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**A STUDY OF LINGUISTIC FEATURES OF
NEGOTIATION CONVERSATIONS
IN ENGLISH AND VIETNAMESE**

Field Study : The English Language

Code : 60.22.15

**M.A. THESIS IN THE ENGLISH LANGUAGE
(SUMMARY)**

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CHAPTER 1 INTRODUCTION

1.1. RATIONALE

In the age of global integration, it is important to communicate effectively. In the process of communication, negotiation has been one of the most popular kinds of language interaction, especially when economic and political life is becoming more equal and democratic. Negotiations and talks became the basic means to help a speaker achieve what he or she wants the hearer to do. Look at the following conversations at the following conversation.

(1.1)

A: Hello. 84932.

B: Hi Jenny. It's Sylvia.

A: Oh, hi Sylvia. How are you?

B: Fine, thanks. *Listen. Can you play tennis at the weekend? Jen?*

A: *Well, I can't play on Saturday. I have to go to London. But Sunday's Ok for me. What about Sunday evening at about 6.00?*

B: *No. Six is no good for me. Can we make it 7.30?*

A: Yes, that's OK. Seven thirty's all right for me.

Anyway, how are things..... [94, p.122]

In this conversation, speaker A wants to negotiate with hearer on B how to spend the weekend time.

It can be said that human life is a series of negotiations and whether in politics, business or family life, most decisions are made through bargaining and negotiations. However, to be successful in a negotiation is not easy. The negotiator needs good negotiating strategies and knowledge of how to organize a negotiation beside good capacity of language communication.

A negotiation is not a single utterance but a more complicated conversation! Therefore a Study of Linguistic Features of Negotiation Conversations (NCs) in English and Vietnamese is hoped to provide some insights highlighting the way to organize a negotiation. At the same time, the similarities and differences between NCs in English and Vietnamese in terms of syntactic and functional features are also revealed through the study.

1.2. AIMS AND OBJECTIVES

1.2.1. Aims

The research aims to investigate the syntactic and pragmatic features in NCs in English and Vietnamese. In addition, the similarities and differences in NCs in English and Vietnamese in terms of the aspects mentioned are detected.

1.2.2. Objectives

The objectives of this research are

- To study the syntactic and pragmatic features of NCs in English and Vietnamese.
- To find out and justify the similarities and differences between NCs in English and Vietnamese in terms of syntax and pragmatics.
- To suggest some implications for teachers and learners of English.

1.3. SCOPE OF THE STUDY

This research focuses on investigating the syntactic and pragmatic features in NCs in English and Vietnamese. Because the syntactic features of the negotiation are very complicated and varied and the limitation of time and the ability of the researcher the paper just analyses the *negotiation patr* in NCs. The thesis does not examine the Paralinguistic and extra-linguistic factors in NCs either.

1.4. RESEARCH QUESTIONS

The study tries to answer the following questions:

- What are the syntactic features of NCs in English and Vietnamese?
- What are the pragmatic features of NCs in English and Vietnamese?
- What are the similarities and differences in the syntactic and pragmatic features of NCs in English and Vietnamese?

1.5. THE SIGNIFICANCE OF THE STUDY

With the aim to make a study on the syntactic and functional features of NCs in English and Vietnamese, the study will be able to provide useful knowledge to enable better use of NCs in cross – cultural communication in English and Vietnamese. The findings of the study can be the potential source for the teaching and learning of speech acts in general and NCs in English and Vietnamese in particular as foreign languages.

1.6. ORGANIZATION OF THE STUDY

The study is organized into five chapters: Chapter 1 is Introduction; Chapter 2 is Literature Review and Theoretical Background; Chapter 3 is Methodology and Procedure; Chapter 4 is Findings and Discussions; Chapter 5 is Conclusions.

