

On the Concept of Perlocutionary Effect

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Abstract: *This article examines the theoretical and practical aspects of the concept of perlocutionary effect, which determines the success or failure of a perlocutionary act. It describes the variety of such effects, including expected results, partially expected results, unexpected results (i.e., negation or reverse effect), hidden effects, and mental or physical impacts. Additionally, the article discusses factors that contribute to perlocutionary outcomes.*

Keywords: *perlocution, perlocutionary act, perlocutionary effect, expected result, unexpected result, ineffective perlocution, psychological impact, physical impact, long-term impact.*

It is known that the theory of the speech act is one of the main issues of pragmalinguistics and implies a three-stage speech process: locution (locutionary act), illocution (illocutionary act) and perlocution (perlocutionary act). The locutionary act is the verbal expression of a sentence, the illocutionary act is the speaker's thought, that is, the expression of a communicative goal, the perlocutionary act is the addressee's attitude to the act of discourse, that is, the impact of the said sentence on the addressee. Thus, perlocution is the result of speech, that is, the listener's reaction to the speech (for example, the execution of an order, answering a question, believing in a promise), an action or mental state arising as a result of a sentence, and the realization of a perlocutionary effect (perlocutionary result). Perlocutionary effect (from the English "perlocutionary effect") is the effect of a speech act on the listener, that is, whether the speaker achieves or cannot achieve the speech goal.

The concept of the perlocutionary result has a much broader and deeper meaning. To describe it more broadly, it is necessary to pay attention to its specific linguopragmatic aspects. First of all, it is necessary to take into account that the result of the speech act transmitted by the speaker can be different. Perlocutionary results are not limited to the expected or intended response. Its results can be very diverse: expected outcome, partially expected outcome, unexpected outcome, i.e., negation or reverse effect, latent effect, mental or physical impact.

Psychological impact refers to situations where the listener changes their thoughts, evokes feelings in them, and forms confidence.

In the case of physical influence, it is necessary to encourage the addressee to act, to cause physiological changes (for example, a rapid heartbeat from fear, getting up, leaning against the wall, leaving the place where the conversation is taking place, laughing, crying, slamming the door).

There are also aspects of perlocution related to time parameters. In particular, according to the long-term effect, the perlocutionary result can be preserved not only during the speech, but also for a long time after it. In this case, the speaker's speech (speech) can be retained in the addressee's memory, its positive/negative impact can be prolonged, and it can also affect their subsequent behavior, changing the relationships between the communicants.

In institutional communication, the perlocutionary result is based on a number of social factors, such as the social affiliation, culture, customs and traditions, social status, belonging to a certain group, the existing socio-political situation, and ideological views of the group of listeners. As a result, it can form or change national-cultural values in the community of native speakers. In this process, it is also appropriate to talk about the possibility of manipulation, that is, it can be used to manipulate the audience, change their opinion, or deceive them with false information to achieve a perlocutionary result. Such cases are especially common in political and advertising discourse. It should be noted that it is also important to consider the ethical aspects of the perlocutionary result. Using perlocution to manipulate or harm audiences is contrary to social and ethical norms.

There are many factors that influence the formation of a perlocutionary result (i.e., the impact of the speech act on the audience, the achievement of the goal), and they can be divided into several groups:

Speaker's Speech Characteristics: The higher the speaker's reputation, experience, and competence before the listener (s), the more reliable their message (speech), and the higher the perlocutionary result. In particular, in the process of institutional communication, the speaker's honesty, sincerity, and openness to the audience, the ability to attract the audience, personal qualities, fluent speech, vocabulary, intonation and timbre, and the skillful use of paralinguistic means are factors that ensure the successful implementation of perlocution.

2. **Characteristics of the message:** clarity, comprehensibility, logic, relevance, and significance for the listener (s). The correspondence of such aspects as how the message is presented (speech, written text, video, audio), language, style, and structure ensures its emotional impact and can evoke certain emotions in the addressee, prompting some action. The use of symbols, metaphors, phrases and proverbs and other figurative language units, logical arguments, facts, examples, opinions of specialists, and narrative texts in the message increases the level of speech impact.

3. **Characteristics of the addressee:** age, gender, education, socio-economic status, and other aspects of affiliation, worldview, attitude to values, and beliefs determine what the person is interested in and needs. The speaker's knowledge and experience regarding the message being conveyed, the listener's motivation to listen to or read the message, how much attention they pay to it, and how important it is to them influence the implementation/non-implementation of perlocution.

4. **Speech situation and context:** the physical state of the place where the speech is being delivered (noise, light, temperature, etc.), the convenience/ inconvenience of the time of the speech for the addressee (for example, the state of fatigue), the political and social situation at the time of the speech, the culture, customs and traditions of the society to which the addressee belongs, the relationship between the speaker and the listener also have a certain influence on the perlocutionary result.

