

CHAPTER FOUR

REQUEST RESULTS AND DISCUSSIONS

4.1 Introduction

This chapter provides the results obtained through the analysis of the data based on the data analysis framework explained in Chapter 3. In this chapter, the analysis of data covers the first type of speech act under investigation in this study, namely request speech acts.

The identifications of strategies based on the pre-defined data analysis framework and the presentation of frequencies and percentages, on the one hand, set up the initial part of the analysis.

On the other hand, the identification and classifications of new strategies beyond the classic coding scheme –which was developed originally by Blum-Kulka et al. (1989) and modified and replicated later by other researchers (e.g., Marquez-Reiter, 2000; Afghari, 2007)– in Persian constitutes the complementary part of the analysis.

The influence of context-external variables –social distance and social dominance-and context-internal variables, namely the degree of request imposition, on the linguistic choice of the participants for the realization of requests are analyzed and explained.

As for requests modifications, the internal and external modifications used to modify the impact of requests will also be discussed and explained. This includes both the frequency of modifications performed internally and externally and the effect of

context-external and context-internal variables on the choice of modifications. All the results are tabulated and to be found in the appendix page 266 to page 277.

4.2 Direct Requests

The request analysis frame work is based on three levels of directness, namely Direct requests, Conventional Indirect requests, and Non-Conventional Indirect request, as explained previously in Section 3.5.1. This section is allocated to the results and discussion of Direct requests. As indicated in Figure 4.1, the data revealed a variety of Direct request strategies across situations.

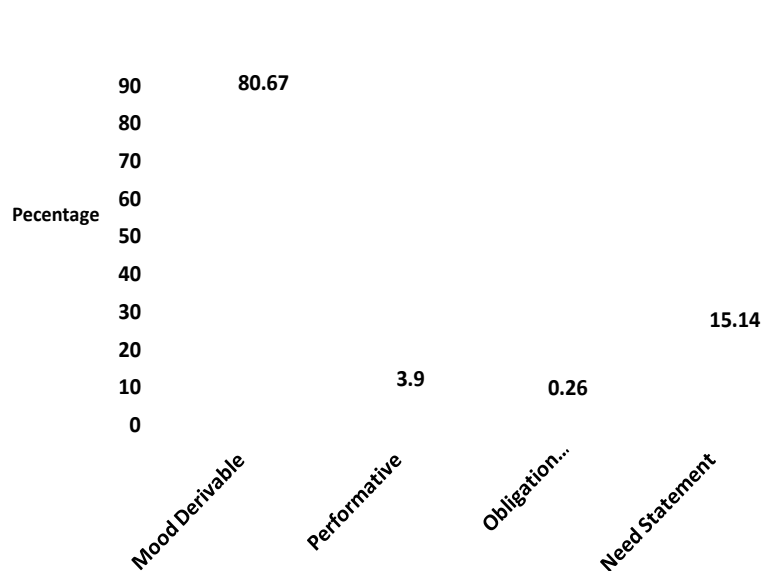


Figure 4.1 Percentages of Direct Request Strategies

Figure 4.1 shows that the strategies realized in the category of Direct request include respectively Mood Derivable (80.67%), Need Statement (15.14%), Performative (3.9%), and Obligation Statement (0.26%). The frequency distributions of the strategies, however, are different across situations. The frequency distributions of Direct request strategies across situations are provided in Table 4.1.

Table 4.1 Percentages of All Direct Request Strategies across Situations

Request Situation	Request Categories	Percentage
R1 Book Borrow	D	46.89
R2 Time Off	D	65.75
R3 Mind Telephone	D	70.5
R4 Ask for Direction	D	78.6
R5 Ask for Lift	D	34.4
R6 Borrow Car	D	50.8
R7 Cancel Holiday	D	68.8
R8 Type Letters	D	81.9
R9 Borrow House	D	45.8
R10 Change Seat	D	21.3
R11 Ask for Loan	D	54.1
R12 Borrow Computer	D	27.8

R: Request; D: Direct

As displayed in Table 4.1, Direct request strategies register the most frequent request strategies among all request strategies in most of the situations including R8(Type Letters) 81.9 percent, R4(Ask for Direction) 78.6 percent, and R3(Mind Telephone) 70.5 percent, where the first three most frequent realizations of Direct request strategies were respectively registered.

To illustrate how Persian male participants of the study realize the strategies in the category of Direct request an in-depth discussion and exemplification of the Direct request strategies is provided in the subsequent sections. The analysis of the Direct request strategies focuses on the significant percentages of the strategies as well as typical examples of the discourse used to realize different Direct request strategies which also reveal the use of internal and external modifications.

4.2.1 Mood Derivable

As previously shown in Figure 4.1, Mood Derivable makes up most of the Direct request strategies performed by the participants of the study. For instance, in R8 (Type Letters), where the speaker dominates the hearer and there is no social distance between them, the speaker who has been put in charge of a project at work requests his colleague to type a few letters. The request made in R8 (Type Letters) is evaluated to be low in terms of imposition. The power and social relation between the speaker and the hearer in R8 (Type Letters) leads the speakers to perform their request in the most direct way, that is Mood Derivable, registering 68.9 percent of the requests realized in R8 (Type Letters) as in example (1).

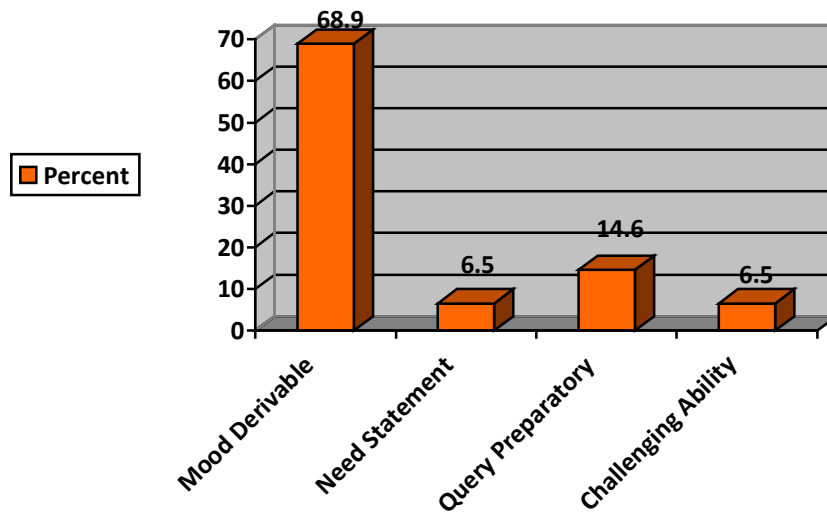


Figure 4.2 Percentages of Request Strategies in R8

(1) *Xaaheshan in chantaa naame ru baraa man taip-konid!*
Please these few letter for me type

(Please type these few letters for me!)

Table 4.2 Percentages of Internal Modifications in R8

Strategy	Percentage
No internal Modification	47.5
Downtoner	4.9
Diminutives	3.3
Appealer	3.3
Politeness Marker	41
Total	100

Table 4.2 shows that a total of 41 percent of the request strategies performed in R8 (Type Letters) are modified internally by Politeness Markers as ‘*xaaheshan*’ which is a rough equivalence of (Please) in Persian, as in example (1).

Instances of Mood Derivable were realized in R3 (Mind Telephone) as well. The request performed in R3 (Mind Telephone) is between two colleagues. The imposition of the request realized in this situation is evaluated as low; the speaker is dominating the hearer and they do not know one another well. In R3 (Mind Telephone) the speaker asks his new colleague to answer the telephone while he leaves for a few minutes to attend an urgent matter as follows:

(2) *Telephonha ru age tonesti taa man birunam javaab-bede*
 Telephone if can until I out respond

(Respond to the phone, if you can, while I am out)

Table 4.3 Percentages of Internal Modifications in R3

Strategy	Percentage
No internal Modification	24.6
Downtoner	6.6
Diminutives	16.4
Appealer	3.3
Politeness Marker	49.2
Total	100

As shown in Table 4.3, from among the requests strategies which were internally modified in R3 (Mind Telephone), 49.2 percent contained a Politeness Marker and 16.4 percent were modified through a Diminutive as ‘... *baraa chand lahze*’ (... for a short while).

Table 4.4 Percentages of External Modification in R3

Strategy	Percentage
No External Modification	36.1
Goal Achievement	8.2
Preparator	8.2
Precommitment	4.9
Promise of Reward	4.9
Grounder	23
Imposition Minimizer	14.8
Total	100

A total of 36.1 percent of the request strategies in R3 (Mind Telephone) were realized with no external modification, as displayed in Table 4.4. Grounder, registering 23 percent, was the most frequent external modification in R3 (Mind Telephone). Instances of the external modification Promise of Reward (4.9%) was employed in R3 (Mind Telephone) as supportive moves by the speakers of this study for their requests to be fulfilled by the hearer. An instance of Promise of Reward in R3 (Mind Telephone) is provided in example (3).

(3) *ta vaghti man birun-hastam telephonhaa ru javab-bede.*
 by time I out am telephone respond

Inshaa-Allaah jobraan-miokonam
 God willing compensate

(By the time I am out answer the phone. **God willing** I'll compensate for it.)

The use of ‘*Inshaa-Allaah*’ (God willing) as a religious expression reflects the idea that Persian participants are sometimes influenced by cultural norms such as the use of religious expression for promising something to support the fulfillment of their request by the addressee, as exemplified in example (3).

The strategy Mood Derivable is the most frequent strategy used by the participants in R11 (Ask for Loan) as well, making up 34.4 percent of all the request strategies performed in R11 (Ask for Loan) (see Appendix E, R11). The strategy included such instances as ‘... *ye meghdar pul be man gharz bedid* (... lend me some money) in the following example.

(4) ...*raastesh felan poli dar-dast-nadaarm va age bedehimo*
 Actually moment fund run out of and in case balance

pardaaxt-nakonam bargh, telephon, va aab nadarm. Age
 not settle electricity, telephone, and water not have. If

momkene, ye-meghdar pul be man gharz-bedid...
 possible, some money to me lend

(...Actually I’ve run out of money at the moment and in case I do not settle my outstanding balance I will have no electricity, phone, and water. If possible, **lend me some money.**)

Although the request in R11 (Ask for Loan) bears high imposition on the hearer; however, the speaker employs a direct request strategy because money shortage may happen to everybody and lending money could be a reciprocal favor.

4.2.2 Need Statement

The direct realizations of requesting were also performed through the other strategy of Direct request, namely the strategy Need Statement. In R5 (Ask for Lift), the speaker requests his neighbor to help him move some furniture. The speaker and the hearer

are equal in terms of social power in R5 (Ask for Lift); however, there is social distance between them and the request imposition is high. Although Query Preparatory is the first choice (37.7 percent) for the participants of this study to perform the request in R5 (Ask for Lift) and Mood Derivable makes up 18 percent of the request realized in R5 (Ask for Lift); however, Need Statement, as displayed in Figure 4.3, registers 16.4 percent of the requests strategies in R5 (Ask for Lift).