CHAPTER 2

LITERATURE REVIEW

AND THEORETICAL BACKGROUND

2.1. REVIEW OF PRIOR RESEARCHES RELATED TO THE STUDY

In English, speech acts have been studied deeply and established firmly in pragmatics. They have primarily been treated

from a philosophical perspective such as Austin [22, p.51] and Searle [47, p.108] Philosophers have introduced the idea into linguistics that we perform actions when we speak. In fact it is more appropriate to say that they re-introduced it as this thought is by no means new and can in principle be traced back to the scholars of Ancient Greece. Yule in Pragmatics [52], show pragmatics study “.... How more gets communication than said” and he presents such concepts as face wants (positive want – negative want) in interaction, politeness (positive politeness- negative politeness), strategies in communication, conversation (conversation analysis and conversation styles). These are very important for this study

In Vietnamese, a lot of linguists have paid their attention to pragmatics such as Đỗ Hữu Châu (1993) in “Đại Cương Ngôn Ngữ Học” [4], have created a new approach to pragmatics for Vietnamese linguists.

Nguyễn thiện Giáp (2000) in “*Dụng học Việt ngữ*” [11] mention to pragmatics such as Context and meaning, Conversation Theory, Politeness, Cooperative principle and Conversational implicature and so on.

However, negotiation, one of the speech acts, under acknowledgments, has not been taken into consideration in those studies. To satisfy the curiosity of those who want to be successful in communicating, the thesis should be done in this paper..

2.2. THEORETICAL BACKGROUND

2.2.1. Syntactic Features

2.2.2. Speech act theory

2.2.3. Mood

2.2.4. Conversational Theory

2.2.4.1. Conversational Structure

a. Turn and Turn-Taking

b. Adjacency pair

2.2.4.2. Conversational Principle

a -Cooperative Principles

b- Implication

2.2.5. Politeness Theory

2.2.5.1. The notion of face

2.2.5.2. Face Threatening Act (FTA)

2.2.5.3. Negative and Positive Politeness .

2.2.5.4. Politeness Strategies

2.2.6. Negotiation conversation.

Some definitions of negotiation: “*Negotiation is a dialogue intended to resolve disputes, to produce an agreement upon courses of actions, to bargain for individual or collective advantage, or to craft out comes to satisfy various interests. It is the primary method of alternative dispute resolution*”

[http:// en.wikipedia.org/./](http://en.wikipedia.org/)

It is a process by which the involved parties or group resolve matters of dispute by holding discussions and coming to an agreement which can be mutually agreed by them. It also refers to coming to closing a business deal or bargaining on some product.

[.http://www.legal-explanations.com/definitions/negotiation.htm](http://www.legal-explanations.com/definitions/negotiation.htm)

According to Dwyer [37, p116] “*Negotiation is a process in which two or more parties try to resolve differences, solve problems and reach agreement. Good negotiation meets as many interests as possible with an agreement that is durable*” ..

2.2.6.1 Stages of Negotiation

The formal negotiation process is divided into three stages:

Pre- negotiation, Negotiation and Post-negotiation.

2.2.6.2 Distinguish several negotiation strategies

Each negotiation has a specific purpose to reach agreement and it does not always achieve this aim, consider the differences between the following four strategies.

a. Win-win strategies

b. Win-lose strategies or lose-win strategies

c. Lose-lose strategies

CHAPTER 3

METHODS AND PROCEDURES

3.1 RESEARCH DESIGN

This research aims to finding out the similarities and differences in the syntactic and pragmatic features of 576 Ns in English and 366 Ns in Vietnamese. A descriptive method is used to describe the NCs in the two languages.

The quantitative and qualitative methods are resorted to analysing the data collected. Then a contrastive analysis is conducted to find out the similarities and differences between English and Vietnamese Ns in terms of the aspects mentioned in the aims and objectives.

3.2. DATA COLLECTION

The data will be mainly collected from 180 samples NCs in English and 172 samples NCs in Vietnamese from short stories, novels, books.

3.3. DATA ANALYSIS

The samples collected were qualitatively described in terms of syntactic and pragmatic features according to modern linguistic points of view in English and Vietnamese.

The data are grouped into categories depending on their structures, the types of function that NCs performing so that we can draw out the similarities and differences in English and Vietnamese for the discussion section.

The frequency of structures used for NCs was totalized basing on the quantitative analysis.

The syntactic and pragmatic features of NCs were then summarized in some tables. The contrastive method was applied to analyzing the similarities and differences in the syntactic and pragmatic features of NCs in the two languages.

3.4. PROCEDURES

-Collecting the data in negotiation from different sources in Vietnamese and English.

