

Turn-Taking Strategies of Conversation in Warren Edward Buffet Interview on Squawk Box Business News

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ABSTRACT

Conversation is a human daily activity that involves the speaker shift. The basic pattern of talk to get shifting is "A-B-A-B-A-B". Turn-taking strategies is necessary elements in conversation. Therefore, the researcher is interested in analyzing turn-taking strategies. The research problems are: 1) What types of turn-taking strategies are used by the participants in interview with Warren Edward Buffett on *Squawk Box Business News*, 2) How are the allocation of turn-taking strategies in interview with Warren Edward Buffett on *Squawk Box Business News*? This research used qualitative descriptive method. This research used the theory from Stenstrom, (1994) and Sacks et al., (1974) to answer research problems. The research findings showed that 62 data of turn-taking strategies types in this research were taking the floor (45 data) divided into starting up (15 data), taking over (9 data), and interrupting (13 data). In addition, there were holding the floor (13 data) and Yielding the floor (17 data) divided into prompting (7 data), appealing (5 data), and giving up (5 data). Moreover, the findings data for the turn-allocation of turn-taking strategies were the technique of current speaker selects next speaker (28 data) and for next speaker self-select technique (34 data). Turn-taking types help conversation flow smoothly. Especially taking the floor strategies. It means every participants in conversation has a cooperative role. Beside, many participants did not wait for Turn Relevance Place (TRP) to have turns. Instead, they preferred to take turn by using the self-selection allocation. Much better, for participants in interview just wait for interviewee gave the turn.

Keywords: Conversation analysis, turn-taking strategies, the turn allocation, pragmatics, interview.

INTRODUCTION

Conversation can mean that people are talking with each other and as a form of sociability. It can be used to indicate any activities of interactive talk (Have, 2007, p. 4). Therefore, to achieve a successful conversation, it needs a turn or a pattern of talk between speaker and listener. According to Yule (1996, p. 71) that the structure of an exchange or conversation the primary way is "A-B-A-B-A-B".

This basic structure's meaning is that every person involved in a conversation has the right to speak and listen to their particular turn to flow smoothly. Many things happen in conversation, some speakers obey the rules in conversation, but some break it. The participants sometimes know when they have to talk and when they have to listen to the current speaker, so the conversation is going smoothly. It is a kind of everyday phenomenon in human interaction. These all phenomena are studied in Conversation Analysis (CA).

Conversation Analysis (CA) is an approach within the social sciences that can describe, analyze, and understand talk as a fundamental and constitutive feature of human social life (Sidnell, 2010, p. 1).

One of the approach study of human interaction is conversation analysis (CA). The scope of conversation analysis is about the talk in interaction, and how it is organized, how people coordinate their talk in interaction and characterized by how talk is produced. The comprehensive meaning of talk is that the conversation participants are seen as mutually orienting and collaborating to achieve meaningful communication (Wooffitt, 1998, p. 1).

Turn-taking is the ability of knowing the turn to speak in conversation, there are some rules that has been proposed by many linguists, but in the contrary those rules are not written. Language users society will consider if in conversation whether the listener or speaker does not give opportunities of turn-taking to the others, it seems that person is impolite and less of respect to others. Therefore, turn-taking is necessary to be studied in social interaction to avoid all of those things.

Turn-taking can appear anywhere, it could be in the usual conversation, debate, talk-show, podcast, interview and etc. It makes many researchers are interested in doing the research toward turn-taking. This research focuses on turn-taking analysis and this research uses interview video as the object. This research uses an interview with Warren Edward Buffet on Squawk Box Business News. Therefore, the researcher is interested to conduct this research entitled "Turn- Taking Strategies of Conversation in Interview with Warren Edward Buffet on Squawk Box Business News."

LITERATURE REVIEW

Pragmatics

Some of the essential early CA papers were published in the linguistics field, such as Semiotica and Language. At that time, some linguists realized that CA was indeed exciting work to be explored in the language area because it had not been studied in any depth before (Have, 2007, p. 51). Conversation Analysis (CA) and linguistics have a connection, so the only linguistics field that seems appropriate with language use is pragmatics. One of the pragmatics definitions that pragmatics is studying how to get more communicated than is said. The study of conversation analysis uses a pragmatic approach to reveal the unsaid.

