



ALMA MATER STUDIORUM
UNIVERSITÀ DI BOLOGNA

Cooperative meaning-making in linguistic interaction

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Let's start with an example



(1)

A: ... hai presente le città tipo Torino

you know cities like Turin

B: Bologna, sì

Bologna, yes

C: secondo me più Firenze

more Florence to me

A: mhmh

mhmh

... what are they talking about?



Let's start with an example



- (1)
- A: ... hai presente le città tipo Torino *you know cities like Turin*
- B: Bologna, sì *Bologna, yes*
- C: secondo me più Firenze *more Florence to me*
- A: mhmh *mhmh*
- B: città d'arte *art cities*
- A: sì, esatto *yeah, exactly*

... they are cooperating to incrementally achieve the category they can agree on!

My goal today

(1)

A: ... hai presente le città tipo Torino

you know cities like Turin

B: Bologna, sì

Bologna, yes

C: secondo me più Firenze

more Florence to me

A: mhmh

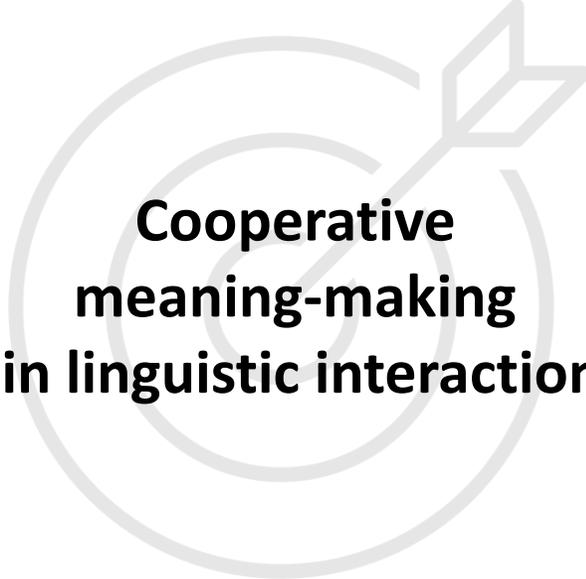
mhmh

B: città d'arte

art cities

A: sì, esatto

yeah, exactly

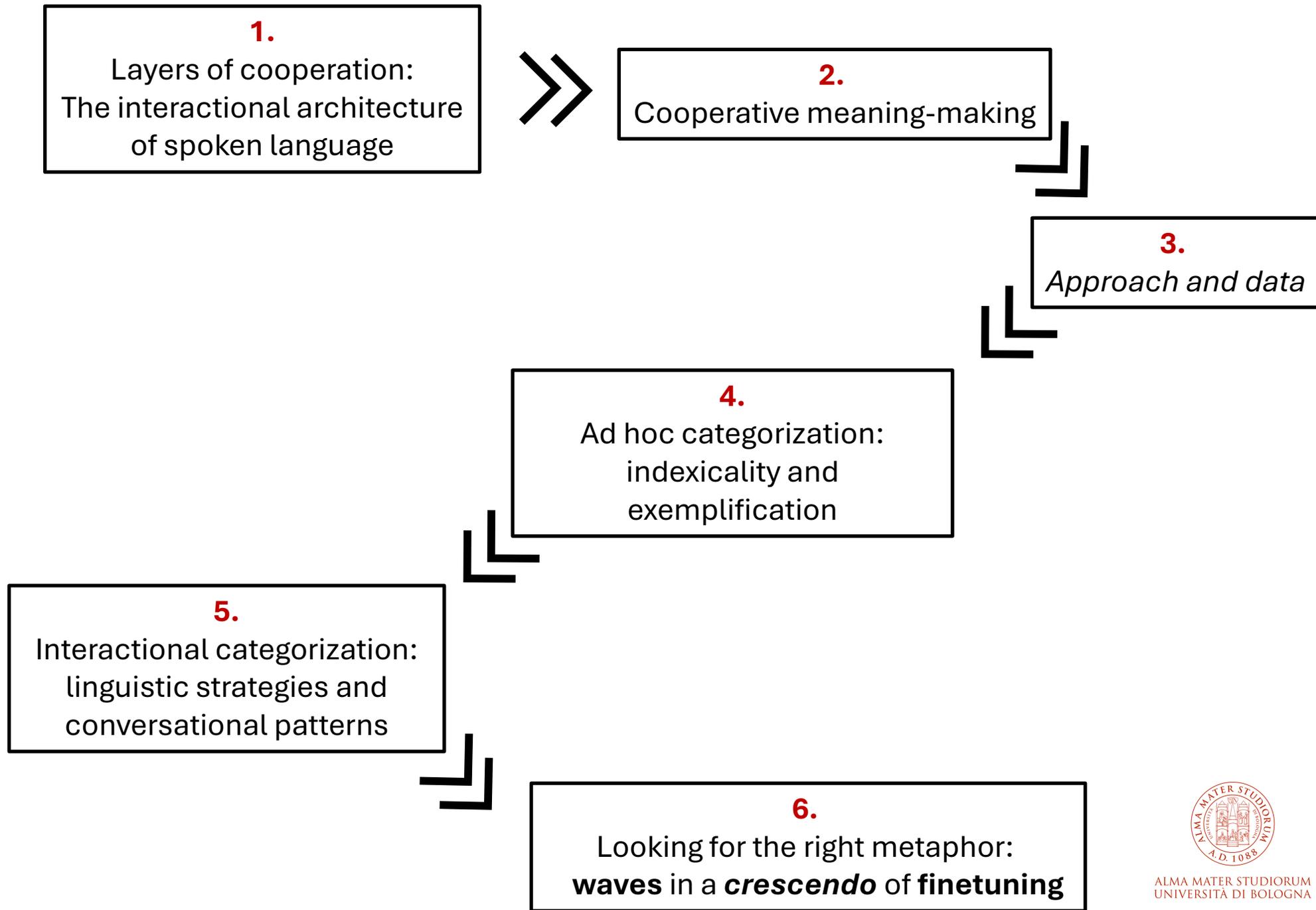


**Cooperative
meaning-making
in linguistic interaction**

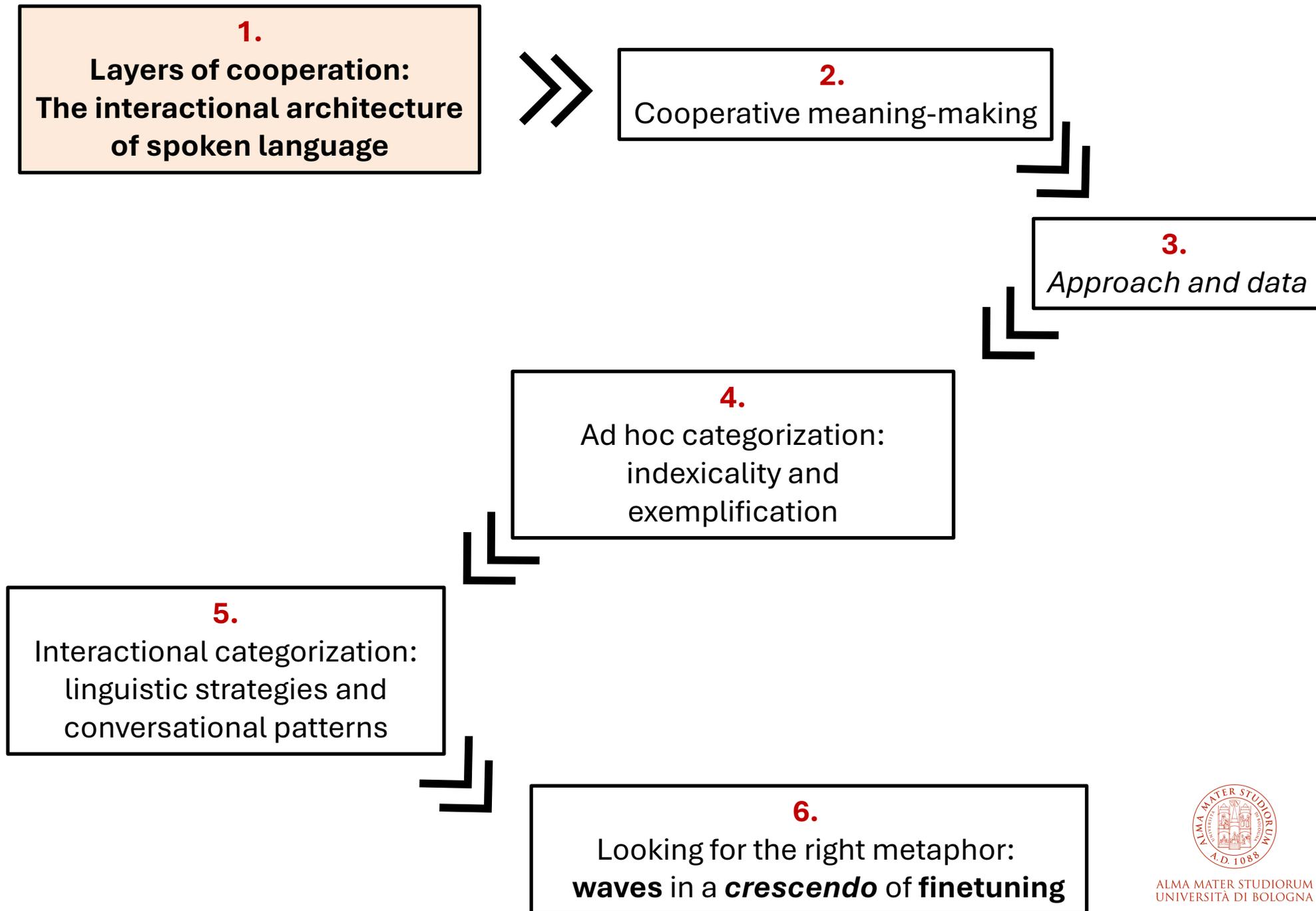
... they are **COOPERATING** to **INCREMENTALLY ACHIEVE THE CATEGORY** they can **AGREE** on!