- Finding out the syntactic category and functions of negotiation they belong and perform then put them into distinctive groups.

- Analyzing and discussing the results. Comparing the similarities and differences of the issues in both languages.

-Suggesting some implications for teaching and learning language for avoidance of culture shock in negotiations

3.5. VALIDITY AND RELIABILITY

CHAPTER 4

FINDINGS AND DISCUSSIONS

4.1 THE SYNTACTIC REPRESENTATION OF NCS IN ENGLISH AND VIETNAM

4.1.1. The syntactic representation of NCs in English

4.1.1.1. Declaratives in NCs

a. Affirmative statements

(4.1)

The Skookum Bench : Gad, sir! Gad, sir!**I'll give you a thousand for him, sir, a thousand, sir—twelve hundred, sir.**

Thornton : No, sir. You can go to hell, sir. It's the best I can do for you, Sir [90]

b. Negative Statements

(4.3)

Mammy : Yas'm. Ah's stood fer all dat but Ah ain' gwine stander dis, **Miss Scarlett. You kain mahy wid trash. Not w'ile Ah got breaf in mah body.**

Scarlett : I shall marry whom I please

c. Conditional sentences:

(4.4)

Atticus : **If you'll concede the necessity of going to school, we'll go on reading every night just as we always have. Is it a bargain?**

Scout : Yes sir!

Atticus : We'll consider it sealed without the usual formality, by the way, Scout, you'd better not say anything at school about our agreement.

Scout: Why not? [86]

d. Comparison

(4.6)

The Don : **Well, then I can't talk to you about how you should behave. Don't you want to finish school, don't you want to be a lawyer? Lawyers can steal more money with a briefcase than a thousand men with guns and masks.**

Sonny : **I want to enter the family business. I can learn**

how to sell olive oil.

The Don : Every man has one destiny, Come in tomorrow morning at nine o'clock. Genco will show you what to do.

[88]

4.1.1.2. Interrogative in NCs*a. Yes/No questions*

(4.7)

Charlie : Are you going all by yourself?

Bella : Yes

Charlie : Seattle is a big city — you could get lost

Bella : Dad, Phoenix is five times the size of Seattle — and I can read a map, don't worry about it.

Charlie : **Do you want me to come with you?**

Bella : **That's all right, Dad, I'll probably just be in dressingrooms all day very boring.**

Charlie: Oh, okay.

Bella : Thanks.

[92]

b. Information questions

(4.11)

Rhett : So you want to borrow some money. Well, since you're so Businesslike, I'll be businesslike too.
What collateral will you give me?

Scarlet : What what?

Rhett : Collateral. Security on my investment. Of course, I don't want to lose all that money.

Scarlet : **My earrings.**

Rhett : I'm not interested in earrings.

Scarlet : **I'll give you a mortgage on Tara.**

Rhett : **Now just what would I do with a farm?**

Scarlet : **And you wouldn't lose. I'd pay you back out of next year's Cotton, Well, you could—you could—it's a good plantation.** [89]

c. Indirect questions

(4.16)

Bella : Can you do me a favor?

Edward : That depends on what you want.

Bella : It's not much, **I just wondered... if you could warn me beforehand the next time you decide to ignore me for my own good. Just so I'm prepared**

Edward : That sounds fair

Bella : Thanks. [92]

d. Declarative questions

(4.18)

Scout : **You gonna give me a chance to tell you?** I don't mean to sass you, I'm just tryin' to tell you.

Uncle Jack: Proceed.

Scout : Well, in the first place you never stopped to gimme a chance to Tell you my side of it—you just lit right into me. When Jem an' I fuss Atticus doesn't ever just listen to Jem's side of it, he hears mine too, an' in the second place you told me never to use words like that except in ex-extreme provocation, and Francis provoked me enough to knock his block off- [86]

e. Tag questions:

(4.20)

Scarlett : **Oh, Ashley, don't blame yourself! How could it be Your fault ? You will come to Atlanta and help me, won't you?**

Ashley : No. [89]

f. Alternative-Questions

(4.21)

Mercedes: **Oh, Hal, you mustn't, The poor dears! Now you must promise you won't be harsh with them for the rest of the trip, or I won't go a step.**