As stated earlier, human use language as a tool to communicate. Still, in conversation, it involves a language and other than a language such as eye gaze, body posture, and silences (Liddicoat, 2007, p. 1). Pragmatics reveals how the unsaid things (eye gaze, body posture, and silence) must recognize as part of what is communicated in a conversation. Yule (1996, p. 3) mentions about pragmatics definition, which is divided into four essential points; those points are, pragmatics is the study of speaker meaning. Pragmatics is concerned with the study of meaning as communicated by a speaker (writer) and interpreted by a listener (or reader). Pragmatics is the study of contextual meaning. This type of study necessarily involves interpreting what people mean in a particular context and how the context influences what is said. This contextual meaning is related to whom the speaking is talking to, also where it takes place, and when, and under certain circumstances.

Conversation Analysis

Conversation is one of the kind of language usage. The pragmatics aspect can be seen in conversation, because the pragmatics concepts is tied to conversation as the language usage. The root of conversation analysis (CA), it comes from the term of ethnomethodology. This term is a study of making a balance situation where they communicate or a method in which the group of people conduct conversation. Conversation analysis (CA) is a way to conduct social research in which investigates the talk organization to make the participant collaborate each other in order to get the natural form of social interaction.

Conversation Analysis (CA) and linguistics have a connection, so the only linguistics field that seems appropriate with language use is pragmatics. One of pragmatic definitions stated that pragmatics is studying how to get more communicated than is said. The study of conversation analysis uses a pragmatic approach to reveal the unsaid. As stated earlier, human use language as a tool to communicate. Still, in conversation, it involves a language and other than a language such as eye gaze, body posture, and silences (Liddicoat, 2007, p. 1). Pragmatics reveals how the unsaid things (eye gaze, body posture, and silence) must recognize as part of what is communicated in a conversation.

Based on Wooffitt (Wooffitt, 1998, p. 13) . CA is the study of talk, and CA discovers the situation of conversation, especially how the participants in conversation understand and respond to other participants in their turns to talk. Many things happen in conversation, the conversation will not go smoothly, but sometimes it flows smoothly. Those situations become the scope of conversation analysis. Each of its conditions has its terms, for instance, turn-taking, adjacency pairs, sequence, repair, backchannel, overlapping, and so on. This research focus merely on turn- taking.

Turn-Taking Strategies

To communicate successfully, people who involved in the conversation have to agree and follow specific rules of interaction. Wei-dong (2007) develops that the rule here is the crucial concept in linguistics interaction is called turn-taking. According to Levinson Levinson (1983, p. 296) the basic finding in conversation is turn taking. The turn-taking patent is A, talks, stop; another, B, starts, talks, stops. Therefore it produces an pattern A- B- A-B-A-B.

Anna-Brita Stenström is a Norway Linguist. She concerns with pragmatics, sociolinguistics, discourse analysis, and corpus linguistics. The idea of turn-taking has been written by herself in her book “An Introduction to Spoken Interaction”. In everyday conversation, it invokes between the speaker and listener. Speaker and listener must pay attention to each other in order to get smooth speaker-shifts. Stenstrom (1994) classifies turn-taking into many types.

Turn-taking concerns on how the participants manage and take their turn to speak in conversation. Turn- taking is the ability of knowing the turn to speak in conversation, there are some rules that has been proposed by many linguists, but in the contrary those rules are not written. Language users society will consider if in conversation whether the listener or speaker does not give opportunities of turn- talking to the others, it seems that person is impolite and less of respect to others. Therefore, turn-taking is necessary to be studied in

social interaction to avoid all of those things.

