Searle, J., 23 n. 1, 126 n., 158 n. 1, 177 and n.
 semantic
 component, 64
 rules (*see* rules)
 sense
 descriptive, 192 ff., 196
 evaluative, 192 ff., 196
 Frege's theory of, 97 ff., 157
 of a proper name (*see also* proper names), 167 ff.
 Sheffer, H., 30
 Sluga, H., 99 n. 1
 speech act(s), 16, 17, 18, 21, 37, ch. 5, sec. 6 *passim*
 analysis of meaning, 137 ff.
 content and function of, 125
 state, psychological, 65
 to state (*see also* assert), 66
 statements (*see also* assertions), 29, 153
 descriptive, 132 ff., 148, 154, 175, 176, 183 ff.
 evaluative, 132 ff., 148, 154, 175, 176, 183 ff., 196
 existential (*see also* proposition), 165
 identity, 165
 Strawson, P. F., 8 n. 1, 47 n., 77, 113 and n., 114, 120 n., 126, 137 and n. 2, 153, 158 and n. 2, 159
 subject (*see also* identifying, expressions, terms), 114, 118, 119, 165
 surface structure, 28, 30, 31
 synonymy, 5-12, 111

 Tarski, A., 76 n.
 term(s), 113
 descriptive, 133, 134, 135
 evaluative, 133
 general, 114-15, 116, 119, 120
 particular, 114
 predicate (*see also* predicates, expressions), 122
 singular, 94
 theory of propositions, ch. 5, sec. 4
 objections to, 114, 117-19
 universal, 114
 thank, 67
 Toulmin, S., 137 and n. 4
Tractatus, 164
 translation and underlying rules, 39-40
 "true", 137, 153-4
 truth, 26
 type (*see also* category), 126

 understand(ing) (*see also* meaning), 43, 46, 47, 48, 49
 the meaning of a general term (*see also* terms), 104 ff., 119 ff.
 universals (*see also* identifying), 26, 27, 112, 113, 115, 116, 117, 118, ch. 5, sec. 5 *passim*
 existence of, ch. 5, sec. 2, 114, 115, 119
 Urnson, J. O., 132 and n. 2, 134-6, 151
 use, ch. 4, sec. 1 *passim*
 utterance act, 24, 25

 valid deductive argument, 133-5 *passim*
 validity, 132-5 *passim*
 voluntary, 142-5 *passim*, 147, 150

 warn, 67
 White, M., 5 n. 1
 Whitehead, A. N., 89 n.
 Wittgenstein, L., 10 and n., 18, 45 and n., 55 n., 71, 93 and n. 2, 141 and n. 1, 152
 Zipf's law, 60