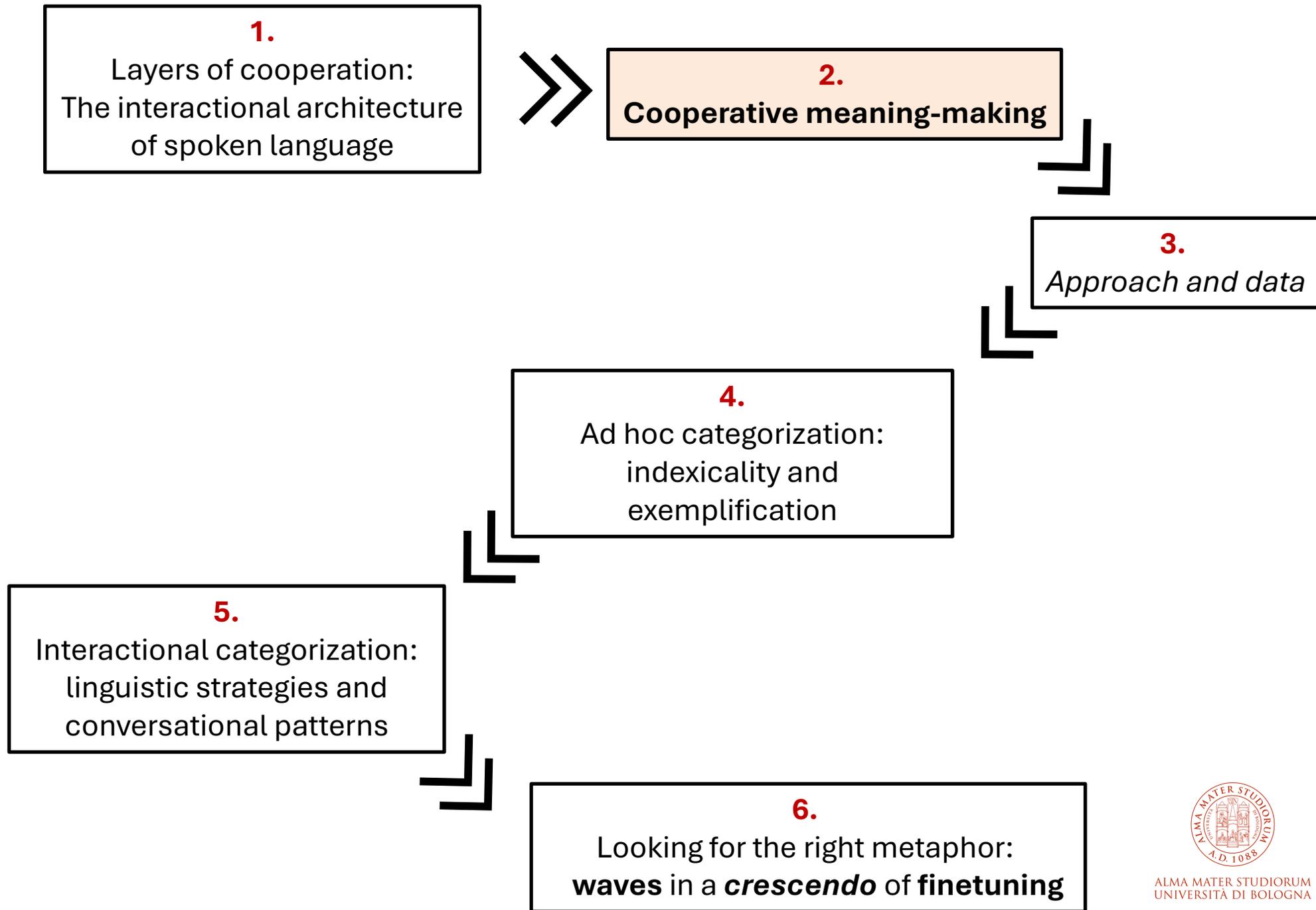
Overview



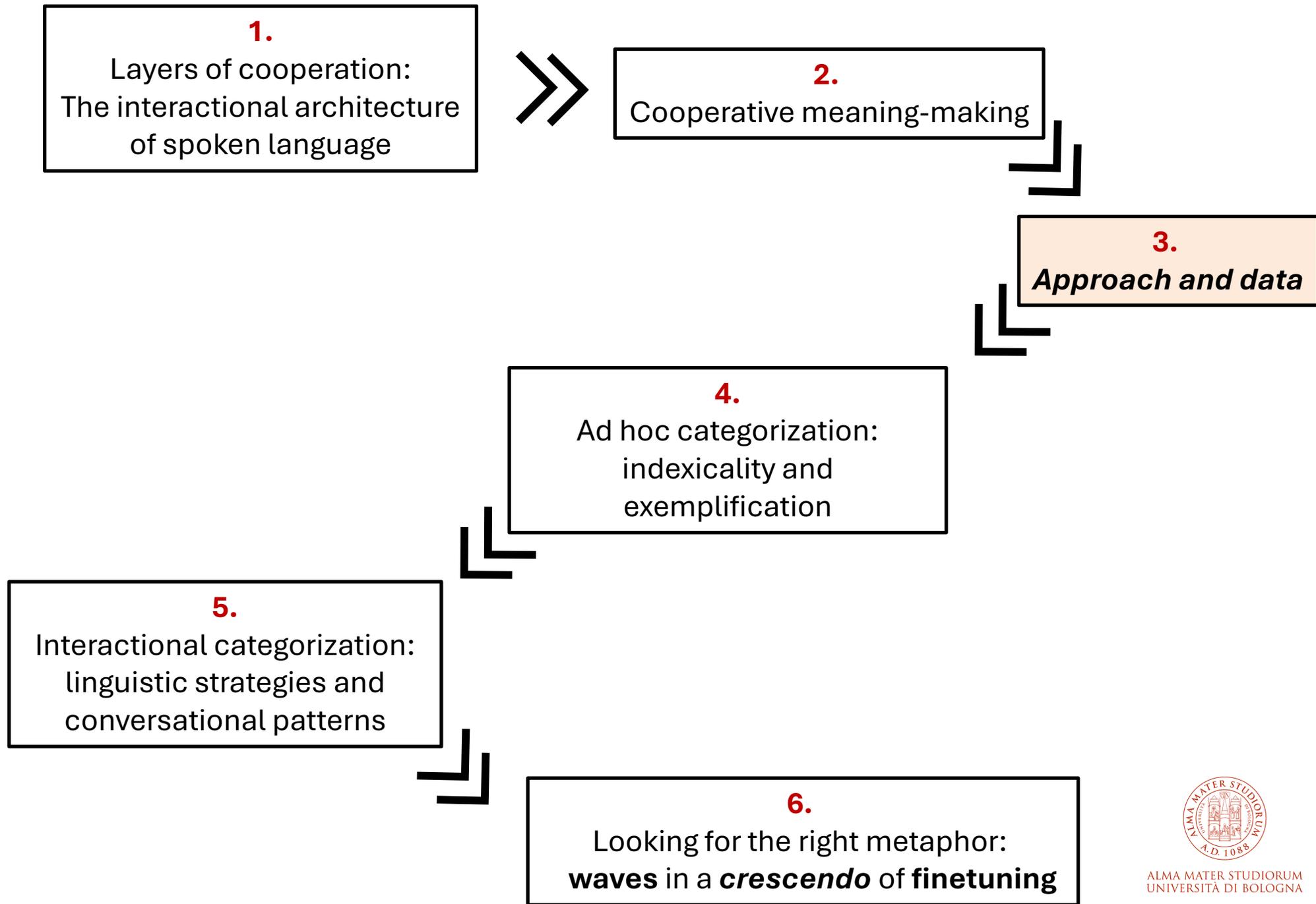
Overview



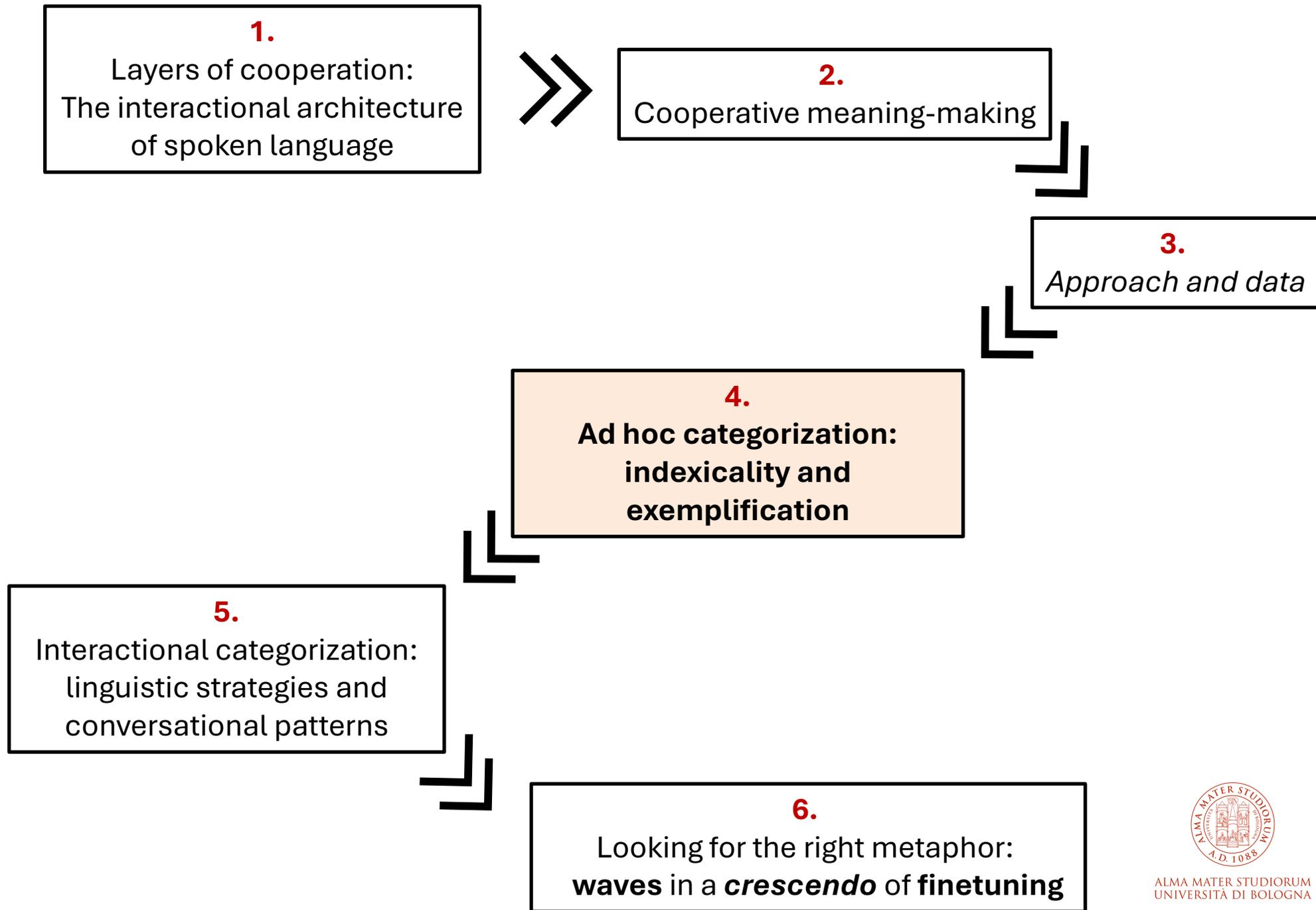
Overview



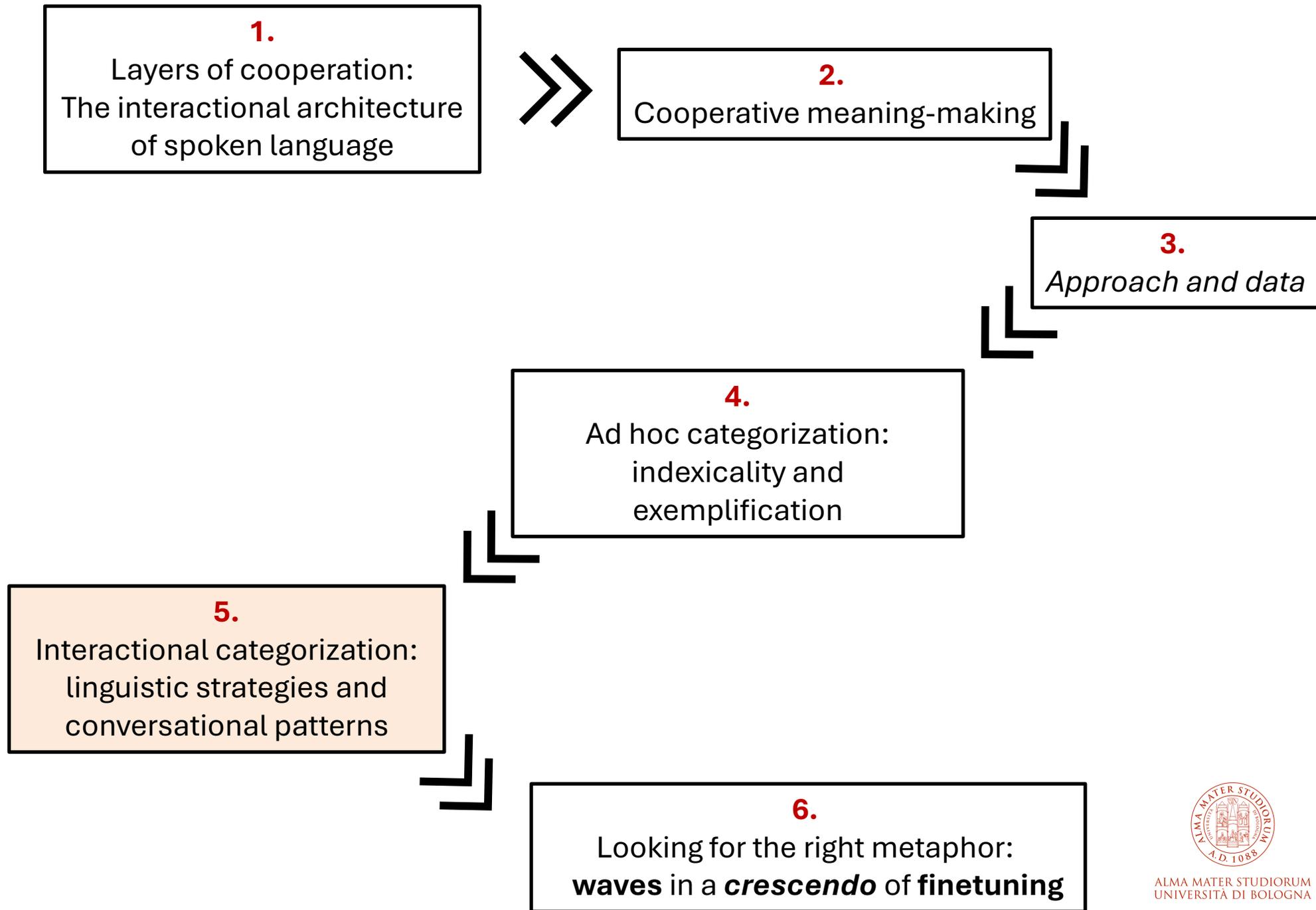
Overview



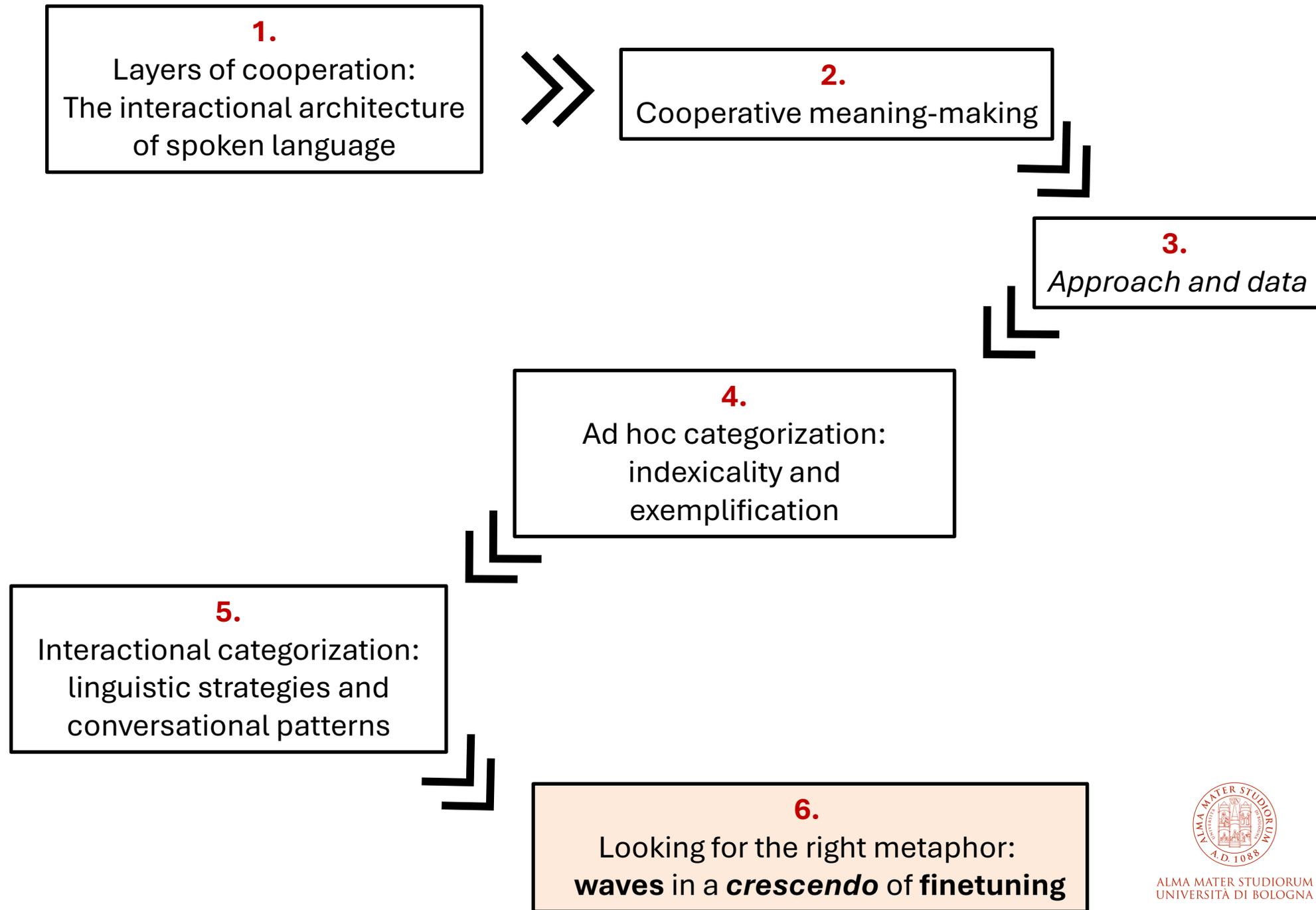
Overview



Overview



Overview



Layers of cooperation in spoken interaction

Clark (1997: 584): communication is “much like playing a duet: it requires the tight coordination of the participants at **all** times and at **all** levels.”

