Contents

P	art I.	An Alternative Picture	
P	rolog	ue	3
I	The	Initial Sketch	8
	I.I.	Living Together	8
	1.2.	Reasoning Is an Activity	II
	1.3.	Reasoning Is Social	14
	1.4.	Reasoning Is Ongoing	24
	1.5.	Reasons as Invitations	31
	1.6.	Speaking for Others	38
	1.7.	Thinking Differently	42
	1.8.	The Work Ahead	47
2	Autl	nority	50
	2.1.	Reasoning and the Authority of Command	50
	2.2.	In Authority's Family	55
	2.3.	Some Examples	60
	2.4.	Authority of Command vs. Authority of Connection:	
		Five Differences	64
	2.5.	Back to Reasons	77
3	The	Rational Significance of Conversation	79
		Introduction	79
	3.2.	Casual Conversation Is Endless	82
	3.3.	Casual Conversation Can Be Playful	85
	3.4.	Conversation as Attunement	89
	3.5.	The Ends of Casual Speech Acts	94
D,	rt II	Descripe Together	
L	11t 11.	Reasoning Together	
4	Non	ms of Conversation	105
	4.1.	Norms and Principles: Some Background Remarks	105
	4.2.	Conversational Norms I: Agreement and Continuation	IIO
	4.3.	Norms of Conversation II: Equality	117
		Norms of Conversation III: Sincerity	132
	4.5.	Conclusion	135

xiv CONTENTS

5 Reasoning as Responsive Conversation	138
5.1. Two Pictures: An Austenian Interlude	138
5.2. The Norms of Reasoning: An Overview	144
5.3. The Norms of Intelligibility	147
5.3. Norms of Reciprocity	157
5.4. Norms of Good Faith	165
6 Engaged Reasoning	169
6.1. Engaged Conversation	169
6.2. Varieties of Engagement	171
6.3. Norms of Reasonableness	175
6.4. Deliberation vs. Negotiation	184
6.5. The Logic of Negotiation	186
6.6. The Logic of Deliberation	190
6.7. Philosophical Engagements	197
Part III. Responding	
7 Responding Reasonably	203
7.1. Introduction	203
7.2. The Changing Space of Reasons	208
7.3. Flexibility or Foolishness?	213
7.4. Reasoning and the Unity of the Self	217
7.5. From Integrity to Self-Preservation	224
8 Reasonable Responses	229
8.1. Evaluating Social Reasons	229
8.2. Evaluating Reasons, Hegelian Style	237
8.3. Reasons of Integrity	241
8.4. Other Threats to Integrity: The Frustration of	f Ends 248
9 Intelligible Responses	252
9.1. Intelligibility Revisited	252
9.2. The Intelligibility of Means-Ends Relations	257
9.3. The Intelligibility of Inferential Schema	260
9.4. A Reason to Reason	264
9.5. Conclusion: Proposals and Invitations	260
Bibliography	269
Index	27'