5. **Communication channel:** each type of communication has its own positive/negative aspects. For example, in media discourse, the possibility of reaching the recipient and the speed of dissemination of the message, and in personal communication, the advantages of direct communication between the speaker and the listener, the presence of the possibility of quick communication and exchange of ideas with the addressee in internet communication are of great importance.

As can be seen, all these factors are interconnected and influence each other. To achieve a perlocutionary result, the speaker must take these factors into account and skillfully use them.

O.A. Rubanova distinguishes the following types of perlocutionary results:

1. Perlocutionary result - performing the action with voluntary desire.
2. Perlocutionary result - performing unwillingly.
3. Perlocutionary result - gentle refusal to perform the action.
4. Perlocutionary result - a rude refusal to perform the action.

In the first case, it includes confirming the speaker's opinion with phrases such as "okay," "okay," "albatta," "bajonidil," and quickly performing the required action. In this case, there may be means of increasing their semantic power in the illocutionary acts of the sentence or wider context expressed

by the speaker. In many cases, the speaker chooses means of enhancing influence, taking into account extralinguistic factors (specific features of the situation, the state of the interlocutor, etc.).

In social communication, this type of perlocutionary result is widely used in the manager-employee relationship from the point of view of the function. Often, a successful perlocutionary result occurs through the immediate execution of a command.

Aliyev pressed one of the selector buttons and called Lieutenant Ismailov.

- Oktamjon, look out the window, there's a brown "Zhiguli." Tell the traffic police to find out whose car it is. Let them take control from now on.
- Very well, Comrade Major. (U. Umarbekov, "Fatima and Zuhra")

In the second case, that is, performing an action reluctantly, often due to indifference or the listener's lack of personal desire to perform the action, a request is made through expressions of agreement.

"Sister!" Ravshan suddenly stood up. "I'll take your daughter to the institute." I will sit in the car until the end of the lecture. "Allow me?"

Sanobar fell into thought. They let me go for two days. Today and tomorrow they won't touch anyone.

"Dear sister!" Rayhon pleaded. "Say yes."

"Okay," Sanobar finally agreed. "Come straight home after the lecture." Don't get out of the car to drink water here and there. (U. Umarbekov, "Fatima and Zuhra").

According to the speech situation, their children are threatened by someone's threat. (According to the Tashkent dialect, the word "opa" means "mother"). However, the forced consent of the mother after the desire and pleading of the daughter, the support of the son for the sister, is an unwilling perlocutionary result.

In the third type, the perlocutionary result can be an action and an explanation of the reasons for the unwillingness or impossibility of its implementation. In this case, expressions such as "excuse me," "sorry," "I would gladly take it, but" are used to facilitate rejection.

"If you go to Dubai with me once or twice, you'll both earn money and travel the world."

- I would gladly go, but it requires capital. (From the Internet)

According to the pragmatic content of the sentence, the speaker directed the inability to perform the action without direct denial to the purpose of mitigating the speech situation.

In the fourth model, it is assumed that the failure to perform the said action is expressed directly and explicitly. In this case, negation is expressed through verbal or nonverbal actions.

"Erkin aka, get out of here. Listening to your words makes me nauseous. A person shouldn't be so base.

"Mukhayyo, I'll send a matchmaker to your house." We'll have a wedding. Everything will be transparent. How else can I prove it...

- Leave... You can't buy love with such talk. You are not the man I think you are. You are a traitor, a traitor.
- Well, that's how I am. Only you forgive me...
- Even if I forgive you, nothing will change now. We will never meet again. It's all over. Whether you come tomorrow or in ten years, that's my answer. I swear to you, if I return to you, let the corpse of my only child touch me.
- Muhayyo...

Muhayyo turned sharply and went into the studio. Erkin didn't know what to say. As if resigned to fate, he sat down on the ground, clutching his head in astonishment. (M. Ismail, "Night with Burning Stars")

Erkin's pleas were unsuccessful, but the perlocution was performed in the form of denial. In the sentence "Muhayyo turned sharply and went into the studio," through Muhayyo's sharp movement, a model emerged - "perlocutionary result - a gross refusal to perform the action." The psychological tension of relations between communicators led to the form of negation of the perlocutionary result.

Thus, from O.A.Rubanov's classification, it can be concluded that ineffectiveness is also a perlocutionary result, in other words, an ineffective result.

I.V.Kapitonova interprets the types of perlocutionary results as positive and negative reactions of the addressee and analyzes their verbal and nonverbal, explicit and implicit aspects. It also describes the recipient's silence in relation to the message or thought conveyed by the speaker as a perlocutionary result.

Consequently, a large-scale study of the pragmalinguistic and sociolinguistic aspects of the perlocutionary result is important for a better understanding of the discursive process of communication, effective influence on the audience, and combating manipulation. In general, the perlocutionary result is a broad and complex effect of the speech act, which is not limited to the expected response. Its results can be psychological, physical, long-term, and contextual.

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