- Speech unfolds enchronically—turn by turn, action by action—and is shaped by participants’ continuous coordination

Linguistic organization adapts to this temporally situated, interactionally contingent environment through **multiple layers of cooperation**

Cooperation is not optional —
it’s embedded in the fabric of speech



Each corresponding to different types of linguistically relevant **interactional work**

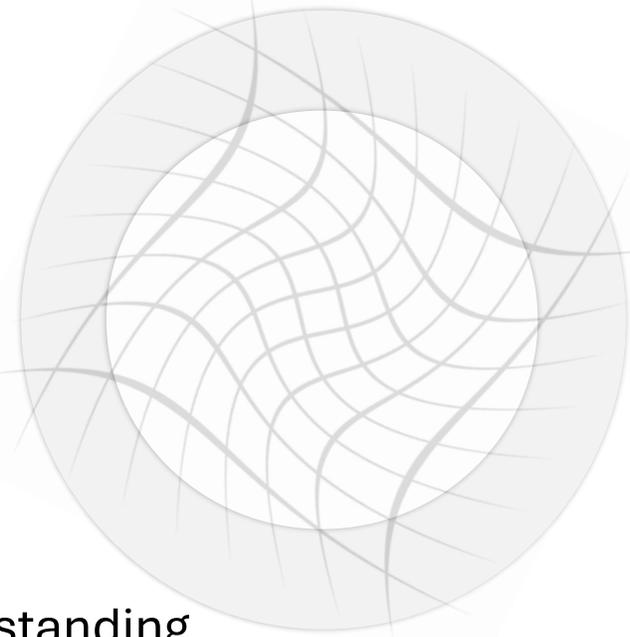


Layers of cooperation in spoken interaction

>> *interaction management*

Cooperation is first observable in the **management of interaction** itself, e.g.:

- **Turn-taking:** managing who speaks when (Sacks et al. 1974)
 - **Overlap and repair:** negotiating simultaneous talk and resolving misunderstanding (Dingemanse et al. 2015)
 - **Uptake cues:** signaling readiness, withholding, or responding (Stivers et al. 2009)
- These mechanisms are the **infrastructure of talk** — the first layer of cooperation, that enables joint actions and their sequential organization (Schegloff 2007; Kendrick et al. 2020)

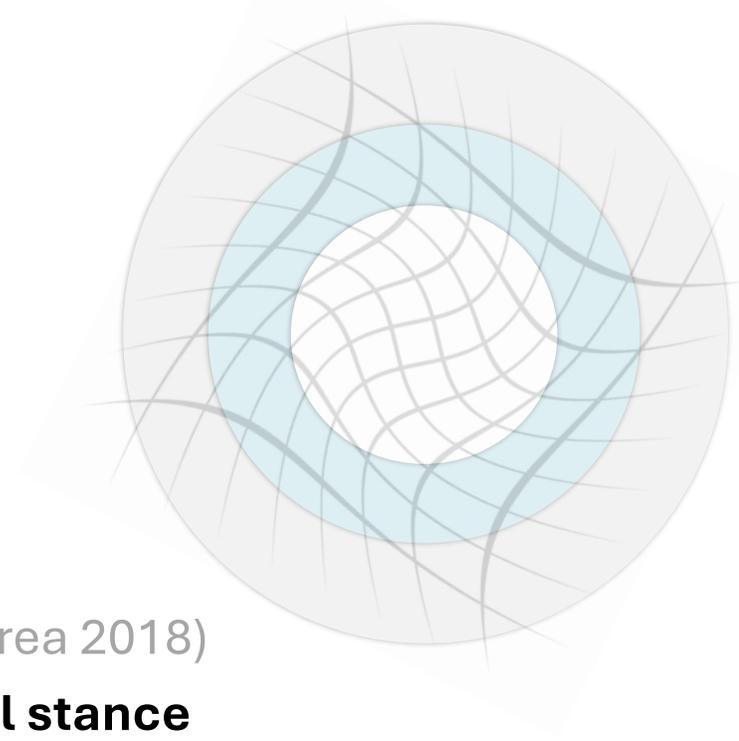


Layers of cooperation in spoken interaction >> *epistemic and stance alignment*

Cooperation through **epistemic** and **stance alignment**:

- Speakers display **agreement or dissent, alignment or distance**
- Cues are **lexical, prosodic, and grammatical** (Du Bois 2007; Pietrandrea 2018)
- At this layer **speakers calibrate their commitment and interpersonal stance**

 Goal: cooperate to build a shared perspective on what is being said.

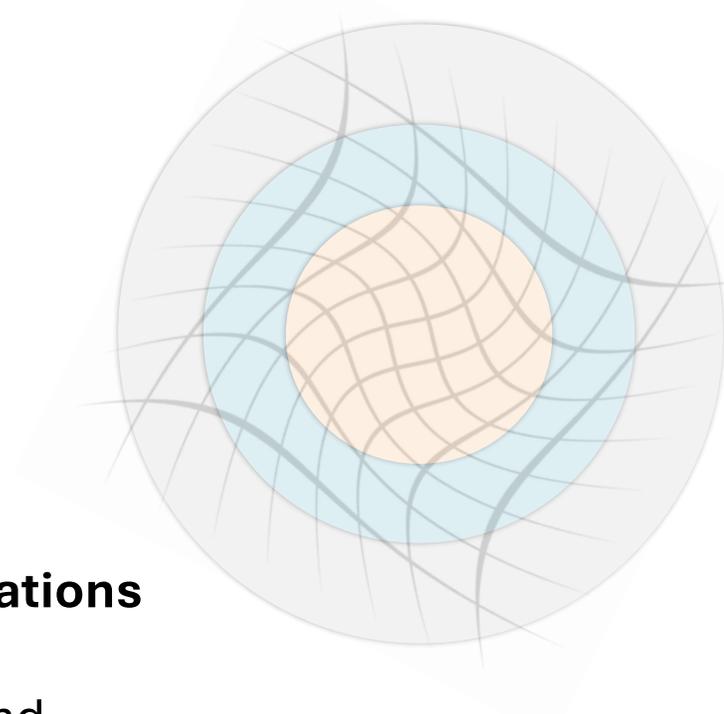


Layers of cooperation in spoken interaction

>> *meaning-making*

Cooperation in **meaning-making**: *what are we talking about?*

- Reference and categorization are **negotiated**
 - They are achieved through **reformulations, clarifications, exemplifications**
(Clark & Brennan 1991; Mauri & Sansò 2018; Ariel & Mauri 2018)
 - Referential alignment is **foundational**: it enables topic development and narrative progression
- Reference and categorization are not static structures but interactional achievements, often distributed across turns and speakers
- Reference is not a fixed function of grammar but an **evolving interactional process**
(cf. Voghera 2017, Mauri 2021, Deppermann & De Stefani 2023)