Hal : Precious lot you know about dogs and I wish you'd leave me alone. They're lazy, I tell you, and you've got to whip them to get anything out of them. That's their way [90]

g. Elliptical questions

(4.22)

Perrault : Sacredam! Dat one dam bully dog! **Eh? How moch?**

The man : Three hundred, and a present at that. And seem' it's government money, you ain't got no kick coming, eh, Perrault?" [90]

4.1.1.3. Imperative in NCs

(4.23)

Scout : **Uncle Jack, please promise me somethin, please sir. Promise you won't tell Atticus about this.**

He—he asked me one time not to let anything I heard about him make me mad, an' I'd rather him think we were fightin' about somethin' else instead. **Please promise...**

Uncle Jack : But I don't like Francis getting away with something like that. [85]

(4.26)

India : **Doctor, Let me see her for a moment.** I've been here since this morning, waiting, but she. Let me see her for a moment. I want to tell her—must tell her—that I was wrong about—something.

Doctor : I'll see, Miss India, **But only if you'll give me your word not to use up her strength telling her you were wrong.** She knows you were wrong and it will only worry her to hear you apologize. [89]

4.1.2. The syntactic representation of NCs in Vietnamese

4.1.2.1. Declaratives in NCs

a. Affirmative statements

(4.29)

Thông Xạ : Thôi , không phải dài dòng văn tự. Nhà đã ở ba tháng rồi, mà mới trả được một, con sáu đồng bạc có định trả hay không cứ việc nói phất ra.

Ông Lão : **Ông rộng lượng cho đến sáng mai là chu tất, chúng tôi quyết định không dám sai hẹn với ông nữa.** [68, p.76]

b. Negative statements

(4.32)

Mạch : **Cố dẫn thêm hai mươi tấn nữa cho nó tròn sáu trăm.** Bọn mình sẽ tạo mọi điều kiện hỗ trợ....

Cơ : **Hai mươi tấn nữa đối với Thanh Bình không phải là chuyện Khó Nhưng cũng cần phải nhờ đến sự hỗ trợ của huyện.** [78, p.13]

c. *Conditional sentences*

(4.33)

Người Tây : Ông thử nghĩ kỹ xem? Một cái độc quyền nước mắm ở Bắc Kỳ và ở Trung Kỳ thì phải là một việc lợi lắm chứ?

Nghị Hách : Phải, phải.

Người Tây : **Vậy thì năm trăm cổ phần để dành cho ông đó, nếu ông giúp tôi được việc.**

[68, p.359]

d. *Comparative*

(4.36)

Thầy số : Hai hào! Hai hào một lá, có bằng lòng thì.....

Xuân : **Một hào đấy! Bối rã còn hơn ngồi không.**

Thầy số : Ừ thì đặt tiền đi vậy..... [69, p.252]

4.1.2.2. *Imperative in NCS*

(4.37)

Mịch : Giời ơi! Con lạy ông, **ông buông con ra!**

Nghị Hách : Con im, không được cưỡng.....

Mịch : Giời ơi ,con lạy ông! **Ông đừng làm hại một đời tôi!**

Nghị Hách : **Im ngay, quan sẽ cho nhiều tiền...**

Mịch : **Bỏ ra !ái!**

Nghị Hách : **Im cho ngoan nào...** [68, p.173]

4.1.2.3. *Interrogative in NCS*

(4.41)

Người Tây : **Vậy ông có bằng lòng ra tranh cử nữa không?**

Nghị Hách : Đã thế thì tôi phải ra nữa.

Người Tây : Với cái chức nghị trưởng, còn làm được nhiều việc lợi khác.

Nghị Hách : Có lẽ lắm.

Người Tây : Vậy hứa đi. Ta nên lấy danh dự mà thế với nhau đi. (p.361) [68, p.361]

b. *Information Questions*

[308]

(4.43)

Lý trưởng : **Mày định cấy trả nhà tao bao nhiêu?**

Chị Dậu : Con xin cấy hầu ông một mẫu.

Lý trưởng : **Đồng bạc một mẫu thế ra một hào một sào kia à?**

Không được, phải một mẫu ruồi.

