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DISCOURSE SPECIFICITY OF NON-COOPERATIVE STRATEGIES OF PESSIMISTIC COMMUNICANT

The article highlights non-cooperative strategies and tactics of a pessimistic communicant. It is revealed that communicative strategy, as one of the most important discourse-forming factors, is a characteristic feature of pessimistic discourse, which presupposes a communicative situation of pessimistic behavior, is represented by a complex system of lexical, syntactic, stylistic, pragmatic and non-verbal means of expressing the communicant's pessimistic outlook and is characterized by certain goals, style, tonality and mode of communication.

Strategies for the expression of pessimism harmonize or disharmonize relationships between the interlocutors. Rigid non-cooperative communicative strategies are: of negative self-expression, manipulation and confrontation. The strategy for negative self-expression is realized by the tactics of affectation, demonstration of negative expectations, demonstrative self-criticism, self-accusation, self-humiliation, complaints and sarcasm. The following tactics represent the strategy for manipulation: the negative evaluation of the interlocutor, psychological pressure, imposing of the subjective point of view, warning, criticism, playing on the emotions of the interlocutor and complaints. The confrontational tactics are: the tactic of refusal, disagreement, accusation, inducement to the action, appeal to negative experience.

The verbal markers of non-cooperative strategies and tactics of a pessimistic communicant are lexico-semantic, syntactic, stylistic and pragmatic means. The verbalization of the tactics is determined by the structure of a communicative situation and by the peculiarities of the personal behavioral responses of a pessimistic communicant. It is proved that the choice of cooperative strategies and tactics realizing the communicative intention of a pessimistic communicant is determined by typological features of pessimism as dispositional (a communicative strategy of tolerance) and defensive (a defensive communicative strategy) phenomenon.

It is proved that the choice of strategies and tactics is determined by typological peculiarities of pessimism as a dispositional (communicative strategies of negative self-expression and manipulation), attributional (communicative strategies of negative self-expression and confrontation) and situational (communicative strategies of manipulation and confrontation) phenomenon.

Key words: communicative behavior, pessimistic discourse, communicative strategy, communicative tactics, non-cooperative strategy, pessimistic communicant.

Introduction. The study of communicative behavior of communication participants will inevitably address the problem of communicative strategy, the two-level character of which is determined by the rules of society and dispositions of the individual psychological structure. As the optimal implementation of the speaker's intentions to achieve a specific goal of communication, the communicative strategy determines the control and selection of certain ways of behavior at a certain stage of communicative interaction, aimed at obtaining the desirable or preventing undesirable effect (communicative tactics) and their flexible modifications in a particular communicative situation [Batsevych : 118–120].

Communicative strategy as one of the most important discourse-forming factors is a basic feature of pessimistic discourse, which presupposes a communicative situation of realization of the speaker's pessimism. It is represented by a complex system of lexical, syntactic, stylistic and pragmatic means of representation of a speaker's pessimistic world view, and is characterized by its own goals, style, tenor and communicative strategies.

Since the notion of communicative strategy is one of the central notions in the analysis any type of discourse, the interest of researchers to various aspects of its study remains consistently high. Currently, the main features of communicative strategies have been defined, the existing classifications of communicative and discursive strategies have been reviewed [Issers; Maksimova; Christensen; Plowman], the peculiarities of strategies and tactics of communicants in different types of discourse are revealed [Brown 2010; Anesa], etc. Pessimism as a worldview heterogeneous construct, which determines the choice of verbal and non-verbal means of communication, underlies a certain type of communicative behavior. The discourse analysis of a pessimistic communicant's strategies and tactics is one of the stages in the research of their communicative behavior.

The purpose of this research is to identify the characteristic features of non-cooperative strategies and tactics of a pessimistic communicant. The specific research objectives are as follows: 1) to reveal the non-cooperative strategies and tactics of a pessimistic communicant; 2) to identify the verbal markers of non-cooperative strategies and tactics of a pessimistic communicant;

3) to establish a connection between the typological features of pessimism as a psychological phenomenon and non-cooperative strategies and tactics which realize the communicative intention of a pessimistic communicant.

Results and discussion. The rules for the language use and norms of social interactions, which make up a conceptual scheme of discourse construction, are grounds for providing communicative and social needs of communication participants. These are the principle of cooperation and the principle of politeness that regulate and optimize informative (rational) and non-informative (sociative) facets of pessimistic discourse [Odarchuk : 148]. According to the degree of maintenance and violation of communication principles, pessimistic discourses are divided into those harmonizing and disharmonize the relationships between communicants.

Taking into account the criterion of rigidity / softness of communicative strategies, which is based on the factor of communicative aggression / tolerance, non-cooperative communicative strategies for the expression of pessimism are defined as rigid, since their use leads to neglect of the cooperation and politeness principles. Cooperative communicative strategies for the expression of pessimism are soft, as they presuppose speaker's inclination to avoid conflicts, their ability to compromise, support of the interlocutor.