There are three turn-taking types: taking the floor, holding the floor, and yielding the floor. Those strategies will be explained below.

a. Taking the Floor

The participants who will begin the conversation need to initiate or bring the topic into conversation. Stenstrom divides it into three categories, there are; starting up, taking over, and Interrupting. Starting up means the speaker did not prepared about the utterance. They will make the hesitant start. Hesitant start can be classified into two, the first is verbal fillers, for example like, well, you know, I mean etc. While the second is filled pauses for example like *am*, *ə:m* etc. The function of the filled pauses and verbal filler is to give a speaker a little bit time to think about what will they are going to talk. Taking over can mean when the current speaker has finished the turn, it is followed by a listener's response. The listener gives a comment or answers to what the current speaker has asked or stated. When the listener takes the turn or responds to the current speaker, she or he could take the turn by an uptakes (yeah, no, yes, ah, well, and oh) or a link (and, but, and so) (Stenstrom, 1994). Uptakes usually occur in response. The listener receipts of what the current speaker said and then evaluated it before going on. The uptakes are usually triggered off by an appeal from the current speaker's turn. Interrupting which means the violation of turn-taking conversation. Interrupting happens when another speaker does not want to wait until the TRP time (Transition Relevance Place). There are some devices that people usually use to interrupt the turn. Stenstrom divided into alert and metacomments. Alerts are intended to attract the other party's/parties' attention. Therefore, it would be uttered louder and in a higher pitch. The example of alerts are (Hey, listen. look). The second device to interrupt is metacomments. It is a polite way to interrupts someone's turn. It is a polite way because by using meta comments, it will not offend the current speaker. Meta comments usually use in formal situations, such as business meetings and serious discussion. The example of meta comments are (can I just tell ..., can I say something about this, could I halt you there, may I halt you, let me just ..., etc) (Stenstrom, 1994).

b. Holding the Floor

Holding the floor means to carry on talking. Holding the floor happens when the speaker or the interviewer cannot control or hold the turns all the time, whereas it is difficult to keep on talking and planning what to say simultaneously. Therefore, the speaker or the interviewer can carry on talking by using these four devices. There are a few ways that speaker could do to hold the floor. The first filled pause and verbal filler. The forms of the filled pause and verbal filler is like *em:*, *ahh:*, *a:*, etc While silent pause is one of the turn-holder. Its indicated to the listener to wait until the current speaker has finished talking. A silent pause is placed in a syntactic and semantically strategic place. Therefore the listener knows that the turn is not complete, and there are more

words to come out from the current speaker's turn. The next one is lexical repetition. Lexical or word repetition happens when the speaker tries to hold the turn by using at least a single word for many times. The last one is new start. It means to avoid getting completely lost the best solution is to make a new start or it can be mean the speaker chance the topic of the conversation.

c. Yielding the Floor

Yielding the turn means the speaker has to give away the turn. The speaker may even appeal to the listener for a response. Stenstrom divided this Yielding turn into three parts. Prompting strategy, the speaker could make prompting to make the participant respond, so they automatically turn into turn- yielders. The speaker also could make a prompting to invite, offer, greetings, questions, and apologize. Appealing Strategy means that the speaker gives the listener a clear signal to make some kind of feedback, such as question tags, all right, ok, you know, you see. Giving up strategy means that the speaker thinks that there is no more to say, and it is time for the listeners to give some responses. Another reason the speaker gives up the turn is when there is no more information to share in the speaker's mind. There is a pause and a long pause. Then it's time for the listener to say something or to take the turn.

The Allocation of Turn- Taking Strategies

Harvey Sacks as the founder of conversation analysis (CA) (Mey, 2001, p. 139) says that the basic unit of the conversation is the "turn". A turn is a shift in the direction in order to flow the speaking as normal conversation. A conversation is a turn- organized activity, and there are ways for participants to transition from the current speaker to a next (Sidnell, 2010, p. 168). To achieve successful conversation and without missing any information, here are the set of procedures based on Sacks' theory, in which the participant must follow these procedures in their conversation. Sack, Schegloff and Jefferson (in Liddicoat, 2007, p. 63) declare about the rules in conversation into two basic rules that will be described as follow:

a. Current Speaker Select Next Speaker

When a current speaker selects the next speaker, a question as the form of talk could be used to select the next speaker. In addition, by using the address term such as the pronoun (you) and a name could be used to select.

b. Next Speaker Self-Selects

Self-selection occurs when a participant becomes the next speaker, but this person did not appear in the previous talk, and no one has selected.