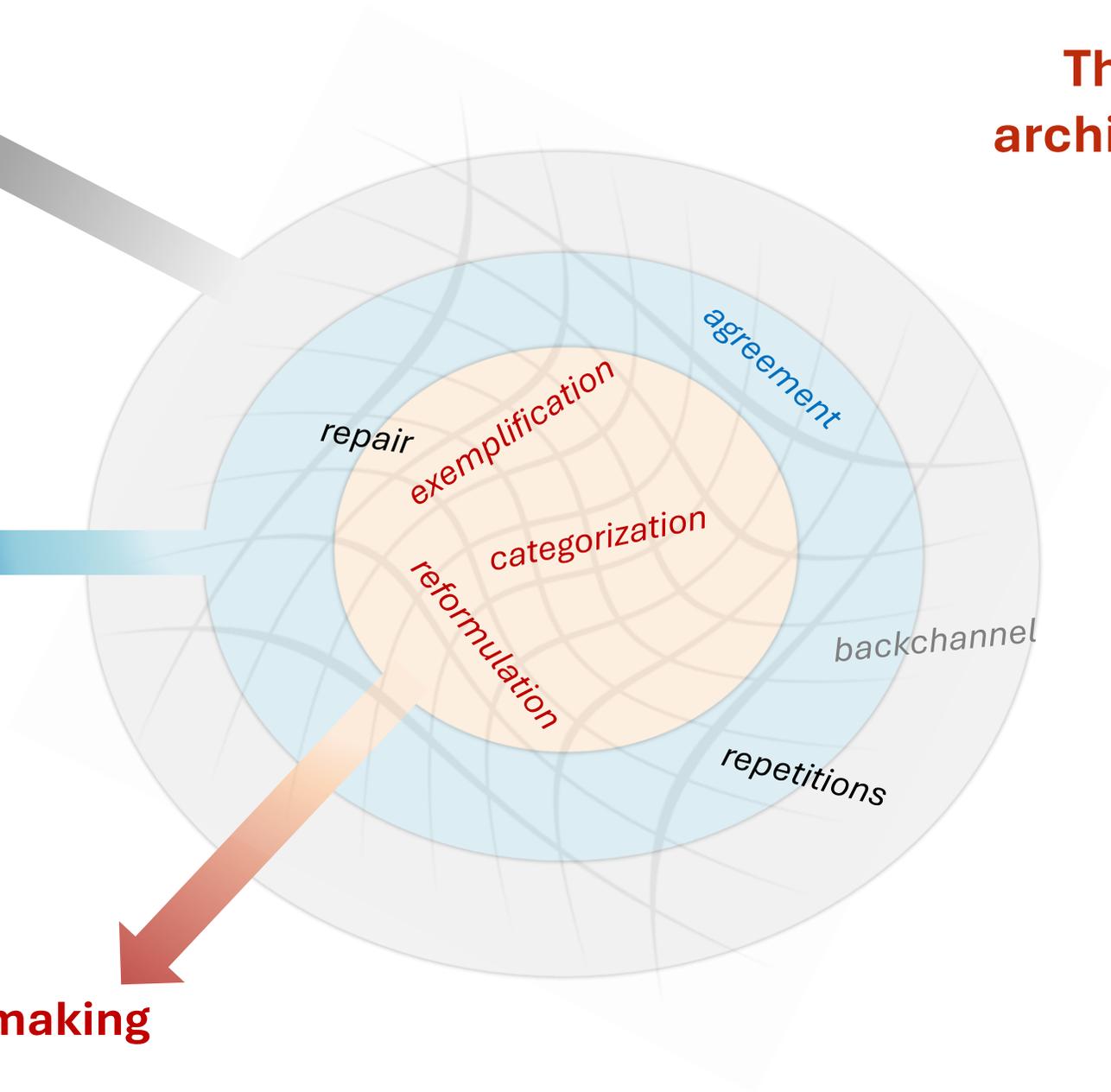


The interactional architecture of spoken language

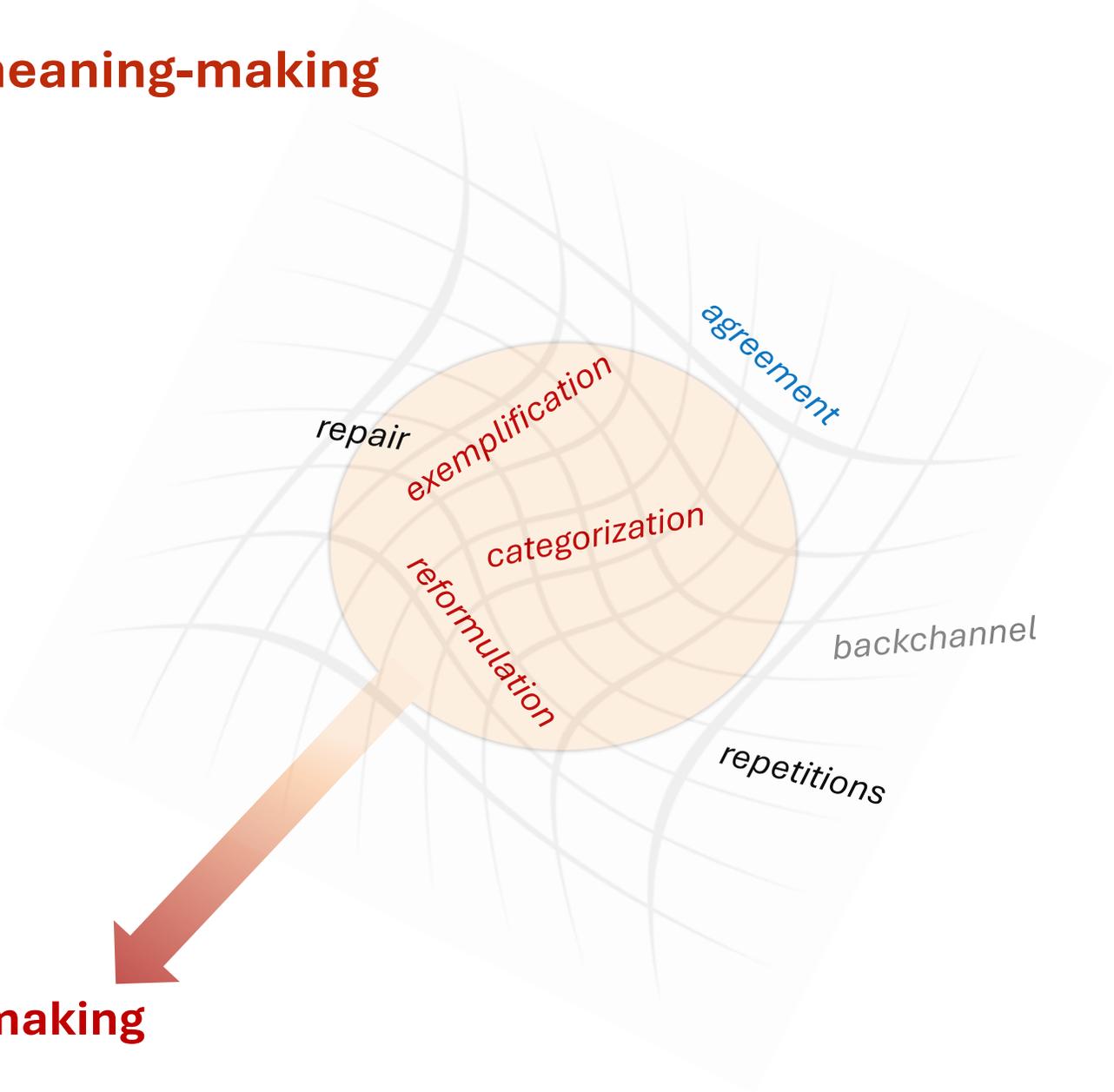
Interaction management

Epistemic and stance alignment

Meaning-making



Zoom on cooperative meaning-making

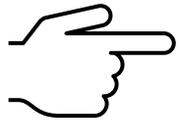


Meaning-making

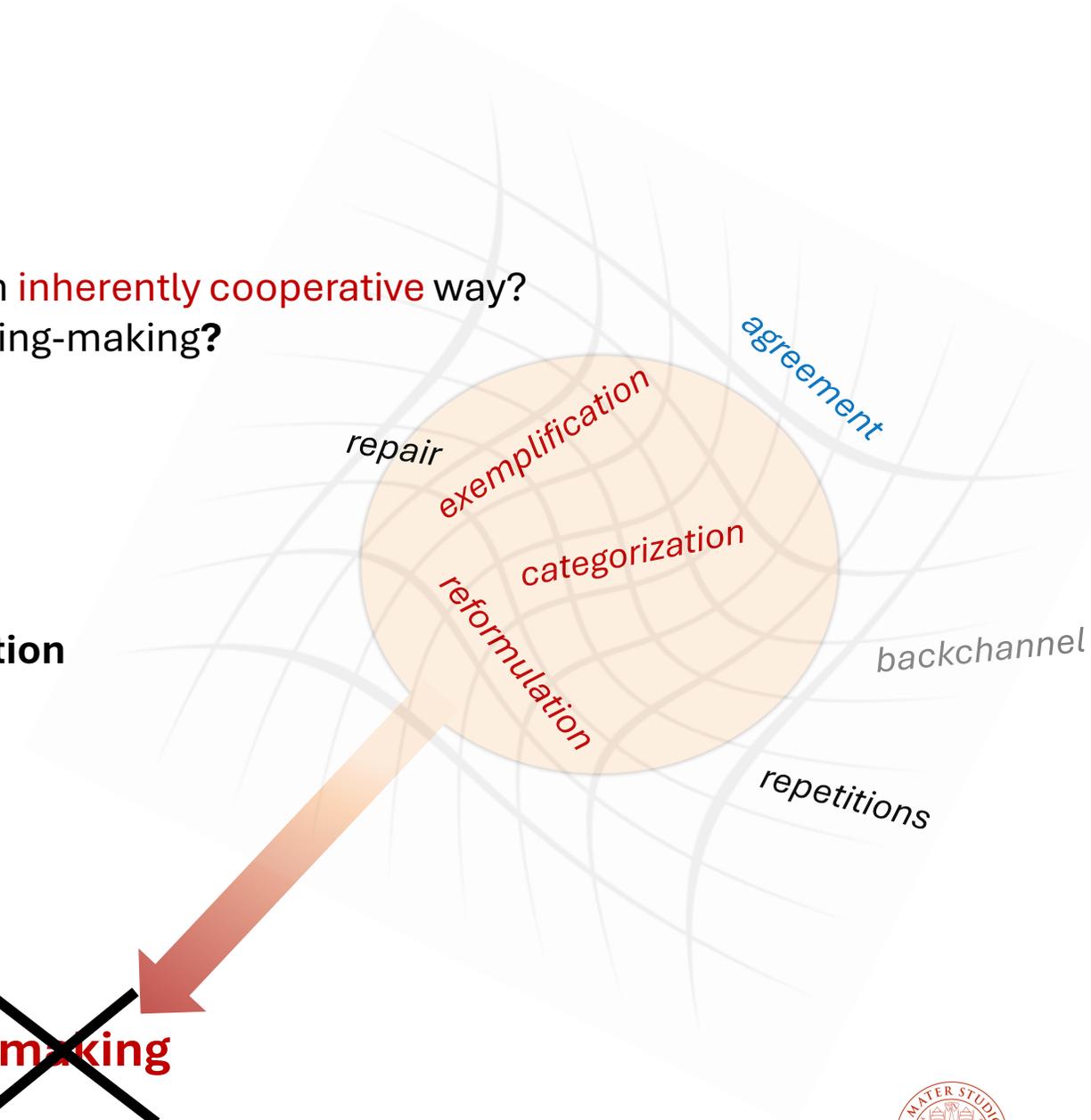


Zoom on cooperative meaning-making

- ✓ What are the **linguistic strategies** building reference in an **inherently cooperative** way?
- ✓ Can we identify recurrent **interactional patterns** in meaning-making?



Towards a model for cooperative meaning-making in linguistic interaction
(CoopeRate Project)



~~Meaning-making~~

ABSTRACTING!