The realization of non-cooperative or cooperative communicative strategies for the expression of pessimism is determined by the conditions of each separate communicative situation and communicative needs of a pessimist in self-expression, confrontation, achieving communicative influence on the interlocutor, demonstration of tolerance and self-defense.

While analyzing the data, we singled out a number of initial and responding communicative strategies that are characterized by these features and are realized by a relevant set of tactics. Rigid non-cooperative communicative strategies are: of negative self-expression, manipulation and confrontation. The application of these communicative strategies is determined by the fact that a pessimist as a person with clearly pronounced worldview principles demonstrates a number of personal characteristics that correlate with the basic features of pessimism and complicate communication in a number of communicative situations.

Self-expression of a personality, as an external actualization of their own beliefs and feelings, is an act of will, which is based not on their rational awareness, but on the spontaneity of expression. The cognitive basis of negative self-expression, as a separate type of destructive communicative behavior, is a number of personal psychological complexes – inferiority complex, minority complex and guilt complex. The main motivating factor for the use of a **negative self-expression strategy** in pessimistic discourse is an egocentrism of a pessimist, whose purpose is to find themselves in the center of attention and to get psychological support from an interlocutor. This strategy is realized by the tactics of affectation, demonstration of negative expectations, demonstrative self-criticism, self-accusation, self-humiliation, complaints and sarcasm.

The communicative tactic of affectation is realized through the spontaneous expression of speaker's negative emotions. In the communicative situation of a spontaneous manifestation of negative emotions, pessimist is experiencing an increase or weakening of emotional tension. The analyzed tactic is a spectacular example of violation of cooperation and politeness principles by G. Grais, which leads to the discord in communicative interaction. The verbal realization of this tactic is represented by the use of affectives, which indicate the pessimistic communicative behavior of the speaker, and a number of syntactic stylistics devices. For example:

But still she clung to him, wailing aloud in her despair: "Oh, Jurgis, think what you are doing! It will ruin us – it will ruin us! Oh, no, you must not do it! No, don't, don't do it. You must not do it! It will drive me mad – it will kill me – no, no, Jurgis, I am crazy – it is nothing. You do not really need to know. We can be happy – we can love each other just the same. Oh, please, please, believe me!" [Sinclair].

The fictional heroine uses a tactic of affectation, the basis of which is guilt complex, and tries to obtain psychological support from her interlocutor. 'Hopelessness', 'disbelief', 'negative expectations', 'despair', 'suffering', 'fear', 'nervousness' as qualitative features of pessimism are represented in the speech 1) by a one-word exclamation *Oh*, the pessimistic potential of which is determined by the context; 2) by an exclamatory sentence (*Oh, Jurgis, think what you are doing! It will ruin us – it will ruin us! Oh, no, you must not*

do it! Oh, please, please, believe me!); 3) by lexical and syntactic repetitions helping the speaker to draw attention and cause interest in interlocutors (*It will ruin us – it will ruin us! Oh, no, you must not do it! No, don't, don't do it. You must not do it! no, no; please, please*), enhance pessimistic tonality of the utterance; 4) by parallel constructions (*It will drive me mad – it will kill me; We can be happy – we can love each other just the same.*). Simultaneous use of the kinesic pantomime (*she clung to him*) and phonatory (*wailing aloud in her despair*) non-verbal means of communication enhance the effect of affectation. The use of affectation tactic allows a pessimist to express negative emotions and achieve psychological safety valve.

The communicative **tactic of demonstration of negative expectations** is determined by pessimist's crave for excessive self-expression, which is manifested in a constant attraction of attention to himself/herself and a constant accentuation of negative expectations as a basic qualitative feature of pessimism. The violation of maxim of quantity (utterance falsifies on excessive information) and method (utterance is ambiguous and wordy) of the principle of cooperation by G. Grais leads to the disharmony in pessimistic discourse. The realization of this tactic takes place with the help of certain syntactic structures and stylistic means. For example:

"You're thinking too much, Bradley, I can see you are. We'll solve all these problems. We'll have Priscilla to live with us."

"We won't be living anywhere."

"What do you mean?"

"We just won't. There isn't any future. We shall go on and on driving in this car forever. That's all there is."

"You mustn't speak like that, it's false. Look, I've bought brown bread and toothpaste and a dustpan."

"Yes. That's a miracle. But it's like the fossils which religious men used to think God put there when He created the world in 4000 b.c. so that we could develop an illusion of the past."

"I don't understand."

"We have an illusion of the future."

"That's wicked talk and a betrayal of love."

"Our love is in the nature of a closed system. It is complete within itself. It has no accidents and no extension."

“Please don’t talk that abstract sort of language, it’s a way of lying.”

“Maybe. But we have no language in which to tell the truth about ourselves, Julian” [Murdoch].

In this example, the excessive demonstration of negative expectations is achieved by 1) repeated use of negative sentences: *We won’t be living anywhere. We just won’t. There isn’t any future. But we have no language in which to tell the truth about ourselves, Julian. It has no accidents and no extension*; 2) irony as the speech means of excessive self-expression: *That’s a miracle. He created the world in 4000 b.c. so that we could develop an illusion of the past*; 3) comparison: *But it’s like the fossils which religious men used to think God put there when He created the world in 4000 b.c. so that we could develop an illusion of the past. Our love is in the nature of a closed system*; 4) metaphor: *It (love) has no accidents and no extension*.