Chị Dậu : Ông dạy thế nào con cũng xin vâng. [74]

c. *Declarative Questions*

(4.45)

Nghị Hách : **Còn tiền tranh cử thì tôi phải bỏ ra?**

Người Tây : Phải, ta nên giao hẹn với nhau đích xác như thế [68, p. 25]

d. *Tag questions*

(4.47)

Tú Anh : Thưa ông , ông là cha tôi, điều đó lúc nào tôi cũng nhớ lắm. Tôi chịu ơn ông đã nhiều lắm, nhưng mà ông đã làm nhiều điều bỉ ổi lắm. Ông để ra tôi thì ông có quyền cho tôi sống hoặc bắt tôi chết...Thưa ông , xin ông cho tôi chết. Ông giết tôi đi.

Nghị Hách : **Ô hay ! Sao mà dờ hơi thế? Thì tao mua con bé làm hầu là cùng chứ gì?**

[68, p.41]

e. Alternative-Questions

Ông Huyện : Bọn lý dịch! Chúng mày đi kiện lão như thế tức là phạm tội vu cáo, vậy chúng mày có muốn ngồi tù không? Chúng mày để trong làng có truyền đơn, cờ đỏ, tao đây chưa cắt cổ chúng mày đó mà. À ra cái dân này bướng bỉnh nhỉ ? **Chúng mày muốn rút đơn ra hay chúng mày muốn ngồi tù nào?** Ông đã thương hại ông bảo thật ch mà còn cứng cổ!

Nào thế lão đồ kia muốn xin bồi thường mấy trăm bạc thì để ông phê vào đây rồi đưa mẹ nó lên tỉnh cho chúng mày khôn khổ cả đi nào

Lý dịch : Bẩm quan lớn, chúng con xin rút đơn kiện vậy [68, p.119]

4.2 THE PRAGMATIC REPRESENTATION OF NCS IN ENGLISH AND VIETNAMESE

4.2.1. The pragmatic features of NCs English.

4.2.1.1 Surveying

(4.52)

Rhett :... Well, let's get back to business. **How much and what for?**

Scarlett : I don't know quite how much I'll need, But I want to buy a sawmill—and I think I can get it cheap. And I'll need two wagons and two mules. I want good mules, too. And a horse and buggy for my own use.

Rhett : A sawmill?

Scarlett : Yes, and if you'll lend me the money, I'll give you a half-interest in it.

Rhett : **Whatever would I do with a sawmill?**

Scarlett : Make money! We can make loads of money Or I'll pay you interest on the loan—let's see, what is good interest?" "Fifty percent is considered very fine. [89]

4.2.1.2 Explaining

(4.54)

Don Corleone: Then why do you come to me? How have I deserved your generosity?

Sollozzo : **I need two million dollars cash, Equally important, I need a man who has powerful friends in the important places.** Some of my couriers will be caught over the years. That is inevitable. They will all have clean records, that I promise. So it will be logical for judges to give light sentences. **I need a friend who can guarantee that when my people get in trouble they won't spend more than a year or two in jail. Then they won't talk. But if they get ten and twenty years, who knows? In this world there are many weak individuals. They may talk, they may jeopardize more important people. Legal protection is a must.** I hear, Don Corleone, that you have as many judges in your pocket as a bootblack has pieces of

[85]

4.2.1.3 Confirming

(4.56)

The Don : Well, then I can't talk to you about how you should behave. **Don't you want to finish school, don't you want to be a lawyer?** Lawyers can steal more money with a briefcase than a thousand men with guns and masks.

Sonny : I want to enter the family business, I can learn how to sell olive oil.

The Don : Every man has one destin, Come in tomorrow morning at nine o'clock. Genco will show you what to do. [85]

4.2.1.4 Advising

(4.58)

Edward : Will you do something for me this weekend?

Bella : (nodded helplessly).

Edward : **Don't be offended, but you seem to be one of those people Who just attract accidents like a magnet. So try not to fall into the ocean or get run over or anything, all right?**

Bella : I'll see what I can do. [92]

4.2.1.5 Warning and threatening

(4.59)

Beauty Smith : But I take the money under protest, The dog's a mint. I ain't a-goin' to be robbed. A man's got his rights.