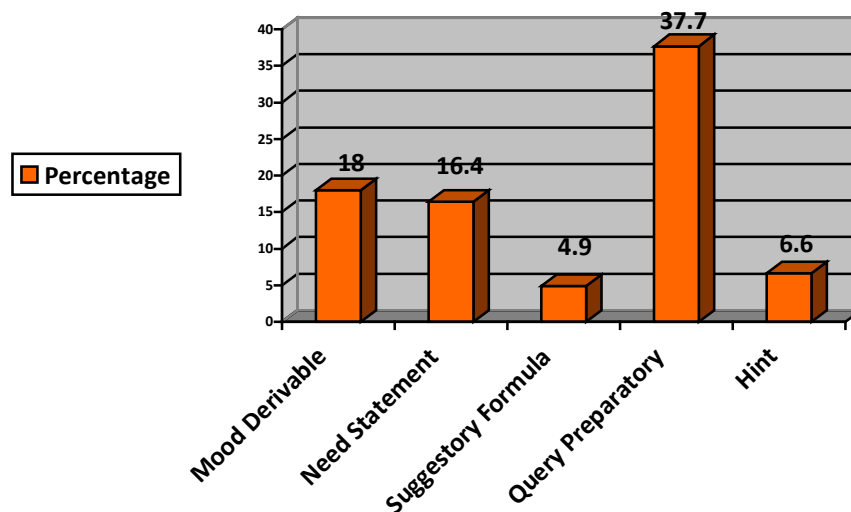


Figure 4.3 Percentages of Request Strategies in R5

An instance of Need Statement strategy includes ‘...*Mixaastam ye meghdaar asaas ro baa mashinetun jaabe jaa konim*’ (I wanted to move some furniture with your car ...) in example (5) below.

(5) *Salaam aghaye Mixaastam ye zahmati bekeshid.*

Hi Mr. ... Wanted a burden take

Mixaastam ye meghdaar asaas ro baa mashinetun jaabe-jaa-
Wanted some furniture with car move

konim, mohebat- mokonid
compassionate

(Hi Mr. ... **I wanted you to take a burden.** I wanted to move some furniture with your car, **you’re being compassionate.**)

Table 4.5 Percentages of Internal Modifications in R5

Strategy	Percentage
No internal Modification	65.6
Downtoner	9.8
Diminutives	3.3
Appealer	1.6
Politeness Marker	19.7
Total	100

Table 4.5 illustrates that from among the request strategies in R5 (Ask for Lift) 19.7 percent were modified through Politeness Markers internally. A total of 9.8 percent of the internal modifications identified were Downtoners and 3.3 percent were Diminutives. Appealers made up 1.6 percent of the internal modifications including ‘...*Mohebat mikonid*’ (...you’re being compassionate) in example (5). Through Appealer strategy, the speaker in this example appeals to the benevolent feeling of the hearer to get his consent for the fulfillment of the speaker’s request.

Table 4.6 Percentages of External Modification in R5

Strategy	Percentage
No External Modification	23
Goal Achievement	4.9
Preparator	18
Disarmer	1.6
Precommitment	3.3
Promise of Reward	4.9
Grounder	29.5
Imposition Minimizer	14.8
Total	100

The variety of external modifications used in R5 (Ask for Lift) reveals 29.5 percent of request strategies were modified through a reason or an explanation as Grounder strategy, as shown in Table 4.6. The second most frequent external modification was Preparator strategy, registering 18 percent. Imposition Minimizer set up 14.8 percent

and Promise of Reward constituted 4.9 percent. The strategy Precommitment as ‘...*Mixaastam ye zahmati bekeshid...*’ (...I wanted you take a burden...) in example (5) above, registers 3.3 percent and the least frequent external modification in R5 (Ask for Lift) is Disarmer, registering 1.6 percent.

Another instance of the strategy Need Statement, as realized in R6 (Borrow Car), is where the speaker asks his manager at work to lend him his car. Need Statement strategy made up 8.2 percent of the requests in R6 (Borrow Car) including ‘...I need your car ...’ (...*Man maashinetun ro mixaastam ...*) instantiated in example (6).

(6) ... *Xaanomam tu forudgaah montazere mane. Man*
 ... wife in airport waiting me. I

maashinetun ro mixaastam taa beresam be forudgaah.
your car need to get to airport.

(...My wife is waiting for me at the airport. **I need your car** to get to the airport.)

The strategy Need Statement constitutes 14.8 percent of the request realized in R11 (Ask for Loan). The person who is making the request in R11 (Ask for Loan) is dominated by the hearer who is the speaker’s manager at work place. They do not know one another well and the request performed bears high imposition. The strategy Need Statement as ‘... *Mixaastam ye kami pool be man gharz bedid...*’ (... I would like you to lend me a little money...) in example (7) is an instance of the request for loan in R11.

(7) *Bebaxshid aaghaaye... Mixaastam kami pool be man gharz-*
 forgive Mr. like little money to me

bedid taa man betunam ghabzhaye bedehim ru bepardaazam
 lend so I can bills due settle

(**Forgive me Mr.** ... I would like you to lend me little money so that I can settle my bills which are overdue.)

Table 4.7 Percentage of Internal Modifications in R11

Strategy	Percentage
No internal Modification	62.3
Downtoner	18
Diminutive	3.3
Politeness Marker	16.4
Total	100

The request strategies realized in R11 (Ask for Loan) were modified through a variety of modifications internally, as Table 4.7 displays. A total of 18 Percent of the requests were modified through Downtoner, including ‘*Age momkene...*’ (if possible ...), to modulate the impact of request imposition. Politeness Markers modified the request strategies in 16.4 percent of the requests as ‘*Bebaxshid...*’ (Forgive me ...) in example (7) presented above. The least used internal modification in R11 (Ask for Loan) was the Diminutive strategy registering 3.3 percent; the word ‘... *kami* ...’ (...little...) in example (7) is an instance of the Diminutive strategy to reduce imposition in the requests performed.

Table 4.8 Percentages of External Modification in R11

Strategy	Percentage
No External Modification	27.9
Goal Achievement	3.3
Preparator	13.1
Disarmer	1.6
Precommitment	3.3
Grounder	47.5
Promise of Reward	3.3
Total	100

Numbers in Table 4.8 shows that 47.5 percent of the request strategies in R11 (Ask for Loan) were externally modified through Grounders as ‘...*raastesh felan puli dar dast nadaarm va age bedehimo pardaaxt nakonam bargh, telephon, va aab*’

nadarm...' (...Actually I run out of money at the moment and in case I do not settle my outstanding balance I will have no electricity, phone, and water...) in example (4). Some 13.1 percent of the external modifications were realized through the Preparator strategy. Other strategies, namely Goal Achievement, Precommitment, Promise of Reward only registered 3.3 percent respectively. The Disarmer strategy made up 1.6 percent and is considered as the least frequent external modification in R11 (Ask for Loan).

4.2.3 Performative

The participants of the study resorted to the use of the Performative strategy as one of the other Direct request strategies in a few situations. For instance, in R7 (Cancel Holiday), it is found that the speaker dominates the hearer in terms of social power even though there is no social distance between them. Further, the imposition of the request is high on the hearer since the speaker requests his colleague to cancel a holiday-trip which had previously been arranged as depicted in example 8.

(8) *Motoasefane safaretun laghv-mishe. Maa ne hameye personel*
 Unfortunately trip canceled. We to all staff

baraaye takmile porozhe niaaz-daarim
 to finish project need

(Unfortunately, your trip is canceled. We need all the staff to finish the project.)

The use of the Performative strategy can also be observed in R6 (Borrow Car) where 4.9 percent of the requests strategies were Performative (see Appendix E, R6). Such example includes '*...Man daaram baa maashinet miram forudghaah...*' (...I am going to the air port by your car ...).

As indicated previously in Figure 4.1, Performative strategy is the least frequent Direct request strategy after Obligation Statement strategy which would be discussed and exemplified in the following section.

4.2.4 Obligation Statement

Among the Persian male participants of the study, the strategy Obligation Statement was used as the last choice to realize the request in a direct way. This strategy included such instance as ‘...*baayad safaretun ro ?aghab bendazid...*’ (...you have to cancel your trip registering...) which registers 1.6 percent of the request strategies as in R7 (Cancel Holiday).

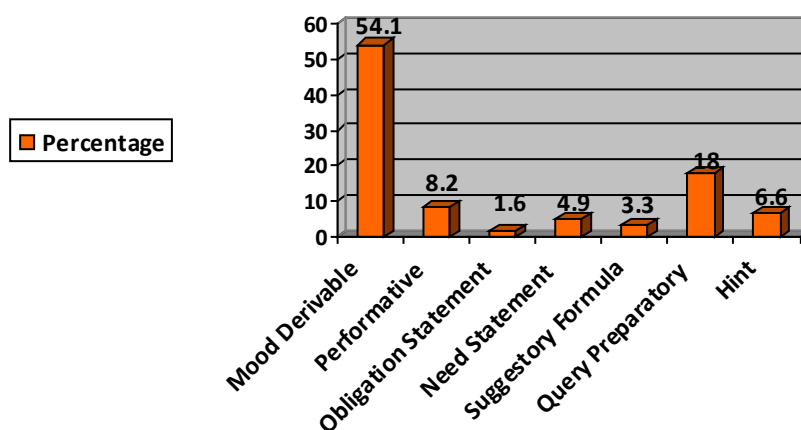


Figure 4.4 Percentages of Request Strategies in R7

The institutionalized power of the speaker as the person in charge of the project in R7 (Cancel Holiday) makes the request less face-threatening to be realized as an obligation for the hearer. In other words, since the speaker is speaking on behalf of the company, the request performed is not an individual one and the requester is the company not the speaker. However, the low frequency of the strategy Obligation Statement in the data indicates that it is not conventional among Persian males to realize a request as an obligation.

4.2.5 Challenging Ability

One of the strategies employed by the Persian participants of the study did not match any of the strategies reported in the previous studies conducted on request speech act in other languages reviewed by the researcher. Through this strategy the speaker challenged the addressee's ability in an attempt to urge the addressee to fulfill his request as shown in example 9 in R2 (Time Off).

(9) *Salam reis, mikaastam chand saat be jaye man kaar-koni*
Hi boss, want few hour for me work

bebini kaare man cheghadr sakhte, axe man baayad baraa ye
see work my how difficult, I have to for a

kaare orzhansi beram birun
work emergency go out

(Hi boss, I want you to cover for me only a few hours to see how difficult my job is. **I have to go out for an urgent matter.**)

In R2 (Time Off), the speaker is dominated by the hearer, however because they have a friendly relationship and know one another well and the request, that is covering for someone because of an emergency, is an act which may unpredictably happen to everybody, the hearer is justified to perform his request in this manner. This is a unique strategy employed only in the Iranian culture which is found in this study and the researcher labels it as the *Challenging Ability* strategy. Review of the previous studies of request speech acts (e.g., Felix-Brasdefer, 2005; Marti, 2006; Zhang et al., 2007; Jalilifar, 2009) yielded no trace of the *Challenging Ability* strategy.

Table 4.9 Percentages of External Modification in R2

Strategy	Percentage
No External Modification	19.7
Goal Achievement	6.6
Preparator	6.6
Precommitment	6.6
Promise of Reward	3.3
Grounder	42.6
Imposition Minimizer	14.8
Total	100

As for modification of request strategies performed in R2 (Time Off), Table 4.9 shows that the most frequent external modification in R2 (Time Off) is Grounder (42.6%) through which an explanation or a reason is provided for the request. The strategies Goal Achievement as '*axe man baayad baraa ye kaare orzhansi beram birun*' (I have to go out for an urgent matter) in example (9) above, Preparator as '*yek zahmati baraatun daashtam*' (I have a burden for you), and Precommitment as '*yek lotfi be man mikoni?*' (will you do me a favor?) were registered each respectively as many as 6.6 percent in R2 (Time Off) to modify the request strategies.

In R8 (Type Letter) instances of the strategy *Challenging Ability* were also identified. As a new strategy performed by Persian participants of this study, the strategy *Challenging Ability* is used in R8 (Type Letter) in an attempt to challenge the hearer's typing ability in order to urge him to type a few letters for the speaker, as in example (10).

(10) *Migam, begzaar bebinam mituni in chan taa naame ru baraa*
 Say, let see can few letters for

man sari? taip-koni
 me no time type

(I say, let me see whether you can type a few letters for me in no time.)

Table 4.10 Percentage of External Modification in R8

Strategy	Percentage
No External Modification	47.5
Goal Achievement	8.2
Preparator	3.3
Precommitment	9.8
Grounder	9.8
Promise of Reward	6.6
Imposition Minimizer	14.8
Total	100

As for external modification of request strategies, although most of the request strategies were not modified externally in R8 (Type Letters), some of the requests were modified externally, as shown in Table 4.10. These included the Imposition Minimizer strategy as the most frequent (14.8%) and Preparator (3.3%) as the least.