Communicative **tactics of demonstrative self-criticism, self-accusation and self-humiliation** emphasize the negative personal features of a pessimist. The cognitive-psychological basis for these communicative tactics is low self-esteem, which is the ground for the formation of pessimism as an attributive style. Demonstrative self-criticism, self-accusation and self-humiliation differ in intensity and level of self-esteem: from demonstrative statement of the critical self-perception to exaggerated understatement of personal features and characteristics.

Pessimistic speech acts (constantives, assertives and expressives) which realize these tactics, express negative subjective-assertive attitude of a pessimist to his/her own actions and feelings.

The analyzed tactics are used by the speaker to demonstrate compliance with the principle of politeness, namely, the maxim of modesty (drive to maximum self-accusations and self-criticism). However, the violation of the maxims of number, mode (excessive information and wordiness) and relevance (deviation from the theme) of the principle of cooperation is the factor that contributes to the discord of interaction between communicants. The main means of realization of these tactics are lexical units with negative semantics and affectives which indicate pessimistic communicative behavior of a speaker. Criticizing, accusing, humiliating himself/herself, a pessimist constructs pessimistic utterance around the egocentric lexeme – the pro-

noun *I*, which is the center of pessimistic self-characterization. For example:

“I’m a failure,” he murmured, “I’m unfit for the brutality of the struggle of life. All I can do is to stand aside and let the vulgar throng hustle by in their pursuit of the good things” [Maugham].

The communicative tactic of demonstrative self-criticism shows the speaker’s intention to attract excessive attention, accentuating a number of qualitative features of pessimism, such as ‘failure’ (*I’m a failure*), ‘uncertainty’, ‘dissatisfaction’ (*I’m unfit for the brutality of the struggle of life*), ‘passivity’, ‘lack of interest’, ‘lack of motivation’, ‘apathy’ (*All I can do is to stand aside and let the vulgar throng hustle by in their pursuit of the good things*), which indicate the inability of a pessimist to resist adverse external circumstances. The use of the phonatory non-verbal component of communication represented by the lexeme *Murmur*, enhances the overall pessimistic tonality of the utterance.

The following example of the communicative **tactic of self-accusation** shows that the negative experience of the heroine contributes to the formation of a pessimistic attributive style.

She paused, hesitating, then with a shy half-laugh:

“I really believed I was selling myself, Mr Marlow. And I was proud of it. What I suffered afterwards I couldn’t tell you; because I only discovered my love for my poor Roderick through agonies of rage and humiliation. I came to suspect him of despising me; but I could not put it to the test because of my father. Oh! I would not have been too proud. But I had to spare poor papa’s feelings. Roderick was perfect, but I felt as though I were on the rack and not allowed even to cry out. Papa’s prejudice against Roderick was my greatest grief. It was distracting. It frightened me. Oh! I have been miserable! That night when my poor father died suddenly I am certain they had some sort of discussion, about me. But I did not want to hold out any longer against my own heart! I could not” [Conrad, 2008 : 197].

Sentiment-analysis proves that lexical units with negative semantics *suffer* (-1), *agony* (0), *rage* (-1,5), *humiliation* (-1,5), *grief* (-1,5), *distract* (-0,5), *frighten* (-1,5), *miserable* (0) and emotional exclamation *Oh!* form a general pessimistic tonality of the utterance. Within the syntactic con-

text the self-accusation tactic is realized through sentences that actualize the category of modality (*I would not have been too proud. But I had to spare poor papa's feelings. Roderick was perfect, but I felt as though I were on the rack and not allowed even to cry out*). Metaphor *I was selling myself* and metonymy *against my own heart* are stylistic means of realization of the analyzed tactic.

Self-humiliation as a typical mode of hypertrophied negative self-expression is characterized by the lowest level of self-esteem. For example:

I have rarely seen a man crying and the sight inspires disgust and fear. Francis was whimpering loudly, producing suddenly a great many tears. I could see his fat reddened hands wet with them in the light of the gas fire.

"Oh, cut it out!"

"All right, all right. Sorry, Brad. Forgive me. Please forgive me. I expect I just want to suffer. I'm a masochist. I must like pain or I wouldn't go on living, I'd have taken my bottle of sleeping pills years ago, I've thought of it often enough. Oh Christ, now you'll think I'm bad for Priscilla and boot me out" [Murdoch].