Approach and data

✓ Usage-based and usage-driven approach: **naturally-occurring spoken corpus data**



➤ Converging evidence:
cross-linguistic variation and
Italian spoken corpus data

KIParla corpus of spoken Italian (Mauri et al. 2019)
2,000,000 tokens (3,500.000 by the end of 2025)
Freely accessible at www.kiparla.it (NoSketch Engine interface)

CONCORDANCE

KIPARLA

simple **ciao** • 299
184.03 per million tokens • 0.018%

Details Left context KWIC Right context

1	<input type="checkbox"/>	TOD2015	ah ma quindi tu hai sentito cose che ha fatto jack ah okay // si si si si si	ciao	jack se mai sentirai questo audio // // anche perchè camera mia e di jac
2	<input type="checkbox"/>	PTB025	perchè io ho due ore non posso perdere un'ora e quarantacinque e poi	ciao	ti saluto // // beh poi dipende dal film // quindi // mh // si si dipende d~ el
3	<input type="checkbox"/>	KPN009	poco dolci // ma insomma non hanno un po' sanno un po' di di miele //	ciao	matteo // cos'è? no no // sanno proprio del sapore quello verde della pa
4	<input type="checkbox"/>	KPN022	amente andare dal campetto quello di cemento dove giocano a calcio //	ciao	marco grazie ciao // ehm perchè c'erano vari indizi e noi dovevamo ind
5	<input type="checkbox"/>	KPN022	campetto quello di cemento dove giocano a calcio // ciao marco grazie	ciao	// ehm perchè c'erano vari indizi e noi dovevamo indovinare quale fosse
6	<input type="checkbox"/>	KPN022	he resto qua // pesante // ti credo io che non l'hai mangiata tutta // okay	ciao	grazie ciao ciao // era intera // sì // come doveva essere // beh xxx tutte

SELECT CORPUS

type to search

FREE CORPORA

Italian	KIP	581,834 words	OPEN
Italian	KIPARLA	1,991,938 words	OPEN
Italian	KIPasti	404,896 words	OPEN
Italian	ParlaBO	606,669 words	OPEN
Italian	ParlaTO	476,047 words	OPEN

Corpus KIParla

L'italiano parlato e chi parla italiano

Cerca

Home Chi siamo Il corpus Moduli Cerca nel corpus Pubblicazioni News Contatti FAQ

Accesso libero ai dati

Filtra le tue ricerche in base alle caratteristiche dei parlanti e al tipo di situazione comunicativa

Leggi tutto

MAZARSTUDIO.COM
UNIVERSITÀ DI BOLOGNA

Approach and data

✓ Usage-based and usage-driven approach: **naturally-occurring spoken corpus data**



- Modular and **incremental** resource growing over time (2018-...)
- Accessible metadata for **speakers**
 - Age, sex, education, geographical origin, employment
- Accessible metadata for **interactions**
 - Place, year, symmetry, n. of participants, type of interaction
 - free conversation,
 - kitchen-table conversations,
 - lessons,
 - exams,
 - office-hours,
 - semi-structured interviews

KIParla corpus of spoken Italian (Mauri et al. 2019)
2,000,000 tokens (3,500.000 by the end of 2025)
Freely accessible at www.kiparla.it (NoSketch Engine interface)

- GDPR compliant, soon on CLARIN-it
- Transcriptions (orthographic, Jefferson) aligned with **audio files**
- **Formats:**
 - transcriptions in eaf, txt, conll;
 - audio files in mp3;
 - metadata in csv
- **In progress:** lemmatization, POS-tagging and UD annotation (treebank of spoken Italian, Pannitto & Mauri 2025)



Approach and data

✓ Naturally-occurring spoken corpus data **MEANS:**

- **It takes a village** to record, transcribe, publish and annotate the data
- **No control on what speakers say:** they may not do what we are looking for....
- **Messy data:** speakers don't know that we have to transcribe them (luckily!)
- **Not very high audio quality**
- Time-consuming data preparation for **computational processing** (but it's getting better...!)



BUT

- ✓ It also means **a direct view** on what speakers do and say in their **linguistic interactions**
 - with varying **goals**
 - with varying **interlocutors**
 - about varying **topics**
- ✓ Ecological data



Approach and data

- ✓ Naturally-occurring spoken corpus data **MEANS:**

Observing
cooperative meaning-making
broadcast live
as it unfolds in everyday
communication



- In this talk: **qualitative analysis** of KIParla corpus data

- ✓ It also means **a direct view** on what speakers do and say in their **linguistic interactions**
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Cooperative meaning-making ~~ABSTRACTING~~ ABSTRACTING

- ✓ What are the **linguistic strategies** building reference in an inherently cooperative way?
- ✓ Can we identify recurrent **interactional patterns** in meaning-making?

INCREMENTAL CATEGORIZATION SEQUENCES

The abstraction of a category is achieved through an incremental process, characterized by successive:

stages

- ✓ formulation / reformulation



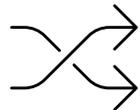
directionalities

- ✓ specification / generalization



stances

- ✓ negotiation / alignment



AD HOC CATEGORIZATION STRATEGIES

Indexical strategies relying on speakers' cooperation for their semantic interpretation, referring to:

- ✓ one or more explicit **exemplars** of the category
- ✓ sharing a common **property or frame** that has to be abstracted from shared context
- ✓ a **superordinate category**, including both

Cooperative meaning-making ~~ABSTRACTING~~

- ✓ What are the **linguistic strategies** building reference in an inherently cooperative way?
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COOPERATIVE PATTERNS

conversation

The abstraction of a category is achieved through an incremental process, characterized by successive:

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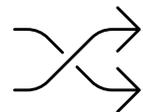
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COOPERATIVE STRATEGIES

semantics

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Ad hoc categorization strategies: exemplification and indexicality

- ✓ Categories depend on context for their interpretation

Berlin & Kay 1969, Rosch 1975, Lakoff 1987, Carston 2002, Wilson 2003, Croft & Cruse 2004



how a specific category is
INTERPRETED

vs.

how the **PROCESS** of category construction
is **ACHIEVED** in linguistic interaction

Speakers may

- ✓ **label** a category through lexical or syntactic means
- ✓ express the **process** itself of category construction, through exemplification and abstraction
- ✓ employ **both** strategies in alternation

Top-down

Bottom-up



Ad hoc categorization strategies: exemplification and indexicality

- ✓ Categories depend on context for their interpretation



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Top-down

Bottom-up

Berlin & Kay 1969, Rosch 1975, Lakoff 1987, Carston 2002, Wilson 2003, Croft & Cruse 2004

Ad hoc (indexical) categorization

- ✓ category construction tailored to common ground
- through reference to individual exemplars, employed as **abstraction triggers**

Mauri 2017, 2021; Mauri & Sansò 2018, 2020; Barotto & Mauri 2018; Mauri & Masini 2024

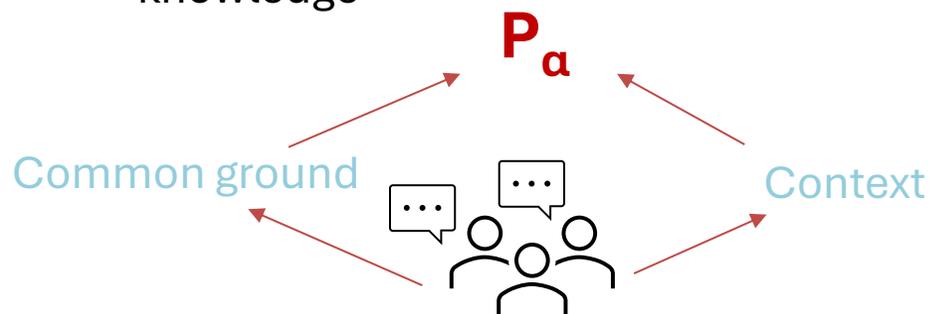


Ad hoc categorization strategies: exemplification and indexicality

- **Exemplification:** Reference to one or more **exemplars** characterized by a **context-relevant property P** :

$X_{1_P} (X_{2_P}) (X_{3_P}) \dots (X_{n_P}) \longrightarrow$ Exemplification *implies* some larger category: $\exists \text{Category}_P (X_{1_P}, X_{2_P} \dots X_{n_P})$

- **Indexicality:** P is a variable for which a specific value must be identified by accessing to context and shared knowledge



Speakers cooperate in the identification of P
(saturation, Recanati 2003; Finkbeiner & Meibauer 2015)



Ad hoc categorization strategies are inherently cooperative and work as **ABSTRACTION TRIGGERS**

- To identify a specific value for the property P equates to **abstracting the category** to which the exemplars belong

If $P = \alpha$ then $\text{Category}_\alpha (X_{1_\alpha}, X_{2_\alpha} \dots X_{n_\alpha})$



Ad hoc categorization strategies

BUILDING THE CATEGORY
• Exemplifiers

1. my parents' **trips like** [to Cambodia]₁ [to Thailand]₂

TO083 [casa mia è] e::h=mh lievemente etnica.
TO083 ma lievemente. [...]
TO999 okay e::: come mai dici etnica?
TO083 e:tnica perché: da qualche viaggio dei miei **tipo** in cambogia in thailandia
abbiam portato **magari**::=m:h=un tappeto appeso al muro:
oppure un quadro,
qualche piccolo elemento ma non è troppo.
TO999 okay.

1

*X = Milan

- ✓ **TRIGGER:** exemplification marker *tipo* 'like'
- ✓ **Exemplars:** X_{1_p} (to Cambodia) X_{2_p} (to Thailand)
- ✓ **Abstracted P:** exotic turistic destination
- ✓ **Category:** trips to exotic countries

TO083: [My house is] eh mh **slightly ethnic**
TO083: But slightly [...]
TO999: okay and **why do you say ethnic?**
TO083: Ethnic because from some of my parents' **trips like** [to Cambodia]₁ [to Thailand]₂
we brought back **maybe** mh [a carpet hanging on the wall]₁
or [a painting]₂
[some small detail]₃ but it's not too much
TO999: Okay

1

2

(KIParla, TOD2003)

2

*X = some bread

- ✓ **TRIGGER:** exemplification marker *magari* 'perhaps'
- ✓ **Exemplars:** X_{1_p} (carpet...) X_{2_p} (painting) X_{3_p} (details)
- ✓ **Abstracted P:** house decorations
- ✓ **Category:** souvenir decor items



Ad hoc categorization strategies

1. my parents' trips like [to Cambodia]₁ [to Thailand]₂
2. [little isolated house]₁ **etcetera**

(KIParla, TOD2016)

- TO080 poi qua esagerano coi clacson quindi,
e:: però è bella,
- TO071 ti capisco benissimo perché io (.) arrivo da un paese ehm
- TO080 sì, molto più pic[colo]
- TO071 [(anch)' io] casetta isolata **eccetera eccetera**
sono venuto qui non ho dormito per due mesi.
- TO080 [e:h]
- TO071 poi ti a=bitui
ti de[vi abi]tuare
- TO080 [sì sì]

- ✓ **TRIGGER:** general extender **eccetera** 'and so on'
- ✓ **Exemplars:** X_{1_p} (**little isolated house**)
- ✓ **Abstracted P:** quite, far from the city noise
- ✓ **Category:** **calm life outside the city**

FRAME!

