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| **Glossary of Power Terms…** | | |
| **Term** | **Example** | **Effect** |
| Instrumental power – power exercised within a hierarchy |  |  |
| Influential power – power achieved by persuasion |  |  |
| Personal power (Wareing 1999) – power linked to roles and occupations |  |  |
| Social power (Wareing 1999) – power linked to place in the society (age, gender etc) |  |  |
| Political power (Wareing 1999) – power linked to politicians, lawyers etc |  |  |
| Power Assymetry – where there is a clear difference in the power between speakers |  |  |
| Powerful participant and less powerful participant |  |  |
| Formulation - powerful speakers rewording utterances of another to keep control |  |  |
| Positive Face – your wish to keep your self esteem. Face Threatening Acts - criticism |  |  |
| Negative Face – your desire not to be bothered.  FTA – a request for something |  |  |
| Positive politeness – (Brown and Levinson) – compliments, encouragement, being full of thanks |  |  |
| Negative politeness (Brown and Levinson) – offering choices, being indirect, being apologetic, hedging |  |  |
| Repressive discourse strategy – indirectly maintaining power |  |  |
| Oppressive discourse strategy – overtly exercising power |  |  |