Humiliating himself/herself a pessimist tries not only to attract attention but also to get psychological support from the interlocutor. He does not realize that such communicative behavior produces a reverse effect and increases the intensity of self-humiliation from excessive expression of consent with the interlocutor to intentions to commit suicide. Verbal markers of this tactic within the analyzed excerpt are: 1) lexical units with negative semantics *suffer* (-1), *masochist* (-1), *pain* (-1,5); 2) lexical and syntactic repetitions (*All right, all right; Forgive me. Please forgive me*); 3) the use of syntactic structures with modal words, modal verbs and conditional mood (*I expect I just want to suffer. I must like pain or I wouldn't go on living, I'd have taken my bottle of sleeping pills years ago*). Non-verbal components of communication (paralingual respiratory – *whimpering loudly, producing suddenly a great many tear*;; somatic changes – *fat reddened hands wet with them*) complement and enhance verbalized information about the emotional state of the pessimistic communicant.

The communicative **tactic of the complaints** as a means of negative self-expression is determined by the desire of a pessimist to attract the attention of the interlocutor to external factors that contribute

to the formation of pessimistic dispositions. This goal presupposes the use of verbal and non-verbal means of communication that actualize relevant qualitative features of pessimism. By violating all the maxims of the principle of politeness and the maxim of mode of the principle of cooperation, this tactic contributes to the discord of pessimistic discourse. For example:

...Gabriel continued, "Have you ever really been happy?"

"Look!" snapped Sunday and his head whipped in the boy's direction to meet his cheery demeanor; "Not that it's any of your concern, but I don't have time for happiness because I'm too busy getting crapped on by a wicked Head Physician, nurses and kids like you!" [Hedges : 23].

The example shows the polychrosis of verbal and non-verbal actions, aimed at realization of the analyzed tactic, which allows to reveal such qualitative features of pessimism, as 'hopelessness', 'irritation', 'bad mood', 'dissatisfaction', 'nervousness'. The phonatory (*snapped*) and kinesic (*his head whipped*) non-verbal components of communication accompany a number of multi-level linguistic means of implementing the analyzed tactic, such as 1) an invective unit *getting crapped on*, 2) ...Gabriel continued the adjective with negative semantics *wicked*, 3) distancing from the interlocutor *Not that it's any of your concern*, 4) the exclamatory sentence that reflects the hyperbolized sensibility of a pessimist.

The **communicative tactic of sarcasm** focuses the attention of the interlocutor on the negative attitude of a pessimist to a certain phenomenon. Pessimist as egocentric but cautious personality, seeks self-expression by contrasting the literal and contextual meanings of pessimistic utterances. One of the factors that disharmonize interaction by the use of this tactic is the desire of a pessimist to achieve self-centered communicative purposes; the interests of the interlocutor are not taken into account. As an evaluative judgement, a pessimistic utterance with sarcastic semantics presupposes the speaker's rejection of certain phenomena of reality and the need to demonstrate their position. For example:

"I don't blame the girl," he was saying. "He is infatuated with her. /.../ He will be surprised," commented Fyne suddenly in a strangely malignant tone. "He shall be met at the jail door by

a Mrs. Anthony, a Mrs. Captain Anthony. Very pleasant for Zoe. And for all I know, my brother-in-law means to turn up dutifully too. A little family event. It's extremely pleasant to think of. Delightful. A charming family party. We three against the world – and all that sort of thing. And what for. For a girl that doesn't care twopence for him.”

The demon of bitterness had entered into little Fyne. He amazed me as though he had changed his skin from white to black. It was quite as wonderful. And he kept it up, too [Conrad 2008 : 111].

The pessimist's negative attitude to the marriage of people with disproportion in age and different social status (*And what for. For a girl that doesn't care twopence for him*) is the reason for sarcasm. Verbalization of this tactic, which actualizes such qualitative features of pessimism as 'negative expectations', 'hopelessness', 'despair', 'dissatisfaction', 'frustration', takes place due to 1)...Gabriel continued the use of the indefinite article before proper nouns (*a Mrs. Anthony*), the repetition of which (*a Mrs. Captain Anthony*) enhances negative assessment and indicates the desire of the speaker to discredit the object of his utterance; 2) the use of lexical units with positive semantics (*very pleasant, extremely pleasant, delightful, charming*); 3) the repetition of the lexeme *family* and the use of synonyms *event* і *party*; 4) nominative sentences (*A little family event. Delightful. A charming family party*); 5)...Gabriel continued the use of hyperbole (*We three against the world*).

The strategy for manipulation allows a pessimist to achieve a communicative goal by implicit means. Manipulation, as a concealed psychological impact on the interlocutor, is aimed at addressee's performing specific actions in favour of a speaker. Whereas an interlocutor does not guess about real intentions of a manipulator, all manipulative communication techniques are a violation of the maxim of quality by G.P. Grais. The strategy for manipulation that is used by a pessimist in situations where an explicit impact does not allow to achieve the desired result and is unproductive or inappropriate, is realized by a number of tactics: the negative evaluation of the interlocutor, psychological pressure, imposing of the subjective point of view, warning, criticism, playing on the emotions of the interlocutor and complaints.