BUILDING THE CATEGORY

- **Exemplification**
- **General extenders**

- TO080: And here they really overdo it with the honking, so
E:: but it's nice.
- TO071: I totally understand you because I come from a
village ehm...
- TO080: yes, much smaller
- TO071: me too, [little isolated house]₁, **and so on and so
on**, I came here and didn't sleep for two months.
- TO080: [e:h]
- TO071: then you get used to it
:
you [have to get used to it].
- TO080: [yeah, yeah].



Ad hoc categorization strategies

1. my parents' trips like [to Cambodia]₁ [to Thailand]₂
2. [little isolated house]₁ **etcetera**
3. [Piazza Maggiore]₁ **piuttosto che** [via indipendenza]₂ **piuttosto che** [...]

BUILDING THE CATEGORY

- Exemplification
- General extenders
- Non exhaustive connectives

BOI108 anche nel scoprire le:
le cose meno: e:h
evidenti che possono essere [non so]

BOR031 [mh giusto]

BOI108 piazza maggiore: [**piutto**]sto che

BOR031 [sì]

BOI108 via indipendenza **piuttosto che** le cose
e:h le: m:h le sette chiese [**piutto**]sto che le
classiche [cose insomma]

BOR031 [sì]

BOI108: also in discovering the...
the less e:h
obvious things, which could be I don't know

BOR031: mh right

BOI108: [**piazza Maggiore**]₁ **or like**

BOR031: yeah

BOI108: [**via Indipendenza**]₂, **or like** the things
e:h the m:h [**the Seven Churches**]₃, **or like**
the usual stuff, you know.

BOR031: yeah

(KIParla, BOD2016)

- ✓ **TRIGGER:** non-exhaustive connective *piuttosto che* 'or like'
- ✓ **Exemplars:** X_{1_p} (**Piazza Maggiore**) X_{2_p} (**via Indipendenza**) X_{3_p} (**the Seven Churches**)
- ✓ **Abstracted P:** central and attractive for tourists
- ✓ **Category:** usual touristic places to visit in Bologna

Ad hoc categorization strategies

1. my parents' trips **like** [to Cambodia]₁ [to Thailand]₂
2. [little isolated house]₁ **etcetera**
3. [Piazza Maggiore]₁ **piuttosto che** [via indipendenza]₂ **piuttosto che** [...]



Map 1: Distribution of non-exhaustive connectives across the world.

BUILDING THE CATEGORY

- **Exemplification**
- **General extenders**
- **Non exhaustive connectives**

Non-exhaustive connectives
are typologically
not so rare!

Japanese (Japonic; Chino 2001: 42)

kinō *depāto de sēta toka kutsu*
yesterday store LOC sweater TOKA shoe
toka o *katta*.

TOKA ACC buy:PAST

‘[...] I bought a sweater, shoes **and some other things**’

Barotto & Mauri 2023



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Ad hoc categorization strategies

1. my parents' **trips like** [to Cambodia]₁ [to Thailand]₂
2. [little isolated house]₁ **etcetera**
3. [Piazza Maggiore]₁ **piuttosto che** [via indipendenza]₂ **piuttosto che** [...]
4. Turkish **odaları modaları** 'rooms etc.'

BUILDING THE CATEGORY

- **Exemplification**
- **General extenders**
- **Non exhaustive connectives**
- **Reduplication**

Kannada (Dravidian; Lidz 2000: 148-149)

pustaka → *pustaka-**gi**staka*

book book-RED

'book' 'books and related stuff'

Turkish (Turkic; Göksel and Kerlake 2005: 91-92)

Eve çat kapı bir alıcı geldi,

'Today a potential buyer came without notification'

***odaları modaları** dolaştı.*

'and looked at the **rooms etcetera.**'

Typological variation in the morphosyntactic properties of ad hoc categorization strategies, but **universally attested!**

Ad hoc categorization strategies

1. my parents' **trips like** [to Cambodia]₁ [to Thailand]₂
2. [little isolated house]₁ **etcetera**
3. [Piazza Maggiore]₁ **piuttosto che** [via indipendenza]₂ **piuttosto che** [...]
4. Turkish **odalar** modalar 'rooms etc.'
5. Insulted by **any** [Gelmini]_{PN}

BUILDING THE CATEGORY

- **Exemplification**
- **General extenders**
- **Non exhaustive connectives**
- **Reduplication**

LABELING THE CATEGORY

- **Categorizing PNs**

Mauri & Masini 2024

*Jacobs, la mamma sicura dice: "È il nuovo **Bolt**, ora il record del mondo"*

'Jacobs, the confident mom says: "He's **the new Bolt**, now the world record"' [WWW]

*perché i meridionali sopportano di essere insultati da **una Gelmini qualsiasi***

'why do the southerners bear to be insulted by **any Gelmini?**' [CORIS]

- ✓ **TRIGGER:** iterative construction with PN
- ✓ **Prototypical exemplar:** X_{1_p} (**Bolt**)
- ✓ **Abstracted P:** fast and winner of the Olympic medal
- ✓ **Category:** **fastest man in the world**

- ✓ **TRIGGER:** free-choice construction with PN
- ✓ **Prototypical exemplar:** X_{1_p} (**Gelmini**)
- ✓ **Abstracted P:** **DO YOU HAVE ACCESS TO THE CONTEXT?**
- ✓ **Category:** ...



Ad hoc categorization strategies

1. my parents' **trips like** [to Cambodia]₁ [to Thailand]₂
2. [little isolated house]₁ **etcetera**
3. [Piazza Maggiore]₁ **piuttosto che** [via indipendenza]₂ **piuttosto che** [...]
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BUILDING THE CATEGORY

- **Exemplification**
- **General extenders**
- **Non exhaustive connectives**
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LABELING THE CATEGORY

- **Categorizing PNs**

✓ Great morphosyntactic variation

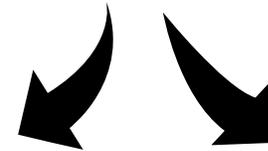
- Lexical
- Morphological
- Syntactic
- Constructional

✓ Core indexical semantics

- Example(s)
- characterized by context-dependent property P (variable) that has to be abstracted

➤ Building the category

- Examples chosen by accessibility, relevance and prototypicality



➤ Labeling the category

- Examples chosen by prototypicality



Cooperative meaning-making ~~ABSTRACTING~~

- ✓ Can we identify recurrent **interactional patterns**?



INCREMENTAL CATEGORIZATION SEQUENCES

The abstraction of a category is achieved through an incremental process, characterized by successive:

stages

- ✓ formulation / reformulation



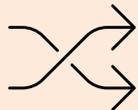
directionalities

- ✓ specification / generalization



stances

- ✓ negotiation / alignment



Incremental categorization sequences

(KIParla, PBA006)

tanta **umanità** vedo qua
dico la verità perchè
ehm **ad esempio**
quando qualcuno vede un im~ un
un **invalido** per la strada
magari è una persona cieca
piuttosto che una persona in carrozzina
o con delle disabilità fisiche
e motorie
c'è sempre una grandissima **umanità**
ad esempio c'era **questa signora** che
prende la **mia** linea
ehm
c'è stato **questo** piccolo momento
dove la prendevamo sempre insieme
perchè **io** uscivo dal corso [...]

I see a lot of **humanity** here.
I'm being honest because—
for example,
when someone sees a dis~
a **person with a disability** on the street,
maybe someone who's blind,
or like someone in a wheelchair
or **with physical**
and motor disabilities,
there's always a great deal of **humanity**.
For instance, there was **this lady** who
used to take the same bus line as **me,**
uhm,
there was **this** little period
when **we** always took it together,
because **I** was coming out of class [...]

STAGES

- Formulation
- Reformulation

DIRECTIONALITY

- Specification
- Generalization



Incremental categorization sequences

(KIParla, PBA006)

