

# Foreword

 **Edda Weigand**  
**Marcelo Dascal**

 <https://doi.org/10.1075/cilt.214.01wei>

Pages vii–viii of

**Negotiation and Power in Dialogic Interaction**

**Edited by Edda Weigand and Marcelo Dascal †**

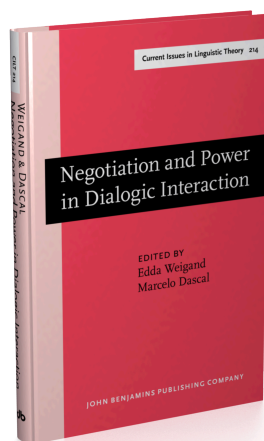
[Current Issues in Linguistic Theory, 214]

2001. viii, 294 pp.

© John Benjamins Publishing Company

This electronic file may not be altered in any way. For any reuse of this material written permission should be obtained from the publishers or through the Copyright Clearance Center (for USA: [www.copyright.com](http://www.copyright.com)).

For further information, please contact [rights@benjamins.nl](mailto:rights@benjamins.nl) or consult our website at [benjamins.com/rights](http://benjamins.com/rights)



## Foreword

Edda Weigand and Marcelo Dascal

The topic of negotiation has turned out to be of crucial interdisciplinary interest for our understanding of what we are doing in language use. Are we exchanging meanings defined in advance and presupposing equal understanding on the basis of a rule-governed system, or are we negotiating meaning and understanding in the framework of an open dialogic universe? Can we cope with dialogue by only doubling the speaker side or must we, on the contrary, be prepared to admit that we are always different human beings interacting and negotiating our positions? This seems to be one of the central methodological questions to be addressed by modern linguistics and related disciplines at the beginning of the new millennium. Thus negotiation, on the one hand, can be taken as the name of a specific dialogue type or action game of bargaining. On the other hand, it represents a methodological concept for describing and explaining dialogic interaction which replaces the orthodox view of pattern transference.

The papers collected in this volume deal with both versions of the concept of negotiation. Interlocutors engage in negotiations about every aspect of their interaction such as topics, social relationships, emotion, identity, etc., and they use different means such as irony, silence, concessive constructions, etc. Negotiation or bargaining as complex action game implies the concept of effective or persuasive action which is intrinsically related to the use of some sort of power. Complex action games of negotiation, therefore, often require a mediator whose role is to ensure fair interaction.

This volume contains a selection of papers presented at the International Conference on Pragmatics and Negotiation at Tel Aviv University and the

Hebrew University of Jerusalem in June, 1999. A part of the conference devoted to 'Negotiation as a Dialogic Concept' was co-sponsored by the International Association for Dialogue Analysis (IADA). In Tel Aviv, a few hundred papers were presented dealing with a variety of topics and aspects of negotiation. The dialogic aspect was taken as our key concept to guide the present selection.

We would like to express our thanks to Larissa Wunderlich, Jörn Bollow and Giuseppina Giordano for their help in formatting the papers and thus in negotiating the formal details with the authors.

Münster/Tel Aviv, September 2000