Using the **tactic of the negative evaluation of the interlocutor**, a pessimist tries to evoke in

an addressee subconscious self-dissatisfaction, which can serve as a cause of pessimistic mood. This way a pessimist tries to force an addressee to experience inferiority complex. Illocutionary goals of such speech acts are the changes in the psychological state of the addressee by generating doubts and uncertainty as well as the change in behavior, emotional state and worldview. Language markers of this tactic are determined by the conditions of a particular communicative situation. For example:

“Of course,” he said, “it could be the foul light in here – and certainly I don't want to sound pessimistic – but damn me, lad, I've never seen you looking so grey and – “

“And old?” asked Hero, as Wanderer paused in midsentence [Lumley : 172].

In this extract the analyzed tactic (*I've never seen you looking so grey and –*) is the cause of the negative self-esteem of the interlocutor (*And old?*). Although the pessimistic communicant tries to deny the pessimistic implications (*I don't want to sound pessimistic*) and mitigate the incompatibility of communication using the modal verb (*could*) and modal words (*of course, certainly*), as well as to create an impression of informality of communication (*but damn me, lad*), the negative assessment of the interlocutor still reaches its goal. The addressee is ready to attribute to himself the imaginary fallacies, which indicates the change in his psychological state.

The communicative **tactic of psychological pressure** is an instrument of hidden impact in order to create the emotional tension, which evokes anxiety, uncertainty and depression in an interlocutor. Pessimist creates psychological discomfort and presses on weaknesses of the interlocutor in order to increase the level of negative expectations of the latter. This tactic is achieved by multi-level linguistic means (constatives and assertives, rhetorical questions, lexical units with negative-evaluative semantics). For example:

“How bad can it get?” she asked in dismay. “What now?” Marionette sighed in despair.

“Well, you know,” he sounded pessimistic, “people in distress come out with all sorts of things to justify their grief; wild tales to validate happenings that they can't rationalise? Well,” he continued, “here's a wild one for you; Josie Fielder reckons that Jillis Kueller, the new boss, caused Jim-Jim to have a heart attack” [Peters : 621].

Applying the tactic of psychological pressure, the pessimist confirms and enhances the negative expectations of the interlocutor. Being aware of his weak places, such as uncertainty, anxiety, distrust (*How bad can it get?*) she asked in dismay. “What now?” *Marionette sighed in despair*, the pessimist deliberately seeks to change the psychological and emotional state of his interlocutor (*here’s a wild one for you*), thus trying to take a situation under control. In cases of pessimism as a situational phenomenon, this communicative behavior is determined by the conditions of the communicative situation. The markers of the analyzed tactic within the given excerpt are: linguistic units with negative- evaluative semantics *distress* (-1), *grief* (-1,5), *a heart attack* (-1); the technique of exemplification (*Josie Fielder reckons that Jillis Kueler, the new boss, caused Jim-Jim to have a heart attack*); rhetorical question (*wild tales to validate happenings that they ca’t rationalise?*); the phonatory non-verbal component of communication (sounded pessimistic).

The communicative **tactic of imposing of the subjective point of view** is an intensive means of hidden influence, by which a pessimist tries to force the interlocutor to perform certain actions. Focusing on his/her own feelings, beliefs and desires, neglecting the interests of others, the pessimist actively implements this tactics, using a wide range of verbal and non-verbal means. For example:

“I say, I’m sorry you’re upset, Aunt Louisa,” he said. “But it’s no good my being ordained if I haven’t a real vocation, is it?”

“I’m so disappointed, Philip,” she moaned. “I’d set my heart on it. I thought you could be your uncle’s curate, and then when our time came – after all, we can’t last for ever, can we? – you might have taken his place.”

Philip shivered. He was seized with panic. His heart beat like a pigeon in a trap beating with its wings. His aunt wept softly, her head upon his shoulder [Maugham].

In this excerpt the pessimist uses his family status and technique of obligations and expectations with the aim of hidden domination and changes in the behavior of the interlocutor. The use of partial pessimistic self-characterization (*I’m so disappointed*), which is accompanied by a respiratory non-verbal component of communication *moaned*,

promotes the production of pessimistic tonality. Expressing a subjective opinion, the pessimist reproaches the interlocutor and tries to evoke a pang of guilt in him (*I thought you could be your uncle’s curate, and then when our time came – after all, we can’t last for ever, can we? – you might have taken his place*). The means of verbal realization of this technique are: metaphor (*I’d set my heart on it*), modal verbs (*could, might*), disjunctive rhetorical question (*after all, we can’t last for ever, can we?*). The interrupted sentence and use of the respiratory and kinesic non-verbal components of communication (*His aunt wept softly, her head upon his shoulder*) indicate the unstable emotional state of the pessimistic communicant.

The communicative **tactic of warning** shows the intention of a speaker to change the behavior of an interlocutor by verbalization of qualitative features of pessimism, the dominant one is “negative expectations”. Presupposing the negative course of events, a pessimist warns an interlocutor against performing certain actions. The effectiveness of this tactics is determined by involvement of various linguistic means. For example:

After some time Dual finally and reluctantly turned to Legitt. “We are not going to find it. We’re just not,” he said dejectedly. “The planet is just too big. We’re trying to find a single structure or person on something as vast as a planet’s surface. We wouldn’t be able to find one on any of the other planets, and it’s got to be at least four times the size,” Dual continued pessimistically [Drabble : 262].

