Language in the Social Construction of Realities

Instructor: Rosa Mikeal Martey

Objectives

This course explores the role of language and communication in the social processes of constructing the realities we live in, observe, and enact. Lectures, seminar-type discussions, and individual students' contributions critically examine received paradigms of human communication and develop an understanding of language as constitutive of a variety of reality constructions.

Students can enhance their linguistic, ethnographic, and dialogical skills, carry a new vocabulary for analyzing individual, social, and political phenomena into their own work, become aware of their constructive (or destructive) participation in their realities, start appreciating their discursive selves, their social nature, and their culture, and are encouraged to raise epistemological/ethical questions concerning social theories.

Expectations

(1) Attendance (1/3 of the grade)
- *Attending all seminar meetings* and on time.
- *Being familiar with the assigned readings* (on average: 40 pages per meeting)
- Being prepared *to* knowledgeably *participate in discussions* about readings

(2) Writing assignments (1/3 of the grade)
- *Brief reflections*: Submit at the end of each meeting 100 – 300 words on what was important in the readings and class discussions, and how they opened new ways of seeing familiar things. Reflections are not reports or excerpts. They should show how you process what your read or what you heard.
- *Mini-research papers:* On several occasions, instead of brief reflections, mini-research papers (600 – 800 words), which report on pertinent inquiries, interviews, or analyses.

(3) Leading a discussion (1/3 of the grade)
- *Discussions* are expected to focus on a social construction of common interest and apply the concepts that will be developed in the course.
- The *presentation*, about 15-20 minutes in length, is not meant to be a lecture but a seed for discussion. It should critically examine an all-too-familiar concept, a common social injustice, or a social practice.
- Students may select their topic from a list that is provided with this course outline or develop a topic on their own. The list provides readings to begin the exploration of relevant literature.
- **Four** meetings before the presentation, consult with the instructor on presentation outline.
- **Two** meetings before presentation, provide 10 – 20 pages of readings for copying and distribution.
- A good presentation is
  - well prepared with original readings,
  - compellingly presented, and
  - leads to a stimulating discussion

Readings
- A bulk pack is available at Wharton Reprographics, 400 Steinberg-Dietrich Hall.
  The bulk pack features readings from which selections will be made. It now includes chapters of books that previous students purchased. No need to be alarmed about its size.

Sequential Organization of Topics to be revised in response to students' interests and choices

Readings Areas (pp. 6 – 8)	Applied topic examples for students (pp. 9 – 14)
A. Eco-/Bio-logical Roots of understanding **B.** Theories of Language	1) Maps and Re-presentations
C. Metaphor, Metonymy, and Perception **D.** Narrative Constructions	2) Self 3) Facts 4) Where Mathematics Comes From
E. Social Constructions, Communication and Otherness **F.** Speech Acts, Accounts, Implicature	5) Scientific Knowledge 6) Persons 7) Love 8) Anger (or other Emotions)
G. Construction, Contestation, De(con)struction, Maintenance	9) Mental vs. Social Explanations 10) Therapeutic Talk 11) Gender Communication 12) Self-Verification, Reification, Self-fulfilling Prophesies 13) Disease 14) Reproduction of Reality, Memes and Memetics 15) Intelligence 16) Sex and Gender Constructions 17) Race Constructions
H. Dialogue, Conversation and Relationships **I.** Power and Entrapment **J.** Discourse and Social Institutions	18) Institution of Science 19) Physical World(s) 20) Crime, Deviations, and the Courts of Law 21) Religious Realities 22) Political Spectacles 23) Medicine 24) Technological/Social Determinism 25) Computers, Information Networks 26) Social Problems 27) Food, Cuisine, Culture and self 28) Culture 29) Media *Ideology* *Any Other Social Constructions*
Epilogue	