RESEARCH METHOD

The researcher used descriptive qualitative method in analyzing turn-taking. The qualitative method means understanding the meaning of individuals or groups ascribes to a social or human problem. Also, this approach aims to describe systematically about the phenomena. This research involves the researcher to make interpretations of the meaning of the data finding (Creswell, 2014). Therefore, this research used descriptive qualitative method to analyze the turn-taking strategies in an interview with *Warren Edward Buffett on*

Squawk Box Business News. One of the techniques of collecting data in qualitative research is document analysis. According to Frey (2018), document analysis is a form of qualitative research that uses a systematic procedure to analyze documentary evidence and answer specific research questions. The data were taken from the participants' utterance in interview with Warren Edward Buffet which appear in video interview.

First, the data transcript before the researcher explain it in detail. This transcription system is well suited to a detailed analysis of talk. It has proved to be both a robust and useful tool for understanding how language is used in social interaction. The aim of transcribing is to represent the utterance in spoken form into written form. It is familiar with conversation analysis to use the transcription system that Gail Jefferson introduced. Therefore, the researcher transcribed some utterances and gave a transcription to the finding data based on Jefferson's transcription system.

RESULT AND DISCUSSION

The researcher found many types of turn-taking strategies in the Interview with Warren Edward Buffet on *Squawk Box Business News*. Therefore, the research findings are showed in the table of data below:

No	Types of Turn Taking	Data
1.	Taking The Floor	
	a) Starting Up	15
	b) Taking Over	9
	c) Interrupting	8
2.	Holding The Floor	13
3.	Yielding The Floor	
	a) Prompting	7
	b) Appealing	5
	c) Giving up	5
TOTAL		62
The Allocation of Turn-Taking		
1.	Current Speaker Select Next Speaker	28
2.	Next Speaker Self-Selects	34
TOTAL		62

Table 1. *Types and the Allocation of Turn Taking Strategies in Interview with Warren Edward Buffet on Squawk Box Business News*

The researcher analyze the data by using the theory from Stenstrom, which said that the types of turn-taking strategies is divided into three categories, there are: taking the floor, holding the floor, and yielding the floor. On one hand, the researcher also analyze the data by using the theory from Sack (1974) about the allocation of turn- taking.

a. Type of Turn-Taking
Strategies Taking the Floor
Datum 1

BECKY : You know, we're just coming out of this story about Las Vegas. And– while unfortunately it seems that – we as a nation are becoming more and more inured to– to hearing about shooting stories, this one is different in the scale, in the scope of it, in the stories that are coming out right now.

Do you ((pointing)) have any reaction to what you heard?

WARREN: Well, you– you never forget or inure to this. em (0.2) And– the one thing I would say is that I– (0.2) I heard that (0.2) shooter got off 200 rounds in 90 seconds or something like that.

According to the utterance above, it is including to the type of turn-taking strategies of taking the floor especially in specific type of clear start or starting up. It can be classified into that type because of it can be indicate in the word "Youknow" in Becky first utterance. Not only Becky who takes the turn by using the filler of "Well".

Datum 2

BECKY : =I was going to say, it's been years that you've been talking about how– ə:m this is in relation to gravity, and pulling the market down, and how it's not happening here=

WARREN : =Yeah, interest rates are gravity. >If– if we knew interest rates were gonna be zero< from now till judgment day, you know, you could pay a lotta money for any other as(h)set.

The utterances above includis to the type of turn-taking strategies in taking the floor type, specifically in the sub-class starting up. The above utterances are the conversation between Becky and Warren. For Becky's utterances, she starts the turn with a clean start because she does not use any kind of verbal filler or filled pause at the first her turn, but Becky uses a filled pause in the middle of her turn. In addition, when Warren is about to start his turn, he uses the word "Yeah" to start his turn. When the speaker wants to start their turns, they could use many linguistics devices. However, the speaker also could mix that devices in one utterance, for instance, they use the word "well" to start the turn, but they also could use the filled pause or filler in their utterance in order to make the information will deliver clearly.

Holding The
Floor Datum 1

BECKY : ə:m I– I– I realize that interest rates are not something that you often think about other than on a very broad scale. You've also said that taxes aren't something that you think about other than on a very broad scale. **Is that the case this time around?**

WARREN: (0.1) Well, I think about them plenty right now because– ə:m we

may or may not have– a change in the tax code.

The utterances above are including to the type of holding the floor. It shows the conversation between Warren and Becky. To hold their turn, Becky and Warren use the lexical repetition. Warren uses the word "I" for twice, and Becky uses the word "I" also for three times".