This extract contains speech acts, which are aimed at 1) expression of the pessimistic mood of the addressee caused by external reasons 2)...Gabriel continued change in the behavior of the addressee as a result of the importance of the pessimist’s arguments. Such qualitative features of pessimism as ‘negative expectations’, ‘unbelief’, ‘disappointment’, ‘depression’ are verbalized in this excerpt. The verbal means of implementing the tactic of warning are: the subjunctive mood (*We wouldn’t be able to find one on any of the other planets*), modal expression *to be going to* (*We are not going to find it*); the technique of contrast, the basis of which is the opposition of lexical units *single – vast, structure or person – planet’s surface* (*single structure or person on something as vast as a planet’s surface*). Silence (*After some time*), kinesic pantomymic (*finally and reluctantly*

turned to Legitt) and phonatory (*said dejectedly, continued pessimistically*) non-verbal components of communication contribute to the formation of pessimistic tonality.

The purpose of the communicative **tactic of criticism** is the production of subjective negative judgment for the sake of effective influence. A critical pessimistic utterance is designed to change an addressee's self-esteem and evoke a subconscious desire to do as a pessimist wants. To implement this tactic a pessimistic communicant involves a wide range of verbal and non-verbal means, the choice of which is determined by the conditions of a particular communicative situation. For example:

Eric leaned into the man with his fist clenched. In despair, the young man packed up the case, turned away, and walked toward the door. The panic of missing out on a good deal hit; I asked Eric for today's wages.

Eric looked at me pessimistically. "Are you really going to buy that piece of crap?" [Benner : 127].

In this example the pessimist's mistrust is verbalized by the general question with the specifying adverb *really* and the expression with modal meaning *to be going to*. At a non-verbal level it is accompanied by an oculesic non-verbal component of communication, nominated by the phrase *looked pessimistically*. This model of critical pessimistic utterance implicates negative expectations with the aim of their implementation in the consciousness of the interlocutor and changes in his behavior.

The communicative **tactic of playing on the emotions of the interlocutor** is the instrument of influence, the basis of which is desire to manipulate one's emotions. Pessimistic utterance as an emotional trigger aims to change the psychological and emotional state of an interlocutor. Pessimistic communicant seeks to obtain psychological support, which can vary from empathy to a complete change of worldview, forcing the addressee to share his pessimistic views or sad mood. For example:

"To a delightful dinner," said Melodie. (She beheld him in the candlelight.) "Salud!"

"Yes, and to washing down my difficulties," Adam said pessimistically [Messenger].

This communicative situation (giving toasts), the structure of which suggests romantic relationships between communicants, is an example

of the communicative behavior of a passive pessimistic manipulator, whose purpose is to shift the burden of his problems to other people. He does it so as not to cause their irritation. Feeling the romantic mood of the interlocutress (*To a delightful dinner, candlelight, Salud!*), the pessimist finds the opportunity to remind her about his problems and change the direction of the dialogue. The expression of consent (*Yes*), syntactic parallelism (*To a delightful dinner – to washing down my difficulties*), pessimistic tone (phonatory non-verbal component of communication *said pessimistically*) and lexical units with a negative-evaluative component *difficulties* (-0,5) are those means that realize the tactic of playing on the emotions of the interlocutor in this extract.

The communicative **tactic of complaints** as the component of the strategy for manipulation in pessimistic discourse is aimed at evoking a sense of guilt and empathy, as well as the desire of a pessimistic communicant to shift their problems to other people. Exaggerating troubles and intensifying emotiveness of the utterance, a pessimist uses the contrast to "I" – "they", pessimistic self-characterization, a number of stylistic means, the use of which is determined by the conditions of a particular communicative situation. For example:

"Poor Priscilla."

"I can't stand that man. And I can't stand her either. They didn't really want me there at all, they didn't care about me really to help me, it was just part of a game, it was like a joke."

"You're right there."

"No."

"She said a doctor was coming but he didn't come. I feel terrible, I think I've got cancer. Everyone despises me, everyone knows what's happened to me" [Murdoch].

In this excerpt the pessimistic communicant tries to influence the interlocutor with the help of complaints and to evoke sympathy for oneself. The pessimist openly demonstrates and exaggerates his helplessness and vulnerability. The realization of the analyzed tactic takes place with the help of 1) partial pessimistic self-characterization (*I feel terrible, I think I've got cancer*); 2) opposition "I" – "they" (*I, me – they, she, her, that man, everyone*); 3) words with negative-evaluative component *terrible* (-1,5), *cancer* (-1,5), *despise* (-1,5); 4) parallel structures (*I can't stand that man. And I can't*

stand her either; They didn't really want me there at all, they didn't care about me really to help me; Everyone despises me, everyone knows); 5) comparison (it was like a joke).