Concepts We Shall Develop

Code	Topic Applied examples	Basic Concepts and Questions
A	**Ecological/Biological roots of understanding**	Reality without language Standpoints, participant / observer, insider / outsider Sensory-motor coordination, perception embodiment Life worlds of living organisms Closed or open worlds Affordance, human-centered accounts of reality Everyday life; Verbing vs. objects
B	**Theories of language --compared**	Abstract objectivist, representational, modern Individual subjectivist, romantic, cognitive Hermeneutic interpretivist, narrative Constitutive, socially constructive, Medium of …, Criterion of acceptability …, Reality …. Languaging as coordination of coordination Embodiment - disembodiment
1	Maps and re-presentations	Traditional and constructivist views Re-presentation; Maps and territories The politics of maps What is a map in someone's life world?
B	**Theories of language and culture**	Whorf, and cultural differences of metaphors Linguistic differences: translation, understanding, use, framing, and organization Critique of Whorf
C	**Metaphor, metonymy, perception**	Theory of metaphor and the organization of perception Metaphor and paradigm. Being in a metaphor Conceptual consequences of metaphors.
D	**Narrative constructions**	Components of story; Coherence principles First person/third person accounts; Dialogue/monologue Historical truth vs. narrative truth Stories heard, stories lived, stories told
2	Self	Narrative emergence of self -- authors, listeners Where and when does self arise? Kinds of selves
3	Facts Scientific explanations	Facts are brought forth in language -- but how? The role of communities
4	Where does mathematics come from?	Mathematics – natural or artifact Language, the human brain, and action?
E	**Individual vs. social constructions, Communication and otherness**	Recursive constructions of self and other Second-order understanding Communication revisited I-they, -it, -you, -thou; we, the others. What relationships do they create?
F	**Speech acts, accounts, implicature**	What words do rather than say; performatives Triadic relationships of speech acts Accountability. Narrative revisited and qualified
5	Construction of scientific knowledge	Third person accounts and appearance of objectivity
6	Construction of persons	Pronouns, categories. Roles
7	Constructions of Love	Social interactions vs. mental state History of love. Conditions for romantic love

8	Constructions of Emotions (e.g., anger)	The problem of talking about other's mental/emotional states; E-motions
G	**Construction, contestation, de(con)struction, maintenance, Self-fulfilling prophesies**	And other recursive constructions creating their own truths: reification, commitment to languaging and acting Spiral of enfeeblement
9	Mental vs. social explanations	History of mentality. Rise of consciousness as a social phenomenon
10	Therapeutic talk	Therapeutic explanations. What is a mental illness
11	Gender communication	Features of communication related to gender – natural or learned?
12	Self-verification, reification, self-fulfilling prophesies	How social constructions are made, run away or cease to exist, any example
13	Constructions of disease	Difference between a bodily state vs. what institutions can do
14	Reproduction of reality Memes and memetics	Intergenerational transmission of social constructions Explanations in terms of memes
15	Constructions of intelligence	Origin of the idea, mathematical construction, Self-fulfilling attribution and its institution
16	Constructions of sex and gender	The cultural ground of biological determinism
17	Constructions of race	The cultural ground of biological determinism
H	**Dialogue, Conversation, and relationships**	Dialogue as unfinished construction -- Monologue Relationship work Speech acts that erode or enhance conversation Social theory from above or from within The blinding effect of psychology's celebration of self
I	**Power and entrapment**	What is a trap? Being locked inside one's horizon Standpoint, inside and outside views revisited The act of acceptance as such
J	**Discourse and social institutions**	Construction of institutional objects (texts) Communities – Embodied practices of living Social institutions Boundaries and justifications
18	Institution of science	How and where is science performed, practiced, celebrated? Components of scientific practices
19	The natural world and physics	What is natural, what is artificial? Physical reality as constructed and maintained in discourse
20	Crime, social deviance, and courts of law	Difference between ordinary sense of justice and procedural truths. What does legal discourse do?
21	Religious realities	What realities do religions construct and how are they discursively maintained. Must they conflict with science?
22	Political Spectacles	What makes a politician? How are successful political events created? What is a political fact?
23	Medicine	Its institution, its community and its explanations
24	Technological/social determinisms	How do technologies develop? Who constructs what? Old technologies, information technologies, social technologies
25	Computers	The social role of computers – a person? Friend? Hostile tool? Being in information networks
26	Social problems	When is a problem social? Who (which institutions) influences its construction? What do they explain?
27	Food, cuisine, culture, and self	What different cultures eat and would not touch The irrelevance of nutritional values. Eating rituals

28	The construction of culture	When is culture? Where does it arise? Standpoint, communication, relationships revisited
29	Media of communication	Media as a technologically mediated discourse. What are its components? Why are they so successful in constructing realities favorable to them?
30	Ideology	Self-sustaining constructions with extreme consequences. Pathologies? Fundamentalism vs. utopianism
K	**Epilogue**	What kind of reality have we constructed in this seminar if any? What are the consequences of inquiring into how realities come to be constructed? Responsibilities in participating in the constructions we discuss. A distributed ethics for communication.

