

**ROBERT E. SANDERS**  
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**PUBLICATIONS BY TOPICAL AREA**

**Social Influence & Interaction/Strategy**

- R.E. Sanders (2012). Strategy and creativity in dialogue. In C.-U. Lorda & P. Zabalbeascoa (Eds.), *Spaces of polyphony* (pp. 11-24). Amsterdam: John Benjamins.
- R.E. Sanders (2007). The composition and sequencing of communicative acts to solve social problems: Functionality and inventiveness in children's interactions. *Communication Monographs*, 74, 464-491.
- R.E. Sanders & K. L. Fitch (2001). The actual practice of compliance-seeking. *Communication Theory*, 11, 263-289.
- R.E. Sanders (1995). A neo-rhetorical perspective: The enactment of role-identities as interactive and strategic. In S.J. Sigman (Ed.), *The consequentiality of communication* (pp. 67-120). Hillsdale, NJ: Lawrence Erlbaum.
- R.E. Sanders (1991). The two-way relationship between talk in social interactions and actors' goals and plans. In K. Tracy (Ed.), *Understanding face-to-face interaction: Issues linking goals and discourse* (pp. 167-188). Hillsdale, NJ: Lawrence Erlbaum.
- R.E. Sanders (1989). Message effects via induced changes in the social meaning of a response. In J. Bradac (Ed.), *Message effects in communication science* (pp. 165-194). Newberry Park, CA: Sage.
- R.E. Sanders (1987). *Cognitive foundations of calculated speech: Controlling understandings in conversation and persuasion*. Albany NY: SUNY Press.
- R.E. Sanders (1983). Tools for cohering discourse and their strategic utilization: Markers of structural connections and meaning relations. In R. Craig & K.Tracy (Eds.), *Conversational coherence: Form, structure, and strategy* (pp. 67-80). Beverly Hills, CA: Sage.
- C. Larson & R.E. Sanders (1975). Faith, mystery, and data: An analysis of "scientific" studies of persuasion. *Quarterly Journal of Speech*, 61, 178-194.

**Utterance Meaning, Nonverbal Displays, Sequences and Interaction**

- R.E. Sanders (forthcoming). The discursive and social basis of speaker meaning: What makes self-repair, deception and sarcasm possible, and personal style useful. *Journal of Pragmatics*.

- R.E. Sanders (2003). Conversational socializing on marine VHF radio: Adapting Laughter and other practices to the technology in use. In P. Glenn, C. LeBaron, & J. Mandelbaum, (Eds.) *Studies in language and social interaction* (pp. 309-326). Mahwah, NJ: Lawrence Erlbaum.
- F. Cooren & R.E. Sanders (2002). Implicatures: A schematic approach. *Journal of Pragmatics*, 34, 1045-1067
- R.E. Sanders (1999). The impossibility of a culturally contexted conversation analysis: On simultaneous, distinct types of pragmatic meaning. *Research on Language and Social Interaction*, 32, 129-140.
- R.E. Sanders (1997). An impersonal basis for shared interpretations of messages in context. In J. L. Owen (Ed.), *Context and communication behavior* (pp. 229-250). Reno, NV: Context Press.
- R.E. Sanders (1997). The production of symbolic objects as components of larger wholes. In J. O. Greene (Ed.), *Message production: Advances in communication theory* (pp. 245-277). Mahwah, NJ: Lawrence Erlbaum.
- R.E. Sanders (1987). The interconnection of utterances and nonverbal displays. *Research on Language and Social Interaction*, 20 (Special Issue: S.J. Sigman, Ed., *Multichannel Communication Codes*), 141-170.
- R.E. Sanders (1985). The interpretation of nonverbals. *Semiotica*, 55, 195-216.
- R.E. Sanders (1984). Style, meaning, and message effects. *Communication Monographs*, 51, 154-167.
- R.E. Sanders (1981). The interpretation of discourse. *Communication Quarterly*, 29, 209-217.
- R.E. Sanders (1980). Principles of relevance: A theory of the relationship between language and communication. *Communication and Cognition*, 13, 77-95.
- R.E. Sanders (1978). Utterances, actions, and rhetorical inquiry. *Philosophy and Rhetoric*, 11, 114-133.
- R.E. Sanders (1976). In defense of speech acts. *Philosophy and Rhetoric*, 9, 112-115.
- R.E. Sanders (1973). Aspects of figurative language. *Linguistics*, #96, 56-100.

### **Interpersonal & Intercultural Communication**

- R.E. Sanders (2012). The representation of self through the dialogic properties of talk and conduct. *Language and Dialogue* (Special Issue: *Dialogue and Representation*, A. Létourneau & F. Cooren, Eds.), 2 (1), 28-40 .
- R.E. Sanders (1997). Find your partner and do-si-do: The formation of personal relationships between social beings. *Journal of Social and Personal Relationships*, 14, 387-415.

R.E. Sanders & K.E. Freeman (1997). Children's neo-rhetorical participation in peer interactions (pp. 87-114). In I. Hutchby & J. Moran-Ellis (Eds.), *Children and social competence: Arenas of action*. London: Falmer.

K. Fitch & R.E. Sanders (1994). Culture, communication, and preferences for directness in expression of directives. *Communication Theory*, 4, 219-245.

R.E. Sanders (1986). Communicating across the borders of speech communities. In W. Gudykunst (Ed.), *Intergroup communication* (pp. 137-151). London: Wm. Arnold.

### **Collaboration, Conflict, Negotiation**

Bonito, J. A., & Sanders, R. E. (2011). The existential center of small groups: Members' conduct and interaction. *Small Group Research*, 42 (3), 343 -358.

R.E. Sanders & J.A. Bonito (2010). Speaking for the institution: A fourth production site for group members' influence attempts. *Small Group Research*, 41 (4), 427-451.

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R.E. Sanders (2007). The effect of interactional competence on group problem-solving. In F. Cooren (Ed.), *Interacting and organizing* (pp. 163-183) . Mahwah, NJ: Erlbaum.

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### **Cognitive Processes in Interaction**

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R.E. Sanders (2008). Discourse: Cognitive Approaches. In W. Donsbach (Ed.), *International Encyclopedia of Communication* (pp. 1354-1358). Oxford, U.K.: Blackwell.

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R.E. Sanders (1992). Cognition, computation, and conversation [Response to an article by Waldron and Cegala]. *Human Communication Research*, 18, 623-636.

## Theory and Meta-Theory

- R.E. Sanders (2005). Introduction: LSI as subject matter and as multidisciplinary confederation. In K.L. Fitch & R.E. Sanders (Eds.), *Handbook of language and social interaction* (pp. 1-14). Mahwah, NJ: Erlbaum.
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- R.E. Sanders (1995). A retrospective essay on the consequentiality of communication. In S.J. Sigman (Ed.), *The consequentiality of communication* (pp. 216-222). Hillsdale, NJ: Lawrence Erlbaum.
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- R.E. Sanders & D.P. Cushman (1984). Rules, constraints, and strategies in human communication. In C. Arnold & J. Bowers (Eds.), *Handbook of rhetorical and communication theory* (pp. 230-269). Newton, MA: Allyn and Bacon.
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- R.E. Sanders & L.W. Martin (1975). Grammatical rules and explanations of behavior. *Inquiry*, 18, 65-82.
- R.E. Sanders (1973). The question of a paradigm for the study of speech-using behavior. *Quarterly Journal of Speech*, 59, 1-10.