As a person with low conflict intensity, a pessimist due to his/her passivity does not go beyond the first level of conflict development, namely, temporary collisions or confrontations. We have found out that the **confrontational potential** of a pessimistic communicant is realized mainly in situations that require activities, rapid decisions and cause changes in the usual way of life. The confrontational tactics are: the tactic of refusal, disagreement, accusation, inducement to the action, appeal to negative experience.

The responsive communicative **tactic of refusal** is determined by the egocentric volitional component of pessimist's consciousness. "The will of the speaker – the author of the refusal – is realized by reluctance to fulfil the addressed action or refusal from the interests imposed on him" [Odarchuk : 14]. Increasing the confrontation between partners, the refusal contributes to their distancing and clarifying the relationship, which leads to confrontation and discord in communicative interaction. The communicative tactic of refusal is realized by negations, assertive speech acts as the utterances of refusal, which express the negative volitional state of a pessimistic communicant. For example:

"Can't you stop?" Jurgis cried.

"No," she answered, "I'll never stop. What's the use of talking about it – I'll stay here till I die, I guess. It's all I'm fit for." And that was all that he could get her to say – there was no use trying. When he told her he would not let Elzbieta take her money, she answered indifferently: "Then it'll be wasted here – that's all." Her eyelids looked heavy and her face was red and swollen; he saw that he was annoying her, that she only wanted him to go away. So he went, disappointed and sad [Sinclair].

This pessimistic utterance of refusal expresses psychoemotional negative attitude of partners to each other and to unfavorable external circumstances. The refusal in this extract is realized by the word *No* and the negative adverb *never* (*I'll never stop*). Negative expectations, hopelessness and disbelief of the pessimist (*What's the use of talking about it – I'll stay here till I die, I guess. It's all I'm fit for*) as triggers of refusal contribute to

the loss of mutual understanding between interlocutors. Indifference, apathy and loss of interest are actualized by phonatory (*answered indifferently*) and mimic (*Her eyelids looked heavy and her face was red and swollen*) non-verbal components of communication.

The responsive communicative **tactic of disagreement** emphasizes the discrepancies in the views of the interlocutors on certain external circumstances. Confrontation, which is realized by this strategy, is soft due to the dysthymic accentuation of pessimistic communicant. That is why the disagreement with the interlocutor is partial, sometimes demonstrative, and is accompanied by the actualization of such qualitative features of pessimism, as 'doubt' and 'uncertainty'. In speech pessimistic discourse disagreement is expressed by negation. For example:

"I agree, Governor. Perhaps our teamwork on this matter will translate into something more momentous ..., say, a diplomatic relationship between your Empire and my Federation."

"Perhaps," Thul replied pessimistically, "but I would not place a very large wager on the possibility. My Empire is – shall we say – a good deal more insular than I am" [David : 1029].

In this example the status-role relations of communicants restrain confrontation from continuing as a conflict. The principle of negative politeness, aimed at preserving the interlocutor's negative face in situations of official interaction, performs a preventive function [Brown 1987 : 62]. The means of implementing the communicative tactic of disagreement are: the lexical unit denoting doubt and uncertainty *perhaps*; conditional mood (*I would not place*); the adversative conjunction *but*, which helps to balance the semantics of negation; the phraseological unit denoting risk *to place a wager on*.

The communicative **tactic of accusation** in pessimistic discourse is the means of the escalation of confrontation. The attribution guilt to an interlocutor and the detection of their inappropriate intentions, qualities and actions presuppose the violation of the maxims of tact and generosity, which leads to the discord in the interaction. The realization of this tactic takes place both on verbal and non-verbal levels, which is determined by the conditions of communicative situation. For example:

He became articulate suddenly, and, without raising his voice, perfectly audible. "No use! No use! You dare stand here and tell me that – you white-faced wisp, you wreath of mist, you little ghost of all the sorrow in the world. You dare! Haven't I been looking at you? You are all eyes. What makes your cheeks always so white as if you had seen something ... Don't speak. I love it ... No use! And you really think that I can now go to sea for a year or more, to the other side of the world somewhere, leaving you behind" [Conrad 2008 : 101].

The accusations expressed by the pessimist are subjective evaluative utterances that require justifications or explanations from the interlocutor. This tactic is realized by the technique of negative assessment of the interlocutor's actions (*You dare stand here and tell me that, You dare! And you really think that I can now go to sea for a year or more*). Syntactic repetitions (*No use! No use!*), metaphors (*you white-faced wisp, you wreath of mist, you little ghost of all the sorrow in the world*), rhetorical questions (*Haven't I been looking at you?*), comparison (*What makes your cheeks always so white as if you had seen something*), pauses (*... Don't speak. I love it ...*), the use of phonatory non-verbal component of communication (*He became articulate suddenly, and, without raising his voice, perfectly audible*) emphasize the emotional state of the pessimist in the situation of confrontation.