Readings by Area
The following lists go somewhat beyond the actual reading assignments, which will be identified as needed.

(A) Ecological/Biological Roots of Understanding
Berger, Peter L. and Thomas Luckmann (1966). Pages 19-34 of The Foundation of Knowledge in Everyday Life. Chapter 1, pages 19-46, in their *The Social Construction of Reality: A Treatise on the Sociology of Knowledge*. Garden City, NY: Doubleday.

Gibson, James J. (1979). The Theory of Affordances. Pages 127-135 from Chapter 8, in his *The Ecological Approach to Visual Perception.* Boston, MA: Houghton Mifflin.

Uexküll, Jacob von (1934). A Stroll Through the Worlds of Animals and Men: A Picture Book of Invisible Worlds. Pages 5-31, & 73-80 in Claire H. Schiller (Ed.) (1957). *Instinctive Behavior: The Development of a Modern Concept*. New York: International University Press.

Jaynes, Julian (1976). The Consciousness of Consciousness. Chapter 1, pages 21-47, in his *The Origin of Consciousness in the Breakdown of the Bicameral Mind*. Boston, MA: Houghton Mifflin.

(B) Theories of Language
Becker, A. L. (1991). A Short Essay on Languaging. Chapter 12, pages 226-234, in Frederick Steier (Ed.). *Research and Reflexivity*. London: Sage.

Gadamer, Hans-Georg (1988). On the Circle of Understanding. Chapter 1, pages 68-78, in John M. Connolly and Thomas Keutner (Eds.) (1988). *Hermeneutics Versus Science? Three German Views*. Notre Dame, IN: University of Notre Dame.

Lakoff, George (1987). Pages 327-330 from Chapter 18, Whorf and Relativism, in his *Women, Fire, and Dangerous Things*. Chicago, IL: University of Chicago Press.

Lakoff, George and Mark Johnson (1980). The Myth of Objectivism and Subjectivism. Chapter 25, pages 184-194, in their *Metaphors We Live By*. Chicago, IL: University of Chicago Press.

Pearce, Barnett W. (1994). Heteroglossia, Polyphony, and Polysemy. Pages 59-63 in his *Interpersonal Communication; Making Social Worlds*. New York: HarperCollins College Publishers.

(Rorty, Richard (1989). The Contingency of Language. Chapter 1, pages 3-22 in his *Contingency, Irony, and Solidarity*. New York: Cambridge University Press.)

Russell, Bertrand (1961). Pages ix-xiii from his Introduction to Ludwig Wittgenstein (1922/1961). *Tractatus Logico-Philosophicus*. London: Routledge & Kegan Paul.

Volosinov, V. N. (1986). Two Trends of Thought in Philosophy of Language. Chapter 1, pages 45-63 in his *Marxism and the Philosophy of Language*. Cambridge, MA: Harvard University Press.

Whorf, Benjamin Lee (1956). The Relation of Habitual Thought and Behavior to Language. Pages 134-159 in his *Language, Thought and Reality*, John B. Carroll (Ed.). New York: John Wiley and MIT.

(C) Metaphor, Metonymy, Paradigms, and Perception
Jaynes, Julian (1976). Consciousness. Chapter 2, pages 48-66, in his *The Origin of Consciousness in the Breakdown of the Bicameral Mind*. Boston, MA: Houghton Mifflin.

Lakoff, George and Mark Johnson (1980). Chapters.1 through 8, pages 3-40, in their *Metaphors We Live By*. Chicago, IL: University of Chicago Press.

Kempton, Willett (1987). Two Theories of Home Heat Control. Chapter 9, pages 222-242, in Dorothy Holland and Naomi Quinn (Eds.*) Cultural Models in Language and Thought*. Cambridge: Cambridge University Press.

Krippendorff, Klaus (1993). Pages 3-13 from Major Metaphors of Communication and some Constructivist Reflections on their Use. *Cybernetics & Human Knowing* 2,1: 3-25.

(D) Narrative Constructions of Reality

Buford, Bill (probably 1996). The Seductions of Story telling. *The New Yorker*, pages 11-12, undated.

Cochran, Larry R. (1990). Narrative as a Paradigm for Career Research. Chapter 5, pages 71-86, in Richard A Young and William A. Borgen. *Methodological Approaches to the Study of Career*. New York: Praeger.

Labov, William, and David Fanshel (1977). Narratives. Pages 104-111 in their *Therapeutic Discourse; Psychotherapy as Conversation*. New York: Academic Press.