Scott : Correct, a man's got his rights. But you're not a man. You're a beast.

Beauty Smith : Wait till I get back to Dawson, I'll have the law on You.

Scott : **If you open your mouth when you get back to Dawson, I'll have you run out of town Understand.** [85]

(4.60)

Link Deas : First thing you can do, Ewell, is get your stinkin carcass off my property. You're leanin' on it an' I can't afford fresh paint for it. **Second thing you can do is stay away from my cook or I'll have you up for assault**

Ewell : I ain't touched her, Link Deas, and ain't about to go with no nigger!

4.2.1.6 Compromise

(4.61)

Scout : Don't take it, Jem, this is somebody's hidin' place.

Jem : I don't think so, Scout.

Scout : Yes it is. Somebody like Walter Cunningham comes down here every recess and hides his things—and we come along and take 'em away from him. **Listen, let's leave it and wait a couple of days. If it ain't gone then, we'll take it, okay?**

Jem : Okay, you might be right. [85]

4.2.1.7 Persuading

(4.63)

India: **Doctor, Let me see her for a moment.** I've been here since this morning, waiting, but she— Let me see her for a moment I want to tell her—must tell her—that I was wrong about—something.

Doctor : I'll see, Miss India, **But only if you'll give me your word not to use up her strength telling her**

you were wrong. She knows you were wrong and it will only worry her to hear you apologize. [89]

4.2.1.8. *Bargaining*

(4.65)

The Skookum Bench king: Gad, sir! Gad, sir!**I'll give you a thousand for him, sir, a thousand, sir--twelve hundred, sir.**

Thornton : no, sir. You can go to hell, sir. It's the best I can do for you, sir. [90]

4.2.2. The pragmatic features of NCs in Vietnamese

4.2.2.1. *Surveying*

(4.67)

Cụ Bá : **Anh Chí ơi! Sao anh lại làm thế?**

Chí Phèo : Tao chỉ liều chết với bố con nhà mày đấy thôi
Nhưng tao mà chết thì có thằng sạt nghiệp, mà còn rữ tù chưa biết chừng.

Cụ Bá : Cái anh này nói mới hay! **Ai làm gì anh mà anh phải chết?** Đòi người chứ có phải con ngoé đâu? Lại say rồi phải không? [56, p.55]

4.2.2.2 *Explaining*

(4.70)Trương: Ở đây có một con gà mái tơ rất đẹp, tôi muốn mua về nhà nuôi.

Bà cụ : Thừa với ông Trương, gà thì quả là nhà cháu không nuôi; nhưng bây giờ mẹ goá, con cô, ông làm công làm việc, mẹ con tôi cũng mong được cái oai của ông che chở. Vậy gọi là có chai rượu biếu ông gọi là lễ mọn, mong rằng ông đừng chê ít...

Trương : **Ai nữ hạch tiền bà cụ. Tôi đến đây để xin gà mái chứ không xin tiền. Bà cụ thật thà quá nhỉ! Thôi,**

tôi nói toạc cho bà cụ hiểu: tôi là con gà sống đi tìm gà mái đây?

Bà cụ **Chẳng may cho tôi, và cũng chẳng may cho cháu, không có phúc. Con gà mái ông định bắt tôi đã nhận tiền bán cho người khác rồi.** [55, p.422]

4.2.2.3 *Confirming*

(4.71)

Bà trưởng phòng : **Thế nào, cậu xoá hộ tịch không?**

Phượng : Thế này, chị ạ.....

Bà trưởng phòng : Thôi tôi biết cả rồi.

Phượng : Chính ông giám đốc đã ký vào biên bản đồng ý bồi hoàn chị ạ. Chị để em lên gặp ông ấy.

Bà trưởng phòng: Không được. [64, p.268]

4.2.2.4 *Advising*

(4.74)

Thu : Con chẳng thuận đâu.

Ông Phan: Sao vậy?

Thu : Vì con không muốn lấy chồng.

Ông Phan : **Cháu chẳng nên thế.Ngày nay, mẹ cháu đã già rồi, mà cháu thì đã lớn tuổi.Cháu nên nghe lời mẹ đi.** [75, p.392]

4.2.2.5. *Warning and threatening*

(4.75)

Loan : Tôi vẫn biết nó là con bà... nhưng đây là nhà tôi, bà không có quyền đánh con bà ở nhà tôi.