Intention to control the situation and low self-esteem encourage a pessimist to choose a communicative **tactic of inducement to the action**, which in the situation that requires active actions can be the cause of escalation of confrontation. The conflict of interests of interlocutors is the basis for the application of this tactic, which is implemented by orders, reproach and exaggerated emotionality. For example:

She leaned slightly over the little table, the same little table at which they had sat when they first met each other; and with no other memories but of the stones in the streets her childhood had known, in the distress of the incoherent, confused, rudimentary impressions of her travels inspiring her with a vague terror of the world she said rapidly, as one speaks in desperation: "You do something! You are a gentleman. It wasn't I who spoke to you first, was it? I didn't begin, did I? It was you who came along and spoke to me when I was standing

over there. What did you want to speak to me for? I don't care what it is, but you must do something." Her attitude was fierce [Conrad, 2017].

The speaker urges the interlocutor to the action by direct command (*You do something! ...but you must do something*) and reproach, verbalized by rhetorical questions (*It wasn't I who spoke to you first, was it? I didn't begin, did I? What did you want to speak to me for?*) and syntactic structures with emphatic *it* in the function of the formal subject (*It was you who came along and spoke to me when I was standing over there.*). Non-verbal components of communication (kinesic pantomimic – *She leaned slightly over the little table* and phonatory – *she said rapidly, as one speaks in desperation*) are the means of enhancing emotional tension (*in the distress of the incoherent, confused, rudimentary impressions of her travels inspiring her with a vague terror of the world*). They indicate the qualitative features of pessimism in the situation of confrontation.

The communicative **tactic of the appeal to negative experience** verbalizes pessimism as an attributive style. Negative experience of a pessimistic communicant forms negative expectations, the realization of which violates the maxims of mode and quality of the principle of cooperation and, accordingly, mutual understanding between interlocutors. Verbalization of this tactic takes place due to the use of declarative sentences with the predicate, expressed by the verb in one of the forms of the Past Tense. For example:

But Marija only shook her head. There was nothing else for her to do, she said, and nobody to employ her. She could not keep her past a secret – girls had tried it, and they were always found out. There were thousands of men who came to this place, and sooner or later she would meet one of them. "And besides," Marija added, "I can't do anything. I'm no good – I take dope. What could you do with me?" [Sinclair].

By accentuating her negative experience (*She could not keep her past a secret – girls had tried it, and they were always found out, There were thousands of men who came to this place*) and personal failures (*I'm no good – I take dope*), the heroine expresses negative expectations (*There was nothing else for her to do, she said, and nobody to employ her; sooner or later she would meet one of them*) and disappointment (*I can't do any-*

thing). This indicates her inability to take her own life under control, and, as a consequence, causes the interlocutor's counteraction. This tactic is realized by the use of predicate-verbs in the Past Indefinite and Past Perfect Tense Forms (*could not keep, had tried, were always found out, were, came*).

Conclusions. The choice of non-cooperative strategies and tactics is determined by typological peculiarities of pessimism as a dispositional (com-

municative strategies of negative self-expression and manipulation), attributional (communicative strategies of negative self-expression and confrontation) and situational (communicative strategies of manipulation and confrontation) phenomenon.

With all the findings, the current study needs to be further developed. The prospects touch upon the investigation of the phenomenon of pessimism in linguocultural aspect.

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**ДИСКУРСНА СПЕЦИФІКА НЕКООПЕРАТИВНИХ
СТРАТЕГІЙ КОМУНІКАНТА-ПЕСИМІСТА**

У статті виявлено, що основою песимістичних дискурсів, які дисгармонізують взаємини між комунікантами, є некооперативні комунікативні стратегії. Песимістичний дискурс розглядаємо як особистісно-орієнтований тип дискурсу, який передбачає наявність комунікативної ситуації реалізації песимізму мовця. Він представлений комплексною системою лексичних, фразеологічних, синтаксичних, стилістичних і прагматичних засобів репрезентації песимістичного світобачення мовця й характеризується своїми власними цілями, стилем, тональністю та комунікативними стратегіями.

Серед жорстких некооперативних стратегій виокремлено стратегії негативного самовираження, маніпулювання та конфронтації. Стратегія негативного самовираження реалізується тактиками афектації, демонстрації негативних очікувань, демонстративної самокритики, самозвинувачення, самоприниження, нарікання, сарказму. З-поміж тактик стратегії маніпулювання виокремлено тактики негативної оцінки співрозмовника, психологічного тиску, нав'язування суб'єктивної думки, попередження, критики, гри на емоціях співрозмовника, нарікання. Серед конфронтативних тактик виокремлено тактики відмови, незгоди, звинувачення, спонукання до дії, апеляції до негативного досвіду. Вербальними маркерами стратегій та тактик, що ними послуговується комунікант-песиміст, є лексико-семантичні, синтаксичні, стилістичні та прагматичні засоби.

Доведено, що вибір стратегій і тактик визначається типологічними особливостями песимізму як диспозиційного (комунікативні стратегії негативного самовираження, маніпулювання), атрибутивного (комунікативні стратегії негативного самовираження та конфронтації) та ситуативного (комунікативні стратегії маніпулювання та конфронтації) феномену.

Ключові слова: комунікативна поведінка, песимістичний дискурс, комунікативна стратегія, комунікативна тактика, некооперативна стратегія, комунікант-песиміст.

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