The strategy *Challenging Ability* was not confined to challenging the hearers' ability in the data collected from among Persian male native speakers. For example, in R12 (Borrow Computer) in order to borrow the hearer's laptop, the strategy *Challenging Ability* as '... *Begzaar bebinam laptaabet chand marde halaaje ...*' (...Let me check how good your laptop is...) in example (11), is used by Persian participants of the study to challenge the performance of the object of request.

(11) *yek lahzeh begzaar bebinam laptaabet chand-marde-halaaje.*

a moment let see laptop how good

mibinam felan azash estefaade-nemikoni.

see at the moment not using.

(For a moment let me check how good your laptop is. I see you are not using it at the moment.)

Table 4.11 Percentage of Internal Modifications in R12

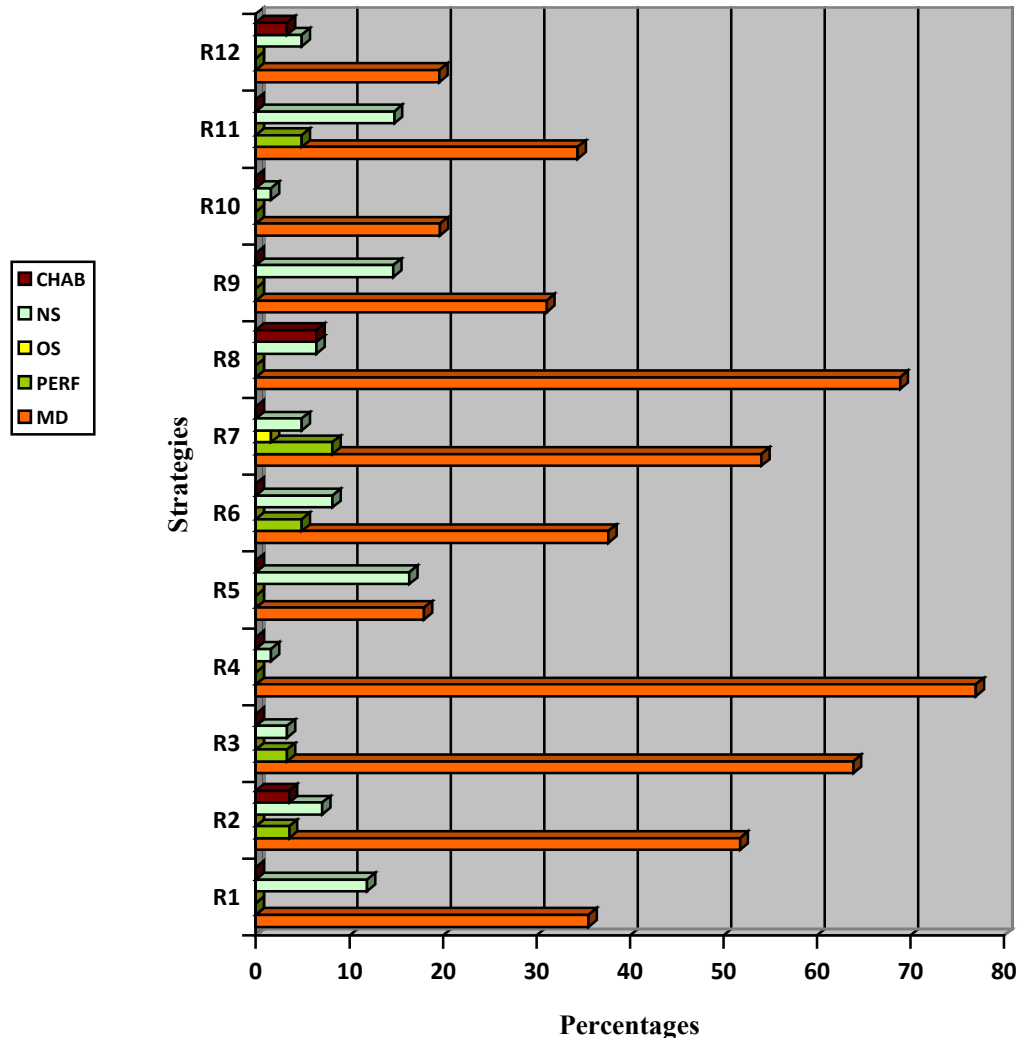
Strategy	Percentage
No internal Modification	45.9
Downtoner	3.3
Diminutive	36.1
Cajoler	1.6
Politeness Marker	11.5
Appealer	1.6
Total	100

In order to increase the fulfillment probability of the requests performed in R12 (Borrow Computer), the participants modified 36.1% of the request strategies performed in R12 (Borrow Computer) internally through the strategy Diminutive as displayed in Table 4.11. The strategy Diminutive is used to show that the request performed is a minor request with regards to the time as ‘*yek lahze ...*’ (for a moment ...) in example (11) above. Politeness Markers are also used to modify the request strategies in 11.5% of requests. Downtoner registered 3.3% of the internal modifications and the strategies Cajoler and Appealer each one made up 1.6% in R12 (Borrow Computer).

Since the speaker challenges *directly* the addressee through the *Challenging Ability* strategy both in terms of individual capabilities as in example (10), and in terms of the quality of addressee’s properties as in example (11), the *Challenging Ability* strategy does deserve to be added to the inventory of Direct request strategies.

Figure 4.5 illustrates the frequency distribution of Direct request strategies across all situations explained in the data collection instruments. According to Figure 4.5 the strategy Mood Derivable is registered as the most frequent Direct request strategy across all situations, making the maximum frequency difference in R4 (Ask for Direction) compared to other Direct request strategies. The minimum frequency

difference between Mood Derivable and other Direct request strategies is registered in R5 (Ask for Lift).



R: Request; CHAB: Challenging Ability; NS: Need Statement; OS: Obligation Statement; PERF: Performative; MD: Mood Derivable

Figure 4.5 Percentages of Direct Request Strategies across Situations

Although Direct request strategies were frequently used to realize request speech acts; however, there were situations in which other request strategies such as those in Conventional Indirect request category were registered as the most frequent request strategy. In the subsequent section, therefore, instances of Conventional Indirect request strategies would be provided.

4.3 Conventional Indirect Requests

The Conventional Indirect request strategies were employed by Persian males as the first choice in several situations, as shown in Table 4.12.

Table 4.12 Percentages of Conventional Indirect Requests across Situations

Request Situation	Request Categories	Percentage
R1 Book Borrow	CI	47.54
R2 Time Off	CI	24.95
R3 Mind Telephone	CI	27.9
R4 Ask for Direction	CI	19.7
R5 Ask for Lift	CI	42.6
R6 Borrow Car	CI	40.9
R7 Cancel Holiday	CI	21.3
R8 Type Letters	CI	14.6
R9 Borrow House	CI	37.7
R10 Change Seat	CI	70.5
R11 Ask for Loan	CI	24.6
R12 Borrow Computer	CI	59

R: Request; CI: Conventional Indirect

Table 4.12 indicates that among the situations where Conventional Indirect request strategies registered most of the request strategies realized, R10 (Change Seat) registering 70.5 percent, and R12 (Borrow Computer) registering 59 percent, are the first two situations in terms of the frequency of Conventional Indirect request strategies.

The Conventional Indirect request strategies, namely Suggestory Formula and Query Preparatory are not identically employed by Persian participants of the study across situations. Figure 4.6 displays the difference of percentages of the Suggestory Formula and Query Preparatory strategies identified in the data. Table 4.3 is followed

by thorough discussions of each of the strategies in the next two subsequent sections. The discussions include typical examples of the discourse realizing the strategies Suggestory Formula and Query Preparatory in different situations which reveal also the modifications realized with strategies Suggestory Formula and Query Preparatory both internally and externally in some of the situations.

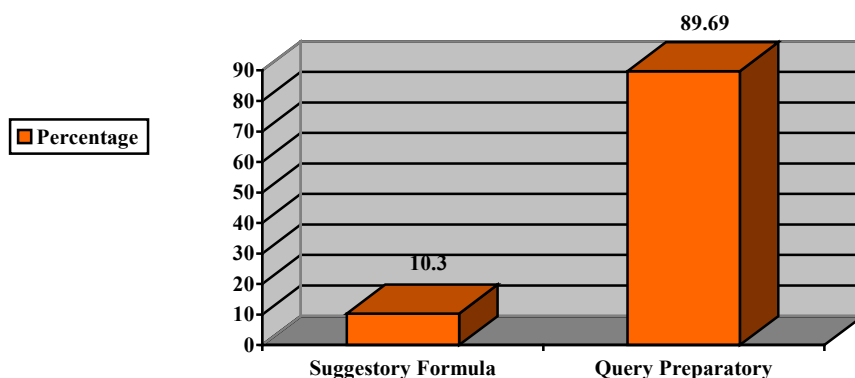


Figure 4.6 Percentages of Conventional Indirect Requests

4.3.1 Query Preparatory

Figure 4.6 illustrates that Query Preparatory strategy is used more frequently among Persian male native speakers compared to the other Conventional Indirect request strategy, namely Suggestory Formula. For instance, R10 (Change Seat) registers the most instances of request strategies through Query Preparatory. R10 (Change Seat) is a scenario which takes place in a bus where the speaker is requesting a stranger for a seat change. There is social distance between the speaker and the hearer; however, they are equal in terms of social power, and the imposition of request is evaluated as low. Since the speaker and the hearer are strangers in R10 (Change Seat), the participants' first choice, numerically, is Query Preparatory registering 62.3 percent of the request strategies realized in R10 (Change Seat) as indicated in example (12).

(12) *Ma?zerat mixaam, mishe sandaliton ro avaz-konid taa man*
 Apologize, could seat change so I

betunam kenaare bacham beshinam
 can next to kid sit

(I apologize, could you change your seat so that I can sit next to my kid.)

Table 4.13 Percentage of Internal Modifications in R10

Strategy	Percentage
No internal Modification	54.1
Downtoner	4.9
Politeness Marker	41
Total	100

Numbers in Table 4.13 indicate that the Request strategies in R10 (Change Seat) are modified internally by the strategies Politeness Marker (41%) as ‘*Ma?zerat mixaam ...*’ (I apologize ...) in example (12), and Downtoner (4.9%). However, 54.1 percent of the requests were not modified internally by the participants.

Regarding the most usage of external modification in R10 (Change Seat), the strategy Goal Achievement registered 36.1 percent of external modification; Goal Achievement included such instances as ‘*...taa man betunam kenaare bacham beshinam*’ (... so that I can sit next to my kid) in the example (12) above.

The use of Query Preparatory strategy was also identified in such situations as R12 (Borrow Computer) where the speaker is dominating the hearer. There is social distance between them, and the imposition of the request is high. R12 (Borrow Computer) is a scenario describing someone borrowing his colleague’s laptop. As indicated in Figure 4.7, the Conventional Indirect request strategies, namely Query Preparatory (57.4%) and Suggestory Formula (1.6%) together set up most of the request strategies realized in this situation.