Linde, Charlotte. Coherence Principles: Causality and Continuity. Chapter 5, pages 127-162 in her *Life Stories; The Creation of Coherence*. New York: Oxford University Press, 1993.

Pearce, Barnett W. (1994). First-/third person perspectives, pages 17; 36-40; Stories lived/told, pages 63-74; Selves, pages 253-265; 269-274, in his *Interpersonal Communication; Making Social Worlds*. New York: HarperCollins College Publishers.

Sampson, Edward E. (1993). Narrativism and Dialogism. Pages 123-126 in his *Celebrating the Other, A Dialogic Account of Human Nature*. Boulder, CO: Westview.

(E) Social Constructions, Communication, and Otherness

Johnson, George (February 10, 1998). Useful Invention Or Absolute Truth: What is Math? *New York Times* F1&F6.

Krippendorff, Klaus (1996). A second-order Cybernetics of Otherness. *Systems Research 13*,3: 311-328.

Lakoff, George, and Rafael E. Núñez (2000). Pages 351-363 in their *Where Mathematics Comes From*. New York: Basic Books.

Le Guin, Ursula K. (1987). Mazes. Pages 69-76 in her *Buffalo Gals and Other Animal Presences*. Santa Barbara, CA: Capra Press.

Mehan, Hugh (1996). The Construction of an LD Student: A Case Study in the Politics of Representation. Pages 253-275 in Michael Silverstein and Greg Urban (Eds.). *Natural Histories of Discourse*. Chicago, IL: University of Chicago Press.

Miell, David K. and Dorothy E. Miell (1986). Recursiveness in Interpersonal Cognition. Chapter 3, pages 27-40, in Charles Antaki and Alan Lewis (Eds.). *Mental Mirrors; Metacognition in Social Knowledge and Communication*. London: Sage.

Pearce, Barnett W. (1994). Monologue/Dialogue, pages 74-81; Selves and Us, Pages 281-288, in his *Interpersonal Communication; Making Social Worlds*. New York: HarperCollins College Publishers.

Sampson, Edward E. (1993). Conceptual Dilemmas. Chapter 2, pages 17-27 in his *Celebrating the Other, A Dialogic Account of Human Nature.* Boulder, CO: Westview.

(F) Speech Acts, Accounts, Implicature

Dimitracopoulou, Ioanna (1990). Pages 10-14 from Toward an Elaborated Model of Language: Speech-Act Theory and Conversational Analysis. Chapter 2, pages 9-26 in her *Conversational Competence and Social Development.* Cambridge: Cambridge University Press.

Pearce, Barnett W. (1994). What are Speech Acts? pages 105-124; 172-181 in his *Interpersonal Communication; Making Social Worlds*. New York: HarperCollins College Publishers.

Renkema, Jan (1993). Language as a Verbal Instrument & Communication as Action. From Chapters 2&3, pages 7-17 & 24-26 in his *Discourse Studies; An Introductory Textbook*. Philadelphia, PA: John Benjamins Publishing Company.

Trees, April R. and Valerie Manusov (1998). Politeness Theory. Pages 565-571 in their Managing Face Concerns in Criticism. *Human Communication Research 24*,4: 545-583.

(G) Construction, Contestations, De(con)struction, Maintenance

Gergen, Kenneth J. (1985). *The Social Constructionist Movement in Modern Psychology*. American Psychologist 49: 266-275.

Searle, John R. (1995). The General Theory of Institutional Facts: Creation, Maintenance, and the Hierarchy. Chapter 5, pages 113-126, in his *The Construction of Social Reality*. New York: Free Press.

Watzlawick, Paul (1984). Self-fulfilling Prophesies. Chapter Pages 95-116 in his (Ed.). *The Invented Reality*. New York: Norton.

(H) Dialogue, Conversation and Relationships
Nofsinger, Robert E. (1999). Chapters 1-2 in his *Everyday Conversation*. Prospect Heights, IL: Waveland Press.

Pearce, Barnett W. (1994). Properties of Conversations, pages 129-134; Conversational Principles, pages 181-188 in his *Interpersonal Communication; Making Social Worlds*. New York: HarperCollins College Publishers.

Sampson, Edward E. (1993). The Dialogic Turn. Chapter 7, pages 97-109, in his *Celebrating the Other, A Dialogic Account of Human Nature*. Boulder, CO: Westview.