Datum 2

BECKY : And did you talk to him at all about this– his testimony before Congress?

WARREN : ə:m I – I– I mean, he knows that I testified many years ago in connection with Salomon both to the House and the Senate. And I– I told 'em something of my experience. But it's all on tape in– in terms of being able to see i. Anyway ə:m – but I– I– I gave him– I– I told him what I would do. Hhh

The above utterance is including to the type of turn-taking in the type of holding the floor especially in the sub-class of filled pause and lexical repetition. Becky has the role as the first speaker, while Warren has the role as the listener. When Warren gives a response to Becky's utterance his role changes become the speaker. At the very first time of Warren's utterance, he uses the verbal filler of (em). Not only he uses the verbal filler but also the lexical repetition like in the word "I" for many time, like in the sentence "I-I-I mean".

Yielding the Floor

Datum 1

MELISSA: Yeah, Warren, I– I completely get your argument that a lot of companies don't actually pay– the going tax rate. But Wells Fargo, for instance, pays a tax that would be higher than the proposed corporate tax rate of 20%, **right?** Their effective tax rate

WARREN: (nodding)

MELISSA: as of the second quarter was 27% or so. So it would benefit. So broadly speaking, what do you think that tax rate to 20% would mean for the broader market? Would that mean– you know, a 5% increase in stocks? I mean– what's your estimate?

The utterance above is the conversation between Melisa and Warren. It is including to the kind of yielding the floor or appealing strategies. Appealing can mean that the speaker gives a clear signal to the listener. The signal to get the feedback, such as question tags, ok, all right, you know. Then the listener will give some kind of feedback. Melissa has a question to Warren. In the middle of her turn, she used the word "right?", by hoping Warren's feedback. Warren gives feedback by using body movement of head-nodding because he did not want to cut Melissa's utterance.

Datum 2

BECKY : >Two of the states that you just mentioned are states that have just been hit pretty hard by the hurricanes that came through<. Do you see

ə:m a blip on the screen for that? Is it something that's picking up? Or how – how do you work that?

JIMMY : //Hurricanes are obviously very unfortunate for the people involved.

From a business standpoint it does create – ə:m more business. There – there are homes that need to be – be rebuilt. There's new cars being sold, et cetera. So our business is up substantially in both Florida and in Texas.

According to the datum above, it is the conversation between Becky and Jimmy. Becky is the first speaker and Jimmy is the listener. It is including to the type of turn-taking in the type of yielding the floor. It is because when Becky asks a question that refer to Jimmy, it mean Becky needs the answer from the listener. Here the listener change the role become the speaker.

b. The Turn Allocation

Based on Sacks et al., (1974) the turn allocation is divided into two kinds, the first is current speaker selects next speaker and the second is the next speaker selection. Here are the representative data that will show the participants' turn allocation.

1. Current Speaker Select Next Speaker

Datum 1

BECKY : You know, we're just coming out of this story about Las Vegas. And (.) while unfortunately it seems that ə:m we: as a nation are becoming more and more inured to (.) to hearing about shooting stories, this one is different in the scale, in the scope of it, in the stories that are coming out right now. **Do you ((pointing)) have any reaction [to what you heard?**

WARREN: [Well, you – you never forget or inure to this. ə:m (0.2) And – the one thing I would say is that I – (0.2) I heard that (0.2) shooter got off 200 rounds in 90 seconds or something like that. And ə:m I think the Las Vegas metro police did an incredible job in – in getting there. I mean – when somebody's shooting at that rate – ə:m the police force may have saved maybe even hundreds of lives by reacting as fast as they did. But – em (0.2) you've got 325 million people in this country. And – and a certain percentage of 'em,

The above utterance is the conversation between Becky and Warren. Becky as the first speaker and Warren as the second speaker. The turn allocation of turn-taking strategies in that utterance is current speaker selects next speaker. Becky last utterance is “Do you ((pointing)) have any reaction [to what you heard?”, it can be indicated to selects next speaker because of the word “you” refers to Warren. Therefore, Warren must answer the question.

Datum 2

BECKY : < Is that ə:m – a market that makes sense to you? **Do:: valuations here make sense?**

WARREN: Well, the valuations (.) make sense— ə:m (0.3) with interest rates— ə:m where they are. I mean, in— in the end, you— you measure laying out money for an asset in relation to what you're going to get back. And the— and the number one yardstick is U.S. government.