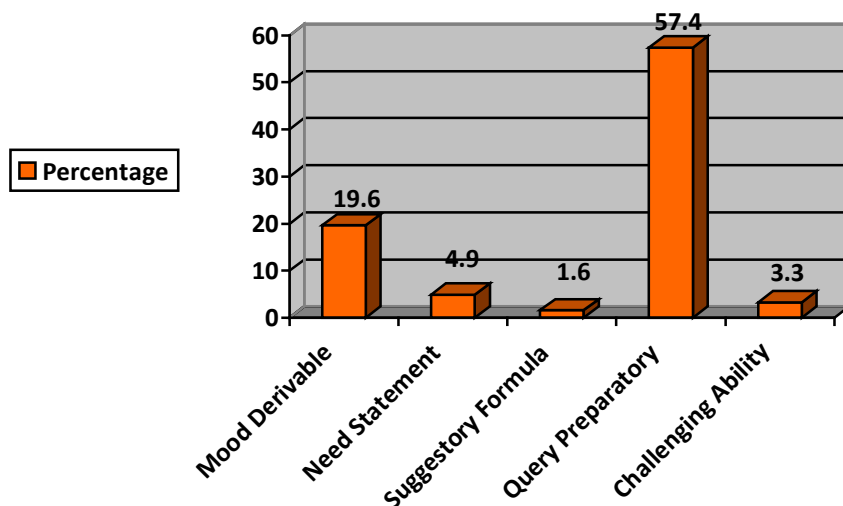


Figure 4.7 Percentages of Request Strategies in R12

Query Preparatory includes such an instance as ‘...*ejaazeh midi laptaape jadidet ro ye emytehaani bokonam?...*’ (...will you let me to have a try with you new laptop? ...) in example (13).

- (13) *Migam, ejaazeh-midi laptaape jadidet ro ye emtehaan-*
 Say, let laptop new a try
bokonam? Mixaam age xube yekish ro bexaram
 like if high quality one buy

(I say, will you let me have a try with your new laptop? I would like to buy one if it is of high quality.)

With regard to context-external and context-internal variables in this situation, the Conventional Indirect strategies are numerically more appropriate for realizing the request compared to direct requests in R12 (Borrow Computer), where there is social distance between the dominant speaker and the hearer and the request is costly to the hearer.

Table 4.14 Percentages of External Modification in R12

Strategy	Percentage
No External Modification	70.5
Goal Achievement	4.9
Preparator	3.3
Disarmer	4.9
Precommitment	1.6
Grounder	3.3
Imposition Minimizer	11.5
Total	100

As shown in Table 4.14, the distribution of external modification in R12 (Borrow Computer) reveals that 70.5 percent of the requests realized were not modified externally. However, from among the requests performed in R12 (Borrow Computer), 11.5 percent were modified through Imposition Minimizers. Goal Achievement registered 4.9 percent as ‘...*Mixaam age xube yekish ro bexaram*’ (...I would like to buy one if it is high quality) in example 13 above. Likewise, Disarmer registered 4.9 percent including ‘...*Mibinam felan azash estefaade nemikoni*’ (...I see you are not using it at the moment). The strategies Preparator and Grounder made up 3.3 percent of the external modifications respectively while Precommitment strategy constituted only 1.6 percent of the external modifications made to requests performed in R12 (Borrow Computer).

The analysis of the Persian data showed that most participants performed their request employing the strategy Query Preparatory in R1 (Borrow Book), as Figure 4.8 shows.

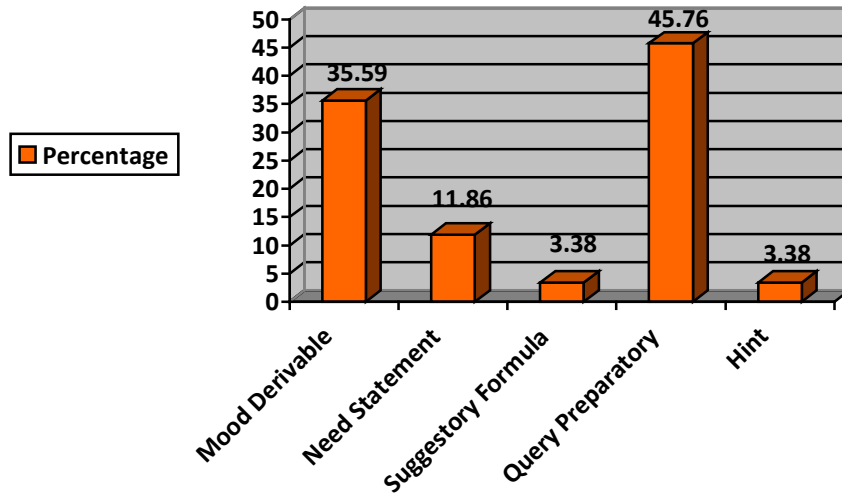


Figure 4.8 Percentages of Request Strategies in R1

In R1 (Borrow Book) the speaker who is a university student requests his professor for a book as in example (14).

- (14) *Salaam Ostaad, Man un ketab ru niaaz-daram ta taklifam ru*
 Hi Professor, I the book need to homework
taa farad sobh anja- bedam va ketaabxune ham motoasefaane
 by tomorrow morning do and library unfortunately
ta'tile. Mitunid in ketaab ru lotfan be man gharz-bedid faghat
 closed. Could the book please to me lend only
baraa emshab?
 for tonight

(Hi Professor, I need the book to do my homework by tomorrow morning and the library is unfortunately closed at the moment. Could you **please** lend me the book **only for tonight**?)

Table 4.15 Percentages of Internal Modifications in R1

Strategy	Percentage
No data	49.2
Downtoner	14.8
Diminutives	8.2
Politeness Marker	27.9
Total	100

Table 4.15 shows that in R1 (Borrow Book), most of the request strategies (27.9%) were modified by Politeness Marker as *'lotfan'* (please) in example (14). The other internal modifications identified in the data were Downtoner (14.8%) as *'age emkaanesh hast'*, (possibly) and Diminutives (8.2%) as *'faghat baraa emshab'* (only for tonight).

Since the speaker is dominated by the hearer and there was social distance between them in R1 (Borrow Book), the request performed is justified by a reason or an explanation preceding it, as an external modification. Consequently, most of the participants (41%) reiterated through Grounder, as in example (13), that because the library was closed they were requesting for the book.

Table 4.16 Percentages of External Modification in R1

Strategy	Percentage
No External Modification	13.1
Goal Achievement	4.9
Preparator	19.7
Disarmer	9.8
Grounder	41.0
Imposition Minimizer	11.5
Total	100

Preparator strategy as *'ostaad shoma ketabe ... ru daari?'* (Do you have the book ... professor?) was the other frequent (19.7%) external modification identified in the data for R1 (Borrow Book). Imposition Minimizers as *'age be ketaab niazi nadaarid?'* (If you do not need the book) were also used by some of the participants (11.5%) to modify their request externally. There were also minor instances (9.8%) of Disarmer as *'yeki goft shoma in ketaab ru darid'* (someone told me you have the book) and Goal Achievement (4.9%) as *'taa taklifan ru kame konam'* (to complete my assignment) in R1 (Borrow Book) as well.

Instances of the strategy Query Preparatory were also employed in R6 (Borrow Car) to perform the request speech act, as displayed in Figure 4.9. The scenario in R6 (Borrow Car) includes requests through which the speaker asks his manager at work to lend him his car for an emergency. The interlocutors in R6 (Borrow Car) know one another well; however, the speaker is dominated by the hearer and the imposition borne on the hearer through the realization of request is high.

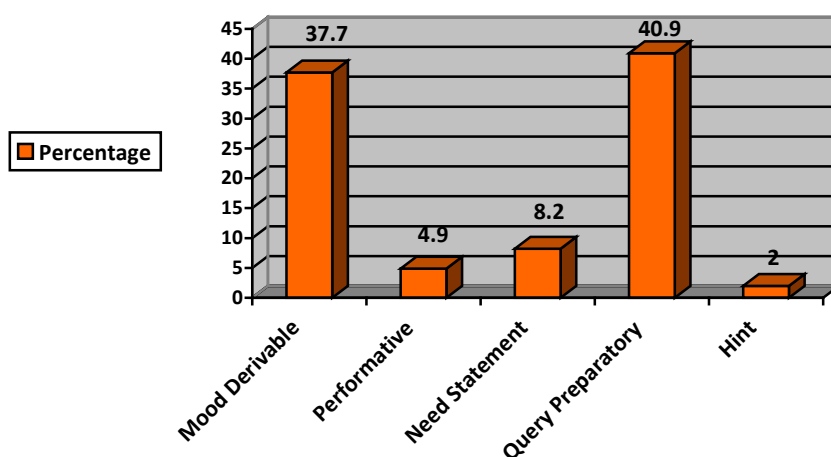


Figure 4.9 Percentages of Request Strategies in R6

Accordingly, the speaker in this situation performs the request strategy in 40.9 percent of the requests through the strategy Query Preparatory as ‘...can I pick up my wife from the airport by your car?’ (...*Mitunam xaanomam ro baa maashine shomaa az forodgaah biaaram?*) in example (15).

(15) *Bebaxshid aaghaaye modir. Maashine man xaraab-shode.*

Excuse Mr. Manager. Car my broke down

mitunam xaanomam ro baa maashine shomaa az forodgaah

can wife with car your from airport

biaaram?

Pick up

(Excuse me Mr. Manager, **my car already broke down**. Can I pick up my wife from the airport with your car?)

Table 4.17 Percentage of Internal Modifications in R6

Strategy	Percentage
No internal Modification	63.9
Downtoner	13.1
Diminutives	8.2
Politeness Marker	14.8
Total	100

As for internal modification of request strategies performed in R6 (Borrow Car), Politeness Marker registered 14.8 percent, while Downtoners registered 13.1 percent, and Diminutives were used in 8.2 percent of request strategies respectively, as displayed in Table 4.17.

Regarding the use of external modification of request strategies, more than 80 percent of the requests were externally modified. The most frequent external modification used in R6 (Borrow Car) is Grounder (41%) as in ‘*Maashine man xaraab shode*’ (My car already broke down) in example (15).

Table 4.18 Percentages of External Modification in R6

Strategy	Percentage
No External Modification	19.7
Goal Achievement	18
Preparator	6.6
Disarmer	3.3
Precommitment	1.6
Grounder	41
Promise of Reward	1.6
Imposition Minimizer	8.2
Total	100

As shown in Table 4.18, the second external modification preferred by the participants of the study in R6 (Borrow Car) is Goal Achievement as ‘*...taa beresam be forodgaah*’ (...to get to the airport), registering 18 percent. Imposition Minimizer

made up 8.2 percent as the third most frequent external modification followed by Preparator and Disarmer as the fourth and fifth choices for external modification. The strategies Precommitment and Promise of Reward constituted 3.3 percent of external modifications respectively.

The Query Preparatory strategy was also a favorable request strategy among Persian male participants of the study in situations where there was no difference between the speaker and the hearer in terms of power and distance relations. For example, in R9 (Borrow House) somebody is asking his friend to lend him a house in the countryside. There is neither social power nor social distance between the speaker and the hearer; however, the imposition borne on the hearer through the request performed is evaluated as high.

Although the relationship between the speaker and hearer in R9 (Borrow House) is a friendly relation since there is neither social power nor social distance in the situation, however, the high imposition of the request apparently nominates Query Preparatory as the most frequent request strategy in this situation, as Figure 4.10 shows.

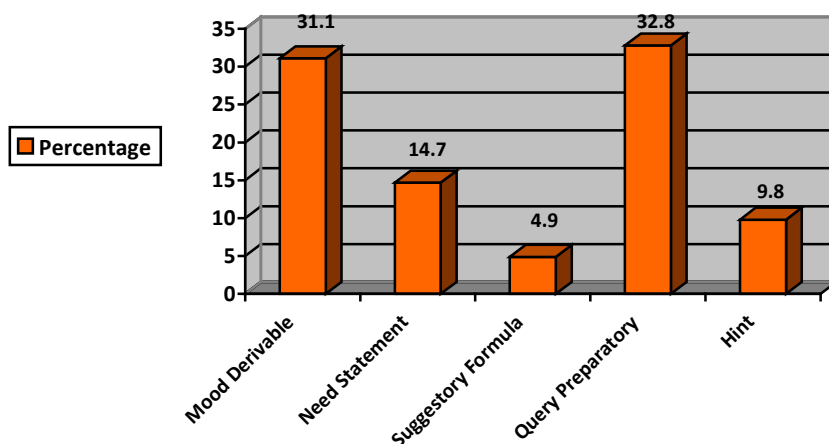


Figure 4.10 Percentages of Request Strategies in R9

Query Preparatory constitutes 32.8 percent of the strategies including such instances as ‘... *Momkene man baa xunevaade baraa ye modate kutah berim onjaa?*’ (...Could I possibly stay there for a short time with my family?) in the following example.