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STAGES

- Formulation
- Reformulation

DIRECTIONALITY

- Specification
- Generalization

FORMULATION C1

exemplification

FORMULATION C2

exemplification

FORMULATION C1

exemplification

speaker's experience

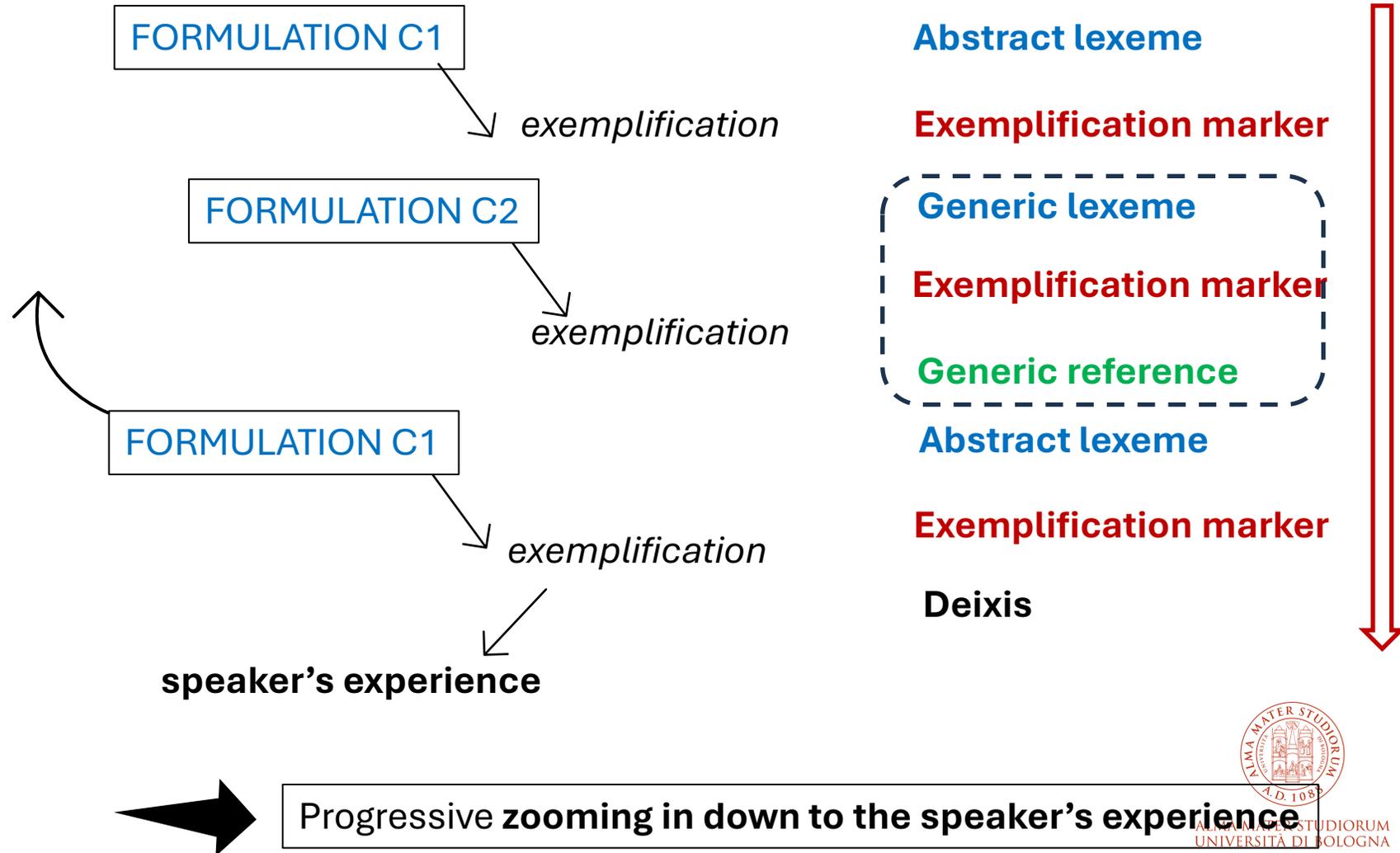


Incremental categorization sequences

(KIParla, PBA006)

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STAGES	DIRECTIONALITY
• Formulation	• Specification
• Reformulation	• Generalization



Incremental categorization sequences

(KIParla, PBA008)

STAGES

- Formulation
- Reformulation

DIRECTIONALITY

- Specification
- Generalization

STANCE

- Negotiation
- Alignment
- Commitment

BOI067 però dall'altra parte è **forse** facile
poi anche magari cadere in qualche
trappola vizio piuttosto che
perchè proprio comunque

BOR020 ah dici di perdersi?

BOI067 un po'

BOR020 sì non lo vedo difficile in realtà

but on the other hand, it's **maybe** easy
to fall into some kind of
trap or bad habit, or stuff like that
because, you know—

Ah, you mean getting lost in it?

A bit.

Yeah, I don't think it's that hard, actually.



Incremental categorization sequences

(KIParla, PBA008)

STAGES

- Formulation
- Reformulation

DIRECTIONALITY

- Specification
- Generalization

STANCE

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Ah, **you mean getting lost in it**?
A bit.
Yeah, I don't think it's that hard, actually.

exemplification **ABSTRACTION
TRIGGER**

NEGOTIATION

(re)FORMULATION

ALIGNMENT

Co-construction: ad hoc categorization > reformulation > alignment > evaluation



Incremental categorization sequences

(KIParla, BOD2007)

STAGES

- Formulation
- Reformulation

DIRECTIONALITY

- Specification
- Generalization

STANCE

- Negotiation
- Alignment
- Commitment

BO052 anche andare in una casa normale cioè
BO049 si
BO052 ci starebbe
BO049 ma cosa intendi per casa normale
cioè col giardino e cose così?
BO052 no vabò avere anche un living abbastanza
ampio cioè cioè non vorrei che ci fossero
degli spazi angusti
cioè per esempio la casa di carlo cioè
loro sono in due però la casa a me
sembra mol~ cioè insomma mi ha dato
un' impressione cioè è una casa col
soffitto molto basso
BO049 okay sì ah io non l' ho vista
non ancora
BO052 e insomma a me mi cioè ho bisogno che
gli ambienti siano un po' larghi
BO049 okay

even just moving into a normal house, I mean
yeah.
that would be fine.
but what do you mean by normal house
like, with a garden and stuff like that?
No, I mean, even just having a fairly
large living room, like, I wouldn't want there to be
cramped spaces.
I mean, for example, Carlo's house I mean
there's just the two of them, but to me the house
seems ver~ I mean, it gave me the impression
like, it's a house
with a very low ceiling.
Okay, yeah, I haven't seen it.
Not yet.
And, yeah, I mean, I just—like, I need
the spaces to be a bit wide.
Okay.



Incremental categorization sequences

(KIParla, BOD2007)

BO052 anche andare in una **casa normale** cioè
 BO049 si
 BO052 **ci starebbe**
 BO049 ma **cosa intendi per casa normale**
cioè col giardino e cose così?
 BO052 no vabò avere **anche** un **living abbastanza**
ampio cioè cioè non vorrei che ci fossero
 degli **spazi angusti**
cioè per esempio la casa di carlo cioè
loro sono in due però la casa **a me**
sembra mol~ **cioè** insomma **mi ha dato**
 un' **impressione cioè** è una **casa col**
soffitto molto basso
 BO049 **okay sì** ah io non l' ho vista
 non ancora
 BO052 e insomma a **me mi** cioè ho bisogno che
 gli **ambienti siano un po' larghi**
 BO049 **okay**

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 the **spaces to be a bit wide.**
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STAGES

- Formulation
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DIRECTIONALITY

- Specification
- Generalization

STANCE

- Negotiation
- Alignment
- Commitment

FORMULATION C1

NEGOTIATION

exemplification

FORMULATION C2

speaker's experience

COMMITMENT

reFORMULATION C2

ALIGNMENT

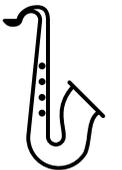
reFORMULATION C1

ALIGNMENT



Incremental categorization sequences: looking for the right metaphor...

- ✓ Recurrent **wave patterns oscillate** upwards from specific to generic formulations, and then downwards from generic to specific reformulations, to even *more* specific, i.e. the speaker's experience:
 - **zooming in and out** across lexical choices (generic vs. specific, abstract vs. concrete), syntactic strategies and conversational moves
 - **exemplification** is a fundamental strategy for meaning-making in interaction:
 - it allows interlocutors to meet at the level of experience, but at the same time it triggers shared processes of abstraction
- ✓ Cooperative meaning-making process is aimed at building and **fine-tuning** reference in a shared way:
 - identifying examples lying at the core of categories
 - as much as those that have to be excluded
 - to **draw the category center and the category borders in a context-relevant way**

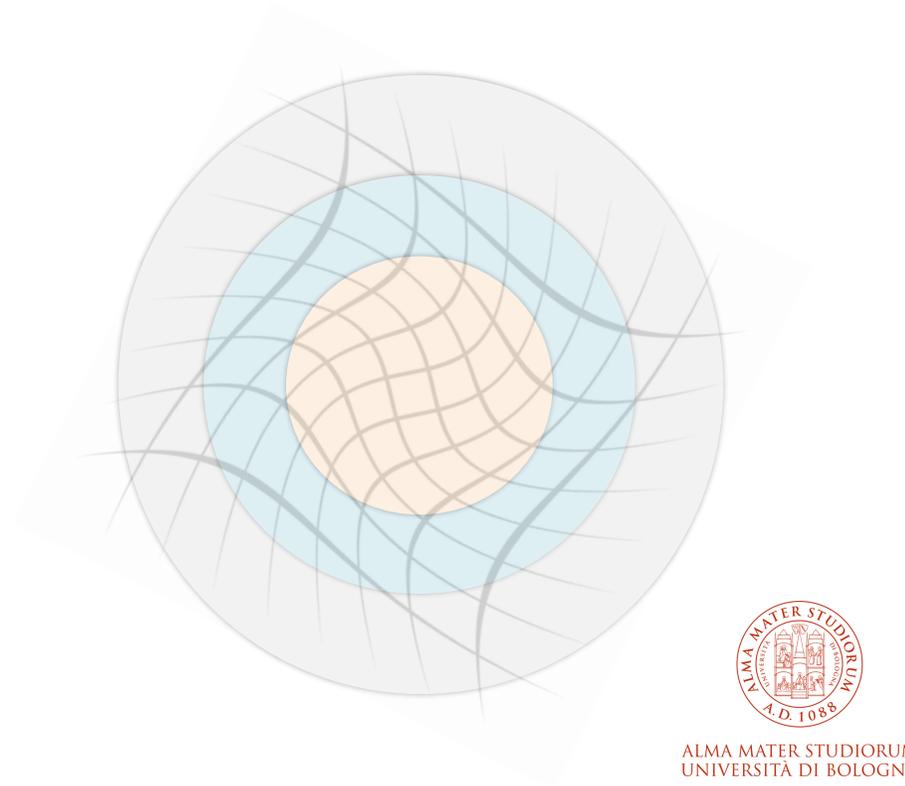


Incremental categorization sequences: looking for the right metaphor...

- ✓ Reference is **negotiated** until speakers acknowledge their mutual alignment, in a **crescendo** frequently evolving into subjective positioning. Possible correlations with **topic** and **abstractness**:
 - The more topical a category is, the greater the need for explicit alignment
 - The more abstract it is, the more successive stages and negotiation is observed



- ✓ **Meaning-making** is a non-linear, **emergent** process, closely intertwined with all layers of cooperation, deeply rooted in the **fabric** of spoken interaction



Future steps

- ✓ **Mix the metaphors and find the perfect representation of cooperative meaning-making!**
- ✓ Typological study to analyze meaning-making patterns in interaction across typologically diverse languages and cultures (cf. Dingemanse 2015; Liesenfeld & Dingemanse 2022)
- ✓ Qualitative and quantitative research on KIParla Corpus to identify:
 - correlations between linguistic strategies and stages of incremental categorization
 - correlations between semantic properties of words and their patterns of meaning-making
 - correlations between types of interactions and patterns of incremental categorization
 - Ratings of cooperative meaning-making



by ChatGPT

... stay tuned!

GRAZIE!



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