(I) Power and Entrapment
Krippendorff, Klaus (1995). Pages 105-127 in his Undoing Power. *Critical Studies in Mass Communication 12*,2: 101-132.

Pearce, Barnett W. (1994). Linguistic Tyranny, pages 89-94; Empowerment, pages 145-150; Power, Oppression, and Liberation, pages 289-292, in his *Interpersonal Communication; Making Social Worlds*. New York: HarperCollins College Publishers.

Stoltzenberg, Gabriel (1984). Pages 257-266 from Can an Inquiry into the Foundations of Mathematics Tell Us Anything Interesting About Mind? In P. Watzlawick (Ed.), *The Invented Reality*. New York: Norton.

Watzlawick, Paul. (1990). Muenchhausen's Pigtail and Wittgenstein's Ladder: On the Problem of Self-reference. Chapter 10, pages 179-206, in his *Muenchhausen's Pigtail*. New York: Norton.

(J) Discourse and Social Institutions
Berger, Peter L. and Thomas Luckmann (1966). Origins of Institutionalization. Pages 53-67 in their *The Social Construction of Reality: A Treatise on the Sociology of Knowledge*. Garden City, NY: Doubleday.

Fleck, Ludwik (1979). Descriptive Analysis. Pages 154-165 in his (originally 1934). *Genesis and Development of a Scientific Fact*. Chicago, IL: University of Chicago Press.

Krippendorff, Klaus (1995). Pages 1-12 from his Redesigning Design; An Invitation to a Responsible Future. Published on pages 138-162 in Päivi Tahkokallio and Susann Vihma (Eds.), *Design – Pleasure or Responsibility?* Helsinki: University of Art and Design.

Luhmann, Niklas (1989). Binary Coding; Codes, Criteria, Programs; Economy; Law; Science; Politics; Religion; Education. Chapter 8-15, pages 36-105 in his *Ecological Communication*. Chicago, IL: University of Chicago Press.

Reread John R. Searle (1995) pages 113-126 op. cit.

(K) Epilogue
Krippendorff, Klaus (1989). On the Ethics of Constructing Communication. Pages 66-96 in Brenda Dervin, Larry Grossberg, Barbara J. O'Keefe and Ellen Wartella (Eds.). *Rethinking Communication, Volume 1, Paradigm Issues*. Newbury Park, CA: Sage.

Watzlawick, Paul (1984). Components of Ideological "Realities." Pages 206-247 in his (Ed.). *The Invented Reality*. New York: Norton.

Topics for Student Presentations/Discussions

The following references are merely starters for exploring how particular realities are constructed, negotiated, and enacted. The point of the presentation is not merely to report on what others have written, but to challenge established beliefs in the givenness of reality and to show its grounding in the language practices in which we participate (or may not want to).

Most of the articles in this list -- except for whole books in [ ] -- are bound together in a two-volume bulk pack which is on reserve at the Annenberg Library. To prepare for a presentation, it is advisable to start early. Securing relevant articles and books from the library takes time. Read as much on the topic as possible before developing the outline for the scheduled presentation/discussion. The outline and reading list should be finalized and checked out with the instructor at least 2 weeks before the scheduled presentation. Xeroxable readings (10-20 pages) are due at least two meetings before the date of presentation.

(1) Maps and Re-presentations
[Turnbull, David. *Maps are Territories: Science is an Atlas*. Chicago, IL: University of Chicago Press, 1993.]

[Wood, Denis. *The Power of Maps*. New York: Guilford Press, 1992.]

Zerubavel, Eviatar. The Psychology of Discovering America. Chapter 3, pages.67-86 in his/her *Terra Cognita*. New Brunswick: Rutgers University Press, 1992.

(2) Self
Blumstein, Philip. The Production of Selves in Interpersonal Relationships. Pages 305-322 from J. Howard and P. Callero (Eds.). *The Self-Society Dynamic*. New York: Cambridge University Press, 1991.

Gergen, Kenneth J. The Cultural Location of Self. Pages 8-10 in his *The Saturated Self*. New York: Basic Books, 1991.

Grodin, Debra and Thomas R. Lindlof. *Constructing the Self in a Mediated World*. Thousand Oaks, CA: Sage, 1996.

Sampson, Edward E. The Deconstruction of the Self. Pages 1-19 in John Shotter and Kenneth J. Gergen (Eds.). *Texts of Identity*. London: Sage, 1989.