(16) ... *taa haalaa xune yeylaaghito be kasi gharz-daadi?*
 ever house countryside anybody lent

Momkene man ba xunevade baraa ye modate kutah berim onjaa?
 Possibly I with family for a time short stay there

(... Have you ever lent anybody your house in the countryside? Could I possibly stay there for a short time with my family?)

4.3.2 Suggestory Formula

The other Conventional Indirect request, namely Suggestory Formula, was also employed by Persian male participants, though not very frequently. For instance, as the third frequent request strategy, Suggestory Formula made up 8.2 percent of the strategies in R4 (Ask for direction) as in the following example.

(17) *behtare adres ru az in ?aaber beporsim. Momkene raah ru*
 Better address this pedestrian ask. May way

bedune.
 know.

(We’d better ask the address from this pedestrian. He may know the way.)

Table 4.19 Percentages of Internal Modifications in R4

Strategy	Percentage
No internal Modification	78.6
Downtoner	1.6
Diminutives	6.6
Appealer	1.6
Politeness Marker	11.5
Total	100

Table 4.19 indicates that a total of 78.6 percent of the request strategies were not modified internally in R4 (Ask for direction); however, 11.5 percent of the internal modifications performed were instances of Politeness Marker. There were also instances of Diminutive (6.6 %) and Downtoner (1.6 %) as well as instances of the strategy Appealer as ‘*baashe*’ (Ok) in example (18) below.

(18) *Ferkr-konam gom-shodim. Aadres ru az un agha bepor,*
 Think lost. Address from that man ask,

baashe?
 ok?

(I think we are lost. Ask the address from that man, Ok?)

Table 4.20 Percentages of External Modification in R4

Strategy	Percentage
No External Modification	55.7
Goal Achievement	4.9
Preparator	4.9
Precommitment	3.3
Grounder	26.2
Imposition Minimizer	4.9
Total	100

Due to the friendly relation between the speaker and the hearer in R4 (Ask for direction), 36.1 percent of the requests realized were not modified externally, as shown in Table 4.20. A total of 26.2 percent of the modifications performed externally were Grounder as ‘*Ferkr konam gom shodim...*’ (I think we are lost ...) in example (18). Imposition Minimizer and Preparator made up 4.9 percent of the modification respectively. The strategy Goal Achievement strategy also made up 4.9 percent of the external modifications as ‘... *taa raah ru peida konimi*’ (... to find the way) in example (19). The least frequent external modification employed by the

participants in R4 (Ask for direction) was Precommitment which registered only 3.3 percent.

(19) ?*aadres ru az in yaru miporsi taa raah ru peida-konim?*
Address from that guy ask to way find

(Will you ask the address from that guy **to find the way?**)

Suggestory Formula was registered as the least used request strategy in R9 (Borrow House) among the Persian male native speakers of the study. Although the lack of power and distance relation between the interlocutors in R9 (Borrow House) makes it a friendly relation; however, the high imposition of the request would not lead the speakers to use Suggestory Formula as a frequent request strategy in R9 (Borrow House).

Nevertheless, the few realizations of Suggestory Formula (4.9%) in R9 (Borrow House) included instances as ‘...*aaxare hafte zamaane xubiye taa baaham to vilaa shomaa safaa konim ...*’ (...the weekend is a good time to enjoy ourselves in your house in the countryside together ...) in example (20).

(20) ... *raasti, aaxare hafte zamaane xubiye taa baaham tu vilaa*
By the way, weekend time good to together in house

shomaa safaa-konim, albate age shomaa barnaameye dighei
your enjoy, of course if you plan other

nadaarid
not have

(... **by the way**, the weekend is a good time to enjoy ourselves in your house in the countryside together, **of course if you do not have any other plan to do**)

Table 4.21 Percentages of Internal Modifications in R9

Strategy	Percentage
No internal Modification	63.9
Downtoner	18
Diminutives	8.2
Cajoler	1.6
Politeness Marker	8.2
Total	100

The data of the study indicated that Downtoners made up 18 percent of the internal modifications including ‘*momkene*’ (possibly) in R9 (Borrow House), as displayed in Table 4.21. The phrase ‘*baraa ye modate kutaah*’ (for a short time) is an instance of the Diminutive strategy which registers 8.2 percent of the internal modification in R9 (Borrow House), which is similar to the Politeness Marker strategy in terms of frequency. Cajolers were also used in R9 (Borrow House); this internal modification set up 1.6 percent of the modifications made internally including ‘*raasti...*’ (by the way...) in example (20).

Table 4.22 Percentages of External Modification in R9

Strategy	Percentage
No External Modification	27.9
Goal Achievement	3.3
Preparator	11.5
Disarmer	6.6
Precommitment	3.3
Grounder	18
Promise of Reward	4.9
Imposition Minimizer	24.6
Total	100

Regarding the external modification of the request strategies performed in R9 (Borrow House), Imposition Minimizer including ‘...*albate age shomaa barnaameye dighei nadaarid*’ (... of course if you do not have any other plan to do) in example (20) is the most frequent modification made in this situation. Grounder is the second

most frequent modification made externally, registering 18 percent of the strategies. The Preparator strategy made up 11.5 percent of the external modifications in R9 (Borrow House) as ‘... *taa haalaa xune yeylaaghito be kasi gharz daadi?*’ (... Have you ever lent your house in the countryside?). Data of this study revealed that 6.6 percent of the external modifications were Disarmer; Promise of Reward was used in 4.9 percent of the request strategies and the strategies Goal Achievement and Precommitment each one registered 3.3 percent of the external modifications in R9 (Borrow House).

The use of Conventional Indirect request strategies made the second most frequent category of request strategies after Direct request strategies among the Persian male participants of the study. Figure 4.11 provides a holistic view of the realizations of the strategies Query Preparatory and Suggestory Formula across different situations which were already discussed and exemplified in Sections 4.3.1 and 4.3.2 respectively.

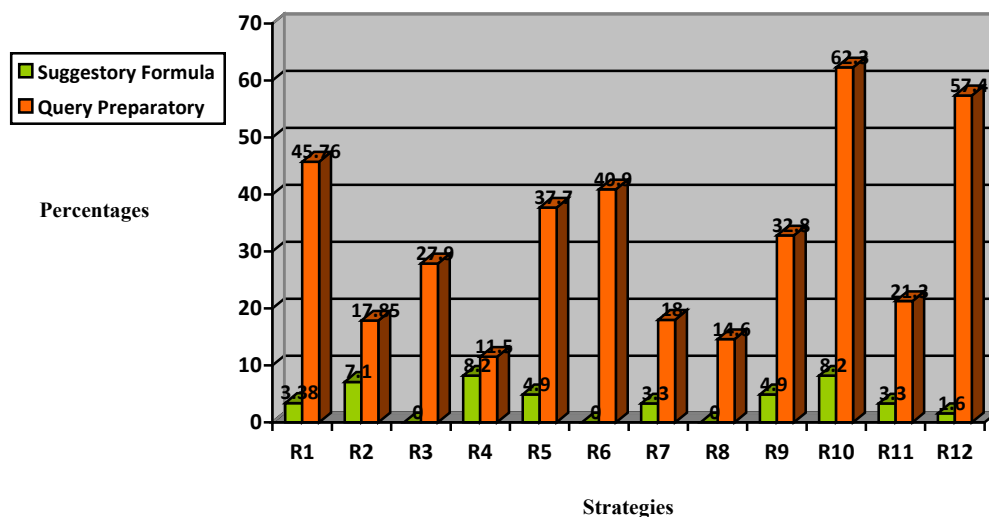


Figure 4.11 Percentages of Conventional Indirect Strategies across Situations

The following sections present the findings regarding the realization of Non-Conventional Indirect request strategies.

4.4 Non-Conventional Indirect Requests

This category of request strategies includes the Hint strategy. Although the frequency realization of Hint as the strategy representing the category Non-Conventional Indirect request is not high compared to Direct and Conventional Indirect request strategies, however, as shown in Figure 4.12, it has been used in all situations except R3 (Mind Telephone), R8 (Type Letters), and R12 (Borrow Computer). The Hint strategy will be discussed and exemplified along with the manner it would be modified internally and externally in different situations among Persian male speakers.

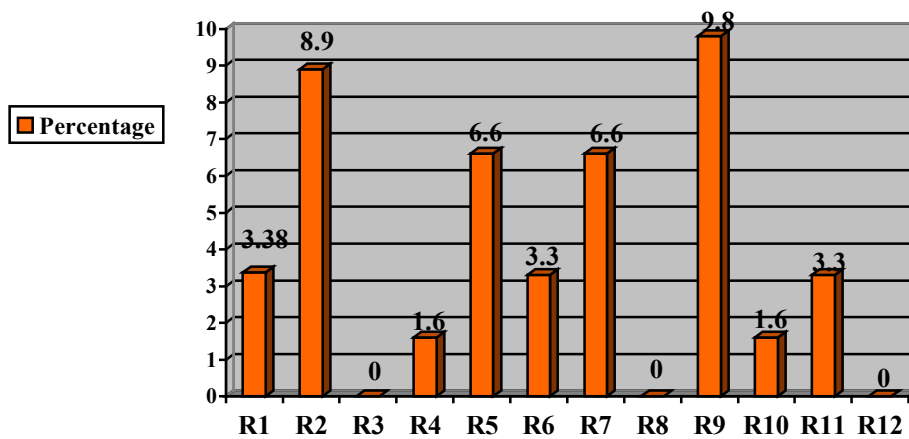


Figure 4.12 Percentages of Non-Conventional Indirect Strategies across Situations

4.4.1 Hint

As displayed in Figure 4.12, Hint strategy has been used to make a request in most of the situations among which R2 (Time off) realized a typical example. In R2 (Time off), where the speaker is dominated by the hearer, they know one another and the imposition of the request has been evaluated as low, Hint strategy was the most frequent strategy (8.9%) respectively after Mood Derivable, and Query Preparatory. Hints were used in R2 (Time off) when the speaker did not want to make his request directly to his manager to cover for him, as depicted in the following example.

- (21) *sobh bexeir. Man baayad yek saat beram birun. Age kasi nist*
Good morning. I have to an hour go out. If one no
kaarhamo anjaam-bede, fardaa karhaa emruzam ru anjam-midam
duties do, tomorrow duties today do
(Good morning. I have to go out for an hour. I will do my
today's duties tomorrow if there is no one to cover for
me.)

Another example of Hint strategy was also used in R7 (Cancel Holiday). Although the realization frequency of Hint strategy is not high (6.6 %); however, the use of this strategy in R7 (Cancel Holiday) reveals that despite the dominating status of the speaker, some of the Persian male participants of the study prefer not to use Direct or Conventional Indirect request strategies in R7 (Cancel Holiday). This could be because of the high imposition of the request on the hearer. The strategy included such instances as ‘... *porozheye haazer az safare tu xeili muhemtare ...*’ (... the current project is much more important than your trip ...) as portrayed in example (22).

(22) *Mixaastam ye darkhaast azat bokonam aaghaaye miduni,*
 Like something you ask Mr. know

porozheyee haazer az safare tu xeili muhemptare ...
 project current than trip your much important...

(I'd like to ask you something Mr. **You know**, the current
 project is much more important than your trip...)