Người đàn bà : Tôi dạy con tôi.

Loan : Bà về nhà mà dạy con bà.

Người đàn bà : **Tôi không muốn cho con tôi học cô.Nếu cô còn cứ để nó đi lại đây, thì tôi sẽ trình cảm cho cô biết.** [75, p.334]

4.2.2.6 *Compromise*

(4.76)

A : Kìa.....cụ đem xe đi đâu thế?
 B : Ông không biết người biết của, mua sao được mà mua.
 A : Ô hay, thì tôi đã nói gì đâu.....
 B : Xe thế này mà dám nói là xe tàng thì có đúng là không biết của không?
 A : Thì cũng phải nói thế chứ, chẳng lẽ tôi khen để cụ vác mặt lên làm cao à, **thôi thế này.... cụ cho một tiếng đúng giá, tôi trả tiền đắt xe đi ngay, không nhùng nhằng lòi qua tiếng lại nữa** [66]

4.2.1.7. *Persuading*

(4.78)

Hắn : **Bẩm ông, ông rủ lòng thương đến con!Ông thuê hàng trăm người nữa có vào đâu? Ông cho con mỗi tháng bao nhiêu cũng được. Con thất nghiệp quá một năm rồi. Nhà nghèo lắm. Ông không thương con thì con chết đói mất...**

Ông chủ : Anh không ra còn đứng làm gì đây? [55, p.161]

4.2.1.8 *Bargaining*

(4.80)

Chú Xiêng : **Mợ cứ cho một đồng**
 Người đàn bà : **Một đồng thì đắt quá**
 Chú Xiêng : **Chúng tôi gặt mấy nơi đều thế cả.**
 Người đàn bà : **Làm gì đến.**

Chú Xiêng : **Thế mợ cho bao nhiêu?**

Người đàn bà : **Tám hào.** [55, p.380]

4.3. SIMILARITIES AND DIFFERENCES OF SYNTACTIC REPRESENTATION AND PRAGMATIC PRESENTATION OF NCs IN ENGLISH AND VIETNAMESE

4.3.1. Similarities and differences of syntactic presentation in NCs in English and Vietnamese.

The table 4.7 shows the results of the occurrence frequency of NCs in English and Vietnamese.

Table 4.7: Summary of relative frequency (%) of syntactic representation of Ns in English and Vietnamese

Structure of NCs	English		Vietnamese	
	Occurrence	(%)	Occurrence	(%)
1. A sentence	10	5.6	17	9.88
2. More than one sentence	170	94.4	155	90.12
Total	180	100	172	100

Table 4.9: Summary of relative frequency (%) of functional representation of Pre-invitation sequences in English and Vietnamese

Types of function	English language		Vietnamese language	
	Occurrence	(%)	Occurrence	(%)
1. Surveying	65	24.41	48	18.32
2. Notifying	46	17.27	36	13.74
3. Reasoning	38	14.26	27	10.3
4. Confirming	31	11.63	24	9.16

5. Persuading	17	6.37	19	7.25
6. Advertising	16	6.01	22	8.39
7. Introducing	13	4.81	4	1.51
8. Showing the honor to the listener	10	3.71	11	4.19
9. Explaining	9	3.36	9	3.43
10. Suggesting	8	3.00	5	1.90
11. Drawing the hearer's attention	5	1.83	1	0.39
12. Giving one's idea	4	1.49	15	5.72
13. Advising	1	0.37	8	3.05
14. Reminding a good experience	1	0.37	8	3.05
15. Showing one's desire	1	0.37	1	0.39
16. Warning	1	0.37	14	5.34
17. Showing a good will to the hearer.	1	0.37	10	3.81
Total	266	100	262	100

4.2.3.1. Similarities

4.2.3.2. Differences

CHAPTER 5 CONCLUSIONS

5.1. CONCLUSIONS

5.2. IMPLICATIONS FOR TEACHING AND LEARNING OF ENGLISH

5.3.1. Implication for the learners

5.5. SUGGESTIONS FOR FURTHER RESEARCH