(3) Facts
Fleck, Ludwik. Prologue & Chapter 1, pages xxvii-19, pages 38-46 from Chapter 2, pages 95-111 from Chapter 4, in his *Genesis and Development of a Scientific Fact*. Chicago IL: University of Chicago Press, 1979.

[Hubbard, Ruth. *The Politics of Women's Biology*. New Brunswick NJ: Rutgers University Press, 1990.]

Macintyre, Alasdair C. 'Fact,' Explanation and Experience. Chapter 7, pages 79-87 in his *After Virtue*. Notre Dame IN: University of Notre Dame Press, 1984.

(4) Where Mathematics Comes From
[Lakoff, George, and Rafael E. Núñez. *Where Mathematics Comes From*. New York: Basic Books, 2000.]

(5) Language of Scientific Explanations and Knowledge - Third-person Accounts
Hubbard, Ruth. Some Thoughts about the Masculinity of the Natural Sciences. Chapter 1, pages 3-15 in Mary McCanney Gergen (Eds.) Feminist Thought and the Structure of Knowledge. New York: New York University Press, 1988.

Woolgar, Steve. Inverting Nature: Discovery and Facts, Chapter 4, and Arguing Science: Discourse and Explanation, Chapter 5, pages 53-82 in his *Science: The Very Idea*. New York: Routledge, 1993.

See also sections in Barnett W. Pearce. *Interpersonal Communication; Making Social Worlds*. New York: HarperCollins College Publishers, 1994.

(6) Persons
Bogdan, Robert and Steven J. Taylor. Relationships with severely Disabled People: The Social Construction of Humanness. *Social Problems 36*,2: 135-146, 1989

[Gergen, Kenneth J. and Keith E. Davis (Eds.). *The Social Construction of the Person*. New York: Springer, 1985.]

[Kelly, George A. *A Theory of Personality: The Psychology of Personal Constructs*. New York: Norton, 1963.]

[Muehlhaeusler, Peter, and Rom Harre'. *Pronouns and People: The Linguist Construction of Social and Personal Identity*. Oxford: Basil Blackwell, 1990.]

(7) Love
Averill, James R. The Social Construction of Emotions with Special Reference to Love. Chapter 5, pages 89-107 in Kenneth J. Gergen and Keith E. Davis (Eds.). *The Social Construction of the Person*. New York: Springer, 1985.

Kovecses, Zoltan. Language and Love, Intensity, & Love and Language Chapters 1, 5, & 12, pages.11-17, 42-48, & 84-93 in his *The Language of Love*. Lewisburg: Bucknell University Press, 1988.

[Walch, Anthony. *The Science of Love; Understanding Love & its Effects on Mind and Body*. Buffalo, NY: Prometheus Books, 1991.]

(8) Anger (or other Emotions)
Kemper, Theodore D. Social Models in the Explanation of Emotions. Chapter 4 in Michael Lewis and Jeanette M. Haviland-Jones. *Handbook of Emotions*, 2nd Ed. New York: Guilford Press, 2000.

[Kovecses, Zoltan. *Metaphors of Anger, Pride, and Love*. Philadelphia: John Benjamins, 1986.]

Lakoff, George. Anger. Case Study 1, pages 380-415 in his *Women, Fire, and Dangerous Things*. Chicago, IL: University of Chicago Press, 1987.

Lewis, Michael. Self-Conscious Emotions: Embarrassment, Pride, Shame, and Guilt. Chapter 39 in Michael Lewis and Jeanette M. Haviland-Jones. *Handbook of Emotions*, 2nd Ed. New York: Guilford Press, 2000.

Zajonc, Robert B. Emotional and Facial Effervescence: A Theory Reclaimed. *Science 228*: 15-21, 1985.

(9) Mental vs. Discursive Explanations
Jaynes, Julian. The Mind of the Iliad. Chapter 3, pages 67-83, in his *The Origin of Consciousness in the Breakdown of the Bicameral Mind*. Boston MA: Houghton Mifflin Co., 1976.

[Valle, Ronald S. and Rolf von Eckartsberg (Eds.). *The Metaphors of Consciousness*. New York: Plenum Press, 1981.]

See also sections in Barnett W. Pearce. *Interpersonal Communication; Making Social Worlds*. New York: HarperCollins College Publishers, 1994.

(10) Therapeutic Discourse
[Anderson, Harlene, and Susan B. Levin. Generative Conversations; A Postmodern Approach to Conceptualizing and Working with Human Systems. Pages 46-67 in Michael F. Hoyt (Ed