The Hint strategy and the other request strategies in R7 (Cancel Holiday) were modified internally in order to make the requests more appropriate to be fulfilled. Table 4.23 indicates that Politeness Marker makes up 18 percent of internal modifications as the most frequent in R7 (Cancel Holiday). Downtoner is the second most frequent internal modification used, constituting 8.2 percent of the modifications. A total of 3.3 percent of the modifications performed are Appealers. Cajolers register 3.3 percent as 'Miduni ...' (You know ...) in example (22) above; and Diminutive is the fewest frequent strategy in R7 (Cancel Holiday), constituting only 1.6 percent.

Table 4.23 Percentages of Internal Modifications in R7

Strategy	Percentage
No internal Modification	65.6
Downtoner	8.2
Diminutives	1.6
Cajoler	3.3
Appealer	3.3
Politeness Marker	18
Total	100

As for external modifications used in R7 (Cancel Holiday), the first choice for the participants of this study to modify the request strategies externally is Grounder. Goal Achievement registers 9.8 percent of the modifications made externally as '... to finish this project' (... to finish this project) in R7 (Cancel Holiday). The strategies

Precommitment, Promise of Reward, and Imposition Minimizer register 4.9 percent of the external modifications each. Preparator as '*Mixaastam ye darkhaast azat bokonam ...*' (I'd like to ask you something...) makes up 3.3 percent of the external modifications; and finally the Disarmer strategy constitutes 1.6 percent of the modifications performed externally in R7 (Cancel Holiday).

The realization of request strategies across situations was also explored to highlight the interaction between request strategies and social variables, namely social power and social distance as context-external variables and the imposition of request as context-internal variable. The following sections subsequently discuss the interaction of social variables with request strategies, external modification of requests, and internal modification of requests.

4.5 Social Variables Discussion

With regard to the data analysis framework, the data revealed that Persian male speakers use a variety of strategies to realize a request in situations different in terms of context-internal and context-external variables. The participants also modified the requests performed both internally and externally to make the requests more appropriate. The realization of request head acts as the main component of request speech acts and the interaction of social variables with request head acts are discussed first below.

4.5.1 Request Strategies

The results obtained indicated that Mood Derivable was used most frequently to realize requests, as displayed in Figure 4.13. Out of 680 request speech acts identified in the data collected through DCT and Role-Play, 309 requests (45.44%) were realized through the Mood Derivable strategy.

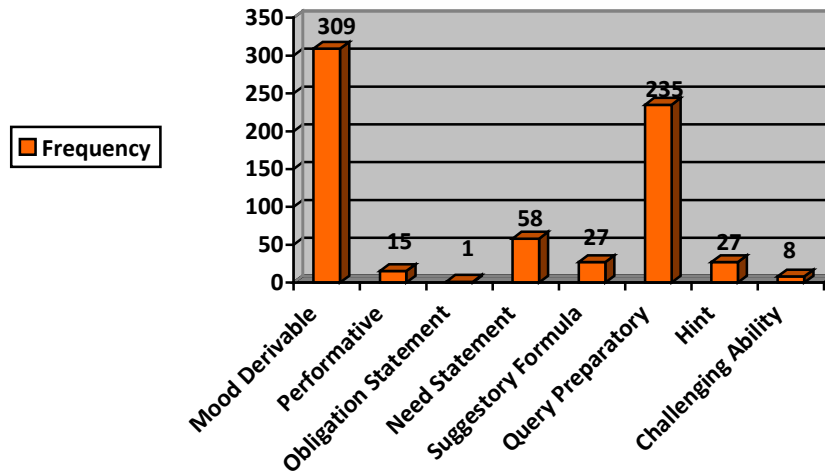


Figure 4.13 Total Frequencies of Request Strategies

The second most frequent strategy, namely Query Preparatory registered 235 requests in the data which made up a total of 34.55 percent of the request strategies. Need Statement made up 58 strategies realized (8.5%) while Suggestory Formula and Hint strategies were employed to realize requests in 27 cases (3.9%) respectively. A total of 15 Performative strategies were also identified in the data which is not a high frequency strategy along with the strategies Challenging Ability, registering 8 cases, and Obligation Statement, registering only 1 case.

The frequency of request strategies across different situations in terms of context-internal and context-external variable also varied, as can be seen in Table 4.24. The frequencies and percentages marked in bold indicate the most frequent strategy in a situation while the frequencies and percentages highlighted in gray indicate the highest frequency of a given strategy across all situations.

Table 4.24 Frequency and Percentage of Request Strategies across Situations

Situation	MD	PERF	OS	NS	SF	QP	HT	CHAB	Total
R1	21 35.59%	0 0%	0 0%	7 11.86%	2 3.38%	27 45.76%	2 3.38%	0 0%	59
R2	29 51.75%	2 3.57%	0 0%	4 7.1%	4 7.1%	10 17.85%	5 8.9%	2 3.57%	56
R3	39 63.90%	2 3.30%	0 0%	2 3.30%	0 0%	17 27.90%	0 0%	0 0%	60
R4	47 77%	0 0%	0 0%	1 1.6%	5 8.2%	7 11.50%	1 1.6%	0 0%	61
R5	11 18%	0 0%	0 0%	10 16.4%	3 4.9%	23 37.7%	4 6.6%	0 0%	51
R6	23 37.70%	3 4.90%	0 0%	5 8.2%	0 0%	25 40.90%	2 3.3%	0 0%	58
R7	33 54.10%	5 8.20%	1 1.6%	3 4.90%	2 3.3%	11 18%	4 6.6%	0 0%	59
R8	42 68.90%	0 0%	0 0%	4 6.5%	0 0%	9 14.60%	0 0%	4 6.50%	59
R9	19 31.10%	0 0%	0 0%	9 14.70%	3 4.9%	20 32.80%	6 9.80%	0 0%	57
R10	12 19.70%	0 0%	0 0%	1 1.6%	5 8.20%	38 62.30%	1 1.6%	0 0%	57
R11	21 34.40%	3 4.9%	0 0%	9 14.80%	2 3.3%	13 21.30%	2 3.30%	0 0%	50
R12	12 19.60%	0 0%	0 0%	3 4.90%	1 1.60%	35 57.4%	0 0%	2 3.3%	53

MD: Mood Derivable; PERF: Performative; OS: Obligation Statement; NS: Need Statement; SF: Suggestory Formula; QP: Query Preparatory; HT: Hint; CHAB: Challenging Ability

As shown in Table 4.24, the most frequent request strategy used by the participants of the study is Mood Derivable. This strategy registers the most frequent request strategy among all identified request strategies in R2 (Time Off), R3 (Mind Telephone), R4 (Ask for Direction), R7 (Cancel Holiday), R8 (Type Letter), and R11 (Ask for Loan). R4 (Ask for Direction), where the interlocutors are equal in terms of power relation (S=H) and there is no social distance between them (-SD) and the imposition of request is low, provides the best situation for the realization of Mood Derivable strategy making up some 77 percent of the request strategies performed in this situation as the following example.

(23) *Man faraamush-kardam naghsh-e ru biaram, ?address ru az*
I forgot naghsh-e bring, address from

in ?aabere kenare xiyabun bepors
this pedestrian by street ask

(I forgot to bring the map. **Ask the address from this pedestrian by the street**)

With regard to social power, the speakers are dominating the hearer (S>H) in R3 (Mind Telephone), R7 (Cancel Holiday), and R8 (Type Letter); however, it is the hearers who are dominating the speakers (S<H) in R2 (Time Off) and R11 (Ask for Loan). As for social distance between the interlocutors, all possible statuses are available in R2 (Time Off), R3 (Mind Telephone), R4 (Ask for Direction), R7 (Cancel Holiday), R8 (Type Letter), and R11 (Ask for Loan); namely (-SD) in R2 (Time Off), R4 (Ask for Direction), R7 (Cancel Holiday), and R8 (Type Letter); and (+SD) in R3 (Mind Telephone) and R11 (Ask for Loan).

R2 (Time Off), R3 (Mind Telephone), R4 (Ask for Direction), R7 (Cancel Holiday), R8 (Type Letter), and R11 (Ask for Loan) include both high imposition requests and low imposition requests as well.

The variety of context-internal and context-external variables in R2 (Time Off), R3 (Mind Telephone), R4 (Ask for Direction), R7 (Cancel Holiday), R8 (Type Letter), and R11 (Ask for Loan), where the most frequent request strategy realized is Mood Derivable, reveals that the strategy is used regardless of the context-internal and context-external variables involved in the situation and the strategy Mood Derivable is not context-dependent.

As exemplified in example (24), the second most frequent strategy is Query Preparatory. It is employed in R1 (Borrow Book), R5 (Ask for Lift), R6 (Borrow Car), R9 (Borrow House), R10 (Change Seat), and R12 (Borrow Computer) as the most frequent strategy. The power relation between the interlocutors in R1 (Borrow Book) and R6 (Borrow Car) is (S<H), that is the speaker is dominated by the hearer; in R5 (Ask for Lift), R9 (Borrow House), and R10 (Change Seat) the speaker and the hearer are equal in terms of social power (S=H); and in R12 (Borrow Computer) the speaker dominates the hearer (S>H).

(24) ...*Mitunam az mashinetun bara jabejaie اساسام*
 Can of car to move furniture
estefade-konam?
 use?

(...Can I possibly use your car to move my furniture?)

As for social distance, the interlocutors in R1 (Borrow Book), R5 (Ask for Lift), R10 (Change Seat), and R12 (Borrow Computer) do not know one another well (+SD); however, in R6 (Borrow Car) and R9 (Borrow House) they know one another well. The imposition of the requests performed through the strategy Query Preparatory includes all possible statuses, namely High in R5 (Ask for Lift), R6 (Borrow Car), R9 (Borrow House), and R12 (Borrow Computer), and Low in R1 (Borrow Book) and R10 (Change Seat).

As such, the context-internal and context-external variables involved in R1 (Borrow Book), R5 (Ask for Lift), R6 (Borrow Car), R9 (Borrow House), R10 (Change Seat), and R12 (Borrow Computer) seem to have no significant effect on Persian participants' requestive choice as far as Query Preparatory strategy is concerned.

According to Table 4.24, the strategy Need Statement registers the highest frequency in R5 (Ask for Lift), constituting some 16.4 percent of the requests performed. In R9 (Borrow House) and R11 (Ask for Loan), the strategy Need Statement makes up 14 percent of requests realized per situation. The context-internal variable, namely imposition of request, in R5 (Ask for Lift), R9 (Borrow House), and R11 (Ask for Loan) is evaluated, in common, as high. Consequently, Need Statement is an appropriate choice by Persian male speakers for the realization of the request where the imposition borne on the hearer is high as instantiated in the following example.

(25) *Midunam ke dorost nist ke az shoma darxaste pul*
 Know that appropriate not that from you ask money,
konam, vali ghobuze aab, bargh va telephonam monde va
 but bills water, electricity and telephone outstanding and
man nemixaam kasi befahme. Man niaz be yek meghdar pul
 I not want anybody know. I need some money
bara pardaxt in ghabzha daram.
 to settle these bills.

(I know it is not appropriate to ask you for money, but water, electricity and telephone bills are outstanding and i don't want anybody know. **I need some mony to settle the bills.**)

The strategy Hint has been used by the participants in most of the situations including R1 (Borrow Book), R2 (Time Off), R4 (Ask for Direction), R5 (Ask for Lift), R6 (Borrow Car), R7 (Cancel Holiday), R9 (Borrow House), R10 (Change Seat), and R11 (Ask for Loan). Numerically R9 (Borrow House), where the interlocutors are equal in terms of social power (S=H) and there is no social distance between the interlocutors (-SD), is the most suitable situation for the realization of a request through the strategy Hint, especially when the request imposition is evaluated as high. An instance of the strategy Hint is provided in example (26).