The above utterance is the conversation between Becky and Warren. Becky is the first speaker and Warren is the second speaker. The turn allocation of turn-taking strategy in that utterance is the current speaker selects next speaker. It can be seen when Becky asks Warren a question and it contain of the object pronoun of “you” which refer to Warren to be the next speaker.

Datum 3

BECKY : The— the Fed has been sounding a little more hawkish. Even Janet Yellen has been sounding a little more hawkish. **Does that concern you? Or are people getting complacent thinking rates are going to be low for an extended period of time here?**

WARREN: Well, I think they expect 'em to increase. But the question is how much. I mean (0.2), if— if three years from now interest rates are 100 basis points (0.2) higher, then the stocks— stocks will still look cheap at these prices. If they're 300 or 400 basis points, they won't look cheap hhh. And— and Janet Yellen doesn't know what she would do three years from now.

Based on the datum above, the turn allocation of speaker- changing in that utterance is the current speaker selects next speaker. Becky is the first speaker and Warren is the listener. Warren will change the role to be the next speaker if he answer the question form Becky. Moreover, Becky asks him a question “**Does that concern you?**”, therefore Warren is going to be the second speaker.

2. Next Speaker Selection

Datum 1

BECKY : We are here this morning with Warren Buffett, the chairman and CEO of Berkshire Hathaway. And, Warren, we want to thank you very much for your time this morning.

WARREN : Thanks for having me.

The above utterance is the conversation between Becky and Warren. Becky is the first speaker and Warren is the second speaker. The allocation of turn- taking strategies in that utterance is including to the next speaker selection. It can be seen when Warren give a respond in the word “**Thanks for having me.**” He gives a respon to Becky's previous utterance.

Datum 2

BECKY : =I was going to say, it's been years that you've been talking about how— ə:m this is in relation to gravity, and pulling the market down,

and how it's not happening here=

WARREN :=**Yeah**, interest rates are gravity. >If– if we knew interest rates were gonna be zero< from now till judgment day, you know, you could pay a lotta money for any other as(h)set. You wou(h)ld not want to put your money on a zero. And (0.2) I would have thought back in nineteen– ə:m I mean, 2009 that (.) rates would not be this low– ə:m eight years later ə:m. But it's been a powerful factor.

Based on the utterance above, it is the conversation between Becky and Warren. The turn allocation of turn-taking strategies can be seen when Becky has done her utterance without asking a question to Warren, but Warren takes his turn directly by himself. It mean the speaker changing is determined by the next speaker selection.

Datum 3

WARREN

://£I'm already practicing.

KERNEN

: **Yeah, exactly.** You know I'm jealous–

ə:m envious. But– but I see– sometimes I see you do things where– I mean, I would– if I could buy Flying J, I wouldn't care if I ever made any money.

Based on the datum 7, it contains of the turn-allocation of turn-taking strategies with the allocation of next speaker selection. It is because Warren has already finish his turn Therefore, Kernen grabs his turn by being the next speaker.

CONCLUSION

This research discusses about the turn-taking strategies in the interview with Warren Edward Buffet on Squawk Box Business News. Interview is one of the example of human spoken interaction of conversation. In addition, there are many ways for the speaker to start the conversation. The research finding is divided into two part, the first one is the type of turn- taking strategies and the second one is the turn allocation in the turn-taking strategies. There are (62 data) that the researcher found in interview with *Warren Edward Buffet on Squawk Box Business News*. The types of turn- taking strategies there were (45 data) of taking the floor which divided again into (15 data) of starting up, (9 data) of taking over, and (13 data) of interrupting. In addition, there were (13 data) of holding the floor and (17 data) of Yielding the floor which will be divided again into (7 data) of prompting, (5 data) of appealing, and (5 data) of giving up. Moreover for the second research problem can be conclude for the current speaker select next speaker there were(28 data) and for next speaker self- selects were (34 data). The last and also important, it is necessary to be studied about turn-taking strategies in human interaction, because by applying turn-taking it will make the conversation flow smoothly and also the information will be delivered perfectly without misunderstanding between the participants who held any kind of conversation.

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