Table of contents

Introduction Litury Variables and Stayros Assimakatorylas	TTAR.
Istvan Kecskes and Stavros Assimakopoulos	
Part I. The socio-cultural turn in pragmatics	
CHAPTER 1	
Determinacy, distance and intensity in intercultural communication:	
An emancipatory approach	9
Robert Crawshaw	
CHAPTER 2	
"Western" Grice? Lying in a cross-cultural dimension	33
Jörg Meibauer	
Part II. Lingua franca communication	
CHAPTER 3	
Why is miscommunication more common in everyday life	
than in lingua franca conversation?	55
Arto Mustajoki	
CHAPTER 4	
"Burn the antifa traitors at the stake": Transnational political	
cyber-exchanges, proximisation of emotions	75
Fabienne H. Baider and Maria Constantinou	
Part III. Business communication	
CHAPTER 5	
The interpersonal pragmatics of intercultural financial discourse:	
A contrastive analysis of European vs. Asian earnings conference calls Belinda Crawford Camiciottoli	105
* The state of the	

CHAPTER 6	
Face-threatening e-mail complaint negotiation in a multilingual	
business environment: A discursive analysis of refusal	
and disagreement strategies	10
Sofie Decock and Anneleen Spiessens	12
ogio Decoch unu Mineteen opiessens	
Part IV. Cultural perceptions	
CHAPTER 7	
Auto- and hetero-stereotypes in the mutual perception	
of Germans and Spaniards	15
Jessica Haß and Sylvia Wächter	15
The same state of the tructure	
CHAPTER 8	
The interactive (self-)reflexive construction of culture-related key words	- 0
Ulrike Schröder	18
William College Colleg	
CHAPTER 9	
"It's really insulting to say something like that to anyone": An investigation	
of English and German native speakers' impoliteness perceptions	
Gila A. Schauer	207
Gna 11. Octivaci	
Part V. Translation	
CHAPTER 10	
Identities and impoliteness in translated Harry Potter novels	22:
Monika Pleyer	231
Property and the state of the s	
CHAPTER 11	
Presuppositions, paralanguage, visual kinesics: Three culture-pragmatic	
categories of errors and misunderstanding in translation and interpreting	
illustrated on the basis of the language pair German/Greek	
Olaf Immanuel Seel	255
II. Business communication	
Part VI. Pragmatic development	
CHAPTER 12	
Development of pragmatic routines by Japanese learners	
in a study abroad context	275
Naoko Osuka	-/)

CHAPTER 13 A cross-sectional study of Syrian EFL learners' pragmatic development: Towards a taxonomy of modification in interlanguage requests Ziyad Ali and Helen Woodfield	297
CHAPTER 14 The pragmatic competence of student-teachers of Italian L2 Phyllisienne Gauci, Elisa Ghia and Sandro Caruana	323
CHAPTER 15 Adaptive management and bilingual education: A longitudinal corpus-based analysis of pragmatic markers in teacher talk Laura Maguire and Jesús Romero-Trillo	347
Index	367