(26)*tu tatilat koja mixaai beri? Man donbale ye*
you holiday where are going? I mooking a

khune tu yeilagh hastam ta tatelat ru onja begzarunam?
house in countryside am to holiday there spend

(...Where are you going on holiday? **I'm looking for a house
in the countryside to spend the coming holiday there.**)

Hint strategy has not been used by the participants in R3 (Mind Telephone), R8 (Type Letter), and R12 (Borrow Computer). The imposition of the request in R3 (Mind Telephone), R8 (Type Letter), and R12 (Borrow Computer) includes both high and low statuses; the social distance status includes both (+SD) in R3 (Mind Telephone) and R12 (Borrow Computer) and (-SD) in R8 (Type Letter); however, as far as social power is concerned, the speaker dominates the hearer in R3 (Mind Telephone), R8 (Type Letter), and R12 (Borrow Computer). In other words, Hint strategy is not a favorable strategy when the speaker is dominant in terms of power on the hearer and has the possibility to perform the request in a more direct way as Conventional Indirect strategies or Direct strategies.

Except for R3 (Mind Telephone), R6 (Borrow Car), and R8 (Type Letter), the strategy Suggestory Formula was identified in all situations. The highest frequency of this strategy was registered for R4 (Ask for Direction) and R10 (Change Seat), making up 8.2 percent per situation. Although R4 (Ask for Direction) and R10 (Change Seat) are different as far as social distance between the interlocutors is concerned, both situations share the equal status of the interlocutors (S=H) and the low imposition of the request performed in the situations. This reflects the idea that Suggestory Formula best suits situations where neither the speaker nor the hearer dominates the other

while the request performed bears low imposition on the hearer. R4 (Ask for Direction) has been exemplified by example (27).

(27) *Khub mishe age aadres ru az un yaru kenare xiabun beposri*
Ok is if address from that guy by street as

(It is ok if you ask the address from that guy by the street.)

As illustrated in example (28), 15 instances of the Performative strategy were identified across R2 (Time Off), R3 (Mind Telephone), R6 (Borrow Car), R7 (Cancel Holiday), and R11 (Ask for Loan). The highest frequency registered for R7 (Cancel Holiday), constituting 8.2 percent of the request strategies performed in this situation. The speaker dominates the hearer and there is no social distance between them; and the imposition of the request is evaluated as high in R7 (Cancel Holiday) where the most instances of the strategy Performative were realized. R1 (Borrow Book), R4 (Ask for Direction), R5 (Ask for Lift), R8 (Type Letter), R9 (Borrow House), R10 (Change Seat), and R11 (Ask for Loan) registered no instance of Performative strategy.

(28) ...*zahmate telephonha miofte grdane tu ta zamani ke*
Burden phone is shoulder you by time that

men barmigradam ...
I return...

(...The burden of answering the phone is on your shoulder by the time that I return...)

One important finding of this study is one of the request strategies through which Persian male speakers realized their request, which was termed *Challenging Ability*. The researcher found no instance of this strategy in politeness and speech act studies conducted in other languages before (e.g., Felix-Brasdefer, 2005; Marti, 2006; Zhang et al., 2007; Jalilifar, 2009). Even though, the frequency of use of this strategy

identified in this study is rather low, it does serve to be one of the significant contributions to the field, instantiating a culture-specific request realization strategy. The *Challenging Ability* strategy, however, registered the highest frequency in R8 (Type Letter), a total of 6.5 percent of the strategies. The most contributive context-internal and context-external variables to the *Challenging Ability* strategy are consequently where the interlocutors know one another well, and the imposition of the request is low; moreover, the speaker's dominance over the hearer is a further contribution, while there is no indication of bullying, as in the following example.

(29) *taipe in nameha 5 daghighah bishtar nist, mituni anjaam-bedi?*

Type these letters 5 minutes more not, able to do?

(Typing these letters does not take more than 5 minutes, **Are you able to do it?**)

Finally, the strategy Obligation Statement was identified in no situation except for R7 (Cancel Holiday) where it is used the least (1.6%). In R7 (Cancel Holiday), the speaker dominates the hearer and the imposition of the request is evaluated as high; however, there is no social distance between them. There is only one instance of the strategy Obligation Statement in R7 (Cancel Holiday); labeling this strategy the fewest used strategy. The infrequent use of this strategy reveals that Persian male participants of this study preferred not to perform a request through Obligation Statement strategy. This may be due to the compulsory sense that can be reflected through the realization of Obligation Statement strategy. In Persian culture, the realization of a request through the strategy Obligation Statement can minimize the probability to get the addressee's consent to fulfill the request.

4.5.2 Internal Modifications

Based on the data analysis framework, and as illustrated in Figure 4.14, Politeness Marker, Downtoner, Diminutive, Appealer, and Cajoler were applied by the participants of the study as internal modifications.

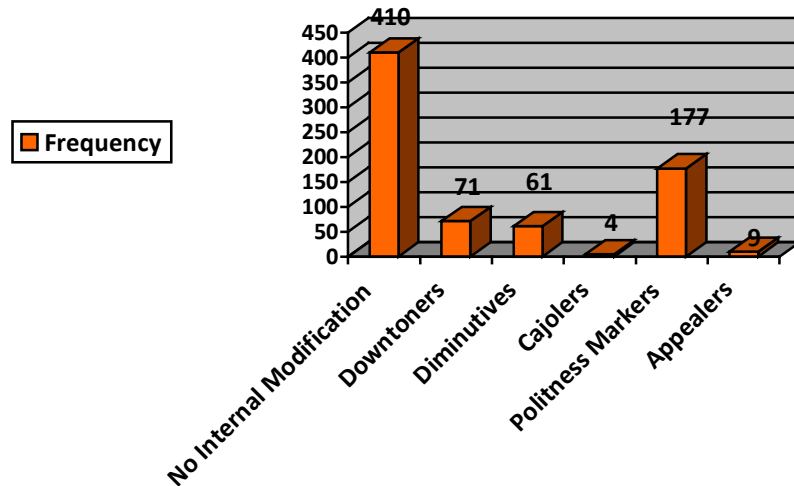


Figure 4.14 Total Frequencies of Requests Internal Modifications

Figure 4.14 indicates that from among all request head acts modified internally by the participants, 54.96 percent were modified internally through Politeness Markers followed by Downtoners (22.04%) and Diminutive (18.94%). Appealer (2.79%) and Cajolers (1.24%) were registered as the least frequent internal modifications.

The percentage varieties of internal modification across the situations can be seen in Table 4.25. The frequencies and percentages that are marked in bold indicate the most frequent strategy in a situation while those highlighted in gray indicate the highest frequency of a given strategy across all situations.

Table 4.25 Frequency and Percentages of Internal Modifications across Situations

Strategy Situation	No Mod	Down	Dimi	Caj	Polit	Appe	Total Mod
R1	30 49.2%	9 14.8%	5 8.2%	0 0%	17 27.9%	0 0%	31
R2	31 50.8%	8 13.1%	3 4.9%	0 0%	19 31.1%	0 0%	30
R3	15 24.6%	4 6.6%	10 16.4%	0 0%	30 49.2%	2 3.3%	46
R4	48 78.6%	1 1.6%	4 6.6%	0 0%	7 11.5%	1 1.6%	13
R5	40 65.6%	6 9.8%	2 3.3%	0 0%	12 19.7%	1 1.6%	21
R6	39 63.9%	8 13.1%	5 8.2%	0 0%	9 14.8%	0 0%	22
R7	40 65.6%	5 8.2%	1 1.6%	2 3.3%	11 18%	2 3.3%	21
R8	29 47.5%	3 4.9%	2 3.3%	0 0%	25 41%	2 3.3%	32
R9	39 63.9%	11 18%	5 8.2%	1 1.6%	5 8.2%	0 0%	22
R10	33 54.1%	3 4.9%	0 0%	0 0%	25 41%	0 0%	28
R11	38 62.3%	11 18%	2 3.3%	0 0%	10 16.4%	0 0%	23
R12	28 45.9%	2 3.3%	22 36.1%	1 1.6%	7 11.5%	1 1.6%	33

No Mod: No Internal Modification; Down: Downtoner; Dimi: Diminutive;
Caj: Cajoler; Polit: Politeness Marker; Appe: Appealer;
Total Mod: Total Frequency of internal modification across situations

According to Table 4.25, R3 (Mind Telephone) registered the highest number of Politeness Marker as an internal modification. In R3 (Mind Telephone), the speaker is an experienced secretary of a company who asks his new colleague to answer the telephone while he leaves for a minutes to attend to another urgent matter. The requester in R3 (Mind Telephone) dominates the hearer (S>H) and they do not know one another well (+SD); the imposition of the request on the hearer is evaluated as low. The use of Politeness Marker has been instantiated in the following example.

(30) *man 10 dagighe birun kaar-daaram. Lotfan age kasi*
I 10 minute out busy. Please if someone
zang-zad yaadaasht konid.
call take a note

(I am busy for 10 minutes outside. Please take a note if someone calls.)

Politeness Marker, as the most frequent internal modification among the other internal modifications, is also the most frequent internal modification in R10 (Change Seat), R8 (Type Letter), R2 (Time Off), R1 (Borrow Book), R5 (Ask for Lift), R7 (Cancel Holiday), R6 (Borrow Car) and R4 (Ask for Direction) respectively. The use of Politeness Marker across situations with different varieties of social power, social distance and degree of imposition reflects the idea that this strategy is employed regardless of the social and power relation between the interlocutors; and the degree of the request imposition does not play a significant role when Politeness Markers are the choice for the modification of the request internally.

The second most frequent internal modification, namely Downtoner, make up 18% of the internal modifications in R9 (Borrow House) as ‘*Age emkaan-daare...*’ (If possible...) depicted in example (31), and also 18% in R11 (Ask for Loan). Although the social power and social distance between the interlocutors in R9 (Borrow House) and R11 (Ask for Loan) are not similar, the imposition of the request in the situations is high as a common variable.

(31) *Age emkaan-daare, baraye yek hafte kelid villa ru*
 If possible, for a week key villa

be man emaanat-bedin.
 to me lend.

(If possible, lend me the key of villa for a week.)

Diminutives, as instantiated in example (32), register the highest frequency of occurrence in R12 (Borrow Computer), constituting 36.1% of the total number of request strategies realized in this situation. The speaker in R12 (Borrow Computer) dominates the hearer, they do not know one another well and the imposition of the request is high.

(32) *ba laptop jadidet chetori. Mitunam chand-lahzeh*
with laptop new how. Can a few moment

az laptopet estefaade-konam?
from laptop use.

(How is it with your new laptop? Can I use your laptop for a few moments?)

Appealers modified evenly 3.3% of the request internally in R3 (Mind Telephone), R7 (Cancel Holiday), and R8 (Type Letter), registering the highest percentage for this sort of modification in these situations. The social distance and imposition of the request in R3 (Mind Telephone), R7 (Cancel Holiday), and R8 (Type Letter) are not similar; however, the speaker dominates the hearer in the situations, labeling social power as the common context-external variable across R3 (Mind Telephone), R7 (Cancel Holiday), and R8 (Type Letter). As such, the participants of the study choose the domination of speaker on the hearer as the best situation for modification of a request internally through Appealer strategy. An instance of Appealer strategy in R7 (Cancel Holiday) has been provided in example (33).

(33) *safaretu kansel-mikoni ta tu projeh be maa komak-koni.*
Trip cancel to in project to us help

sherkat baraat badan ye hotel baraa ta?tilat reserv-mikone,
Company you later on af hotel for vacation reserve,

bashe?
ok?

(Will you cancel your trip to help us with the project? The company will reserve a hotel for you in the vacation, Ok?)

Finally, Cajolers make up 3.3% of the internal modifications in R7 (Cancel Holiday), registering the highest percentage for this type of modification across all situations. Cajolers have also been also used in R9 (Borrow House) and R12 (Borrow

Computer). The common variable among R7 (Cancel Holiday), R9 (Borrow House), and R12 (Borrow Computer) is the high imposition of the request realized. It follows that the high imposition of a request can provide the condition for a request to be modified internally through the Cajoler strategy. Example (34) shows an instance of the strategy Cajoler.

(34) ... *miduni*, *mixastam labtopet ru ye emtehani-bokonam.*
 You know, like laptop a try
 (You know, I'd like to give your laptop a try.)

4.5.3 External Modifications

The analysis of the data revealed that the external modifications in the data collected from among Persian male speakers are Grounder, Imposition Minimizer, Goal Achievement, Preparator, Pre-Commitment, Promise of Reward, and Disarmer. The frequencies of the external modifications are reported in Figure 4.15.

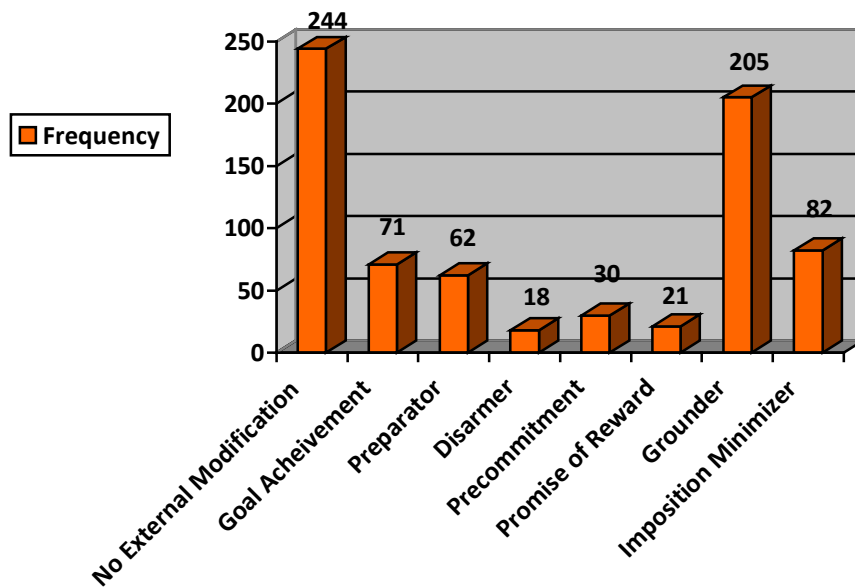


Figure 4.15 Total Frequencies of Requests External Modifications

Figure 4.15 reveals that from among all request head acts modified externally, a total of 205 (41.9%) of the requests were modified through Grounder strategy which is the most frequent external modifier. A total of 82 Imposition Minimizer external modifiers (16.7%) were identified; they seem to be the second most frequent external modifiers. This is followed by Goal Achievement which accounts for 71 (14.5%) of requests, Preparators for 62 (12.67%), Precommitments for 30 (6.1%), Promise of Reward for 21 (4.2%), and Disarmers for 18 (3.6%) request strategies identified in the data respectively.

The frequency of request external modifications varies across the situations as can be seen in Table 4.26.

Table 4.26 Frequency and Percentages of External Modifications across Situations

Situation	ND	GA	PRE	DIS	PRE-COM	POR	GR	IM	Total Mod
R1	8 13.1%	3 4.9%	12 19.7%	6 9.8%	0 0%	0 0%	25 41%	7 11.5%	53
R2	12 19.7%	4 6.6%	4 6.6%	0 0%	4 6.6%	2 3.3%	26 42.6%	9 14.8%	49
R3	22 36.1%	5 8.20%	5 8.20%	0 0%	3 4.9%	3 4.9%	14 23%	9 14.8%	39
R4	34 55.7%	3 4.9%	3 4.9%	0 0%	2 3.3%	0 0%	16 26.2%	3 4.9%	27
R5	14 23%	3 4.9%	11 18%	0 0%	2 3.3%	3 4.9%	18 29.5%	9 14.8%	47
R6	12 19.7%	11 18%	4 6.6%	2 3.3%	1 1.6%	1 1.6%	25 41%	5 8.2%	49
R7	16 26.2%	6 9.8%	2 3.3%	1 1.6%	3 4.9%	3 4.9%	27 44.3%	3 4.9%	45
R8	29 47.5%	5 8.20%	2 3.3%	0 0%	6 9.8%	4 6.6%	6 9.8%	9 14.8%	32
R9	17 27.9%	2 3.3%	7 11.5%	4 6.6%	2 3.3%	3 4.9%	11 18%	15 24.6%	44
R10	20 32.70%	22 36.1%	2 3.3%	1 1.6%	4 6.6%	0 0%	6 9.8%	6 9.8%	41
R11	17 27.9%	2 3.3%	8 13.1%	1 1.6%	2 3.3%	2 3.3%	29 47.5%	0 0%	44
R12	43 70.5%	3 4.9%	2 3.3%	3 4.9%	1 1.6%	0 0%	2 3.3%	7 11.5%	18

ND: No External Modification; GA: Goal Achievement; PRE: Preparator; DIS: Disarmer; PRE-COM: Pre-Commitment; POR: Promise of Reward; GR: Grounder; IM: Imposition Minimizer; Total Mod: Total frequency of External Modifications in Situation

The frequencies and percentages marked in bold indicate the most frequent strategy in a situation while those highlighted in gray indicate the highest frequency of a given strategy across all situations.

According to Table 4.26, the highest frequency of external modification across situations is reported for R1 (Borrow Book), where the speaker is going to borrow his professor's book. The speaker in R1 (Borrow Book) is socially dominated by the hearer ($S < H$) and they do not know one another well (+SD); moreover, the imposition of the request on the hearer is high. The participants in this situation chose the strategy **Grounder** most frequently to modify the requests externally, as illustrated earlier in Figure 4.15. **Grounder** is also the most frequent external modification in R11 (Ask for Loan), R7 (Cancel Holiday), R2 (Time Off), R6 (Borrow Car), R5 (Ask for Lift), R4 (Ask for Direction) and R3 (Mind Telephone) respectively, registering the highest frequency in R11 (Ask for Loan).

The speakers in R2 (Time Off), R1 (Borrow Book), and R6 (Borrow Car) are dominated by the hearer ($S < H$) as in R11 (Ask for Loan); however, it is the hearers who are dominated by the speakers in R7 (Cancel Holiday) and R3 (Mind Telephone) ($S > H$). The status of social dominance in R5 (Ask for Lift), and R4 (Ask for Direction) is equal ($S = H$).

Except for R1 (Borrow Book), R5 (Ask for Lift), and R3 (Mind Telephone) in which the speakers and hearers do not know one another (+SD) as in R11 (Ask for Loan), in R2 (Time Off), R7 (Cancel Holiday), R6 (Borrow Car) and R4 (Ask for Direction) there is no social distance (-SD) between the interlocutors. As R11 (Ask for Loan), the imposition of the request is high in R7 (Cancel Holiday), R6 (Borrow Car) and R5

(Ask for Lift). The imposition of the request on the hearer in R2 (Time Off), R1 (Borrow Book), R4 (Ask for Direction) and R3 (Mind Telephone) is, however, low.

The variety of power and distance as context-external variables and the status of request imposition as context-internal variable in situations where Grounder was employed most frequently to modify the requests externally, shows that the Grounder strategy was used by the Persian male participants of the research regardless of the status of power and social relation between the interlocutors; moreover, the imposition of request did not affect Persian male speakers' choice as far as Grounder external modifications were concerned. Example (35) shows the strategy Grounder as an external medication.

(35) ... *haghighatan polam tamu- shode va nemituna ghobozm ru*
honestly money run out and cannot bills

bepardazam. Mishe ye kami pool be man gharz-bedin
settle. Could a little money me lend

(... honestly **I've run out of money and cannot settle my bills.** Could you lend me a little money?)

In R10 (Change Seat), the highest external modification frequency belongs to the strategy Goal Achievement which has been in example (30). The speaker and the hearer are strangers, that is to say the social dominance status is equal (S=H) and there is social distance between them (+SD); and the imposition of the request in R10 (Change Seat) is low. In other words, when a request bears low imposition on the hearer and the interlocutors who are equal in terms of social power (S=H), do not know one another well (+SD), the first choice to modify a request is Goal Achievement among the Persian male speakers of this study, as in example (36).

(36) *Lotfan beshinid un taraf taa ma baa-ham benshinim.*

Please sit other side for us together sit

(Please sit on the other side **for us to sit together.**)

R9 (Borrow House) registers the highest percentage of Imposition Minimizer which records 24.6 percent of the external modifications performed in this situation. In R9 (Borrow House), the speaker and the hearer have equal status in terms of social dominance (S=H) and there is no social distance between them (-SD). However, the request performed by the speaker bears high imposition on the hearer. With regard to the lack of social distance and social power in R9 (Borrow House), it seems that the high imposition of the request provides the most suitable situation to modify a request externally through Imposition Minimizer, as depicted in the following example.

(37) *Moshkeli nist age man chand ruz to villatun bemonam.*

Problem no if i a few day in vill stay

(Is it ok if I stay in your villa for a few days?)

The external modifications Preparator and Disarmer, as respectively instantiated in examples (38) and (39), register the highest frequency in R1 (Borrow Book) making up respectively 19.7 and 9.8 percent of the modifications performed externally to requests realized in this situation.

(38) *Ostaad man bayd ketabe X ru bexunam. Mitunam*

Professor i have to book X read. Can

ketaabu az shoma gharz-begiram?

book from you borrow?

(Professor I have to read book X. Could i borrow the book from you?)

The context-internal and context-external variables statuses in R1 (Borrow Book) label it the best situation for the realization of Preparator and Disarmer as external modifications. Disarmer strategy has no instance realized in R2 (Time Off), R3 (Mind Telephone), R4 (Ask for Direction), R5 (Ask for Lift), and R8 (Type Letters).

(39) *Ostaad man kasi dige ru nemishnaasam ke ketaab ru*

Professor i anybody else no know who book

daashte-baashe. On ru baraa chand-ruz be man gharz-midin.

have. That for a few days to me lend.

(Professor **I know nobody who has the book.** Will you lend me that book for a few days?)

The relatively low percentages of Disarmer in R9 (Borrow House) registering 6.6 percent, R12 (Borrow Computer) constituting 4.9 percent, R6 (Borrow Car) making up 3.3 percent, and registering 1.6 percent respectively in R7 (Cancel Holiday), R10 (Change Seat), and R11 (Ask for Loan), indicate infrequent use of this strategy by the participants of the study.

Precommitment, as in example (40), and Promise of Reward, as in example (41), are employed as external modifications in the highest percentages in R8 (Type Letters), registering 9.8 and 6.6 percent each strategy respectively. It is observed that, the domination of the speaker on the hearer, and the familiarity between the interlocutors, in addition to low imposition of the request in R8 (Type Letters), labels it as the best situation for the modification of requests externally through Promise of Reward strategy after other strategies such as Need Statement, Imposition Minimizer, and Grounder.

(40) *Ye kaari baraa man mikoni? Mixaastam*

A something for me do? Like

in naamehaa ru sari? Type-koni

these letters fast type.

(**Will you do something for me?** I'd like you to type these letters quickly.)

(41) Mituni in naamehaa ru sari? baraa man taip-koni.
Can these letters fast for me type.

in lotfet ru haslan faraamush nemikoan
this favor at all forget not.

(Can you type these letters fastfor me? **I won't forget this favor at all.**)

4.6 Summary

The analysis of request speech acts elicited from among Persian male speakers through the administration of DCT and Role-Play resulted in identification and classification of various strategies used to realize a request. It resulted in identification and classification of modification strategies employed by the participants of the study as well. The results and discussions could shed light on the relation between request strategies and context-internal and context-external variables as well. The findings also elaborated on the relation between context-internal and context-external variables and modification of request both internally and externally.

The findings and discussions presented in this section bring an end to chapter 4. The next chapter provides the analysis of apology speech acts realized by Persian male speaker, which is the other question of investigation in this study. As such, the discussion of apology speech acts realizations and apology speech acts intensifications with regard to context-internal and context-external variables will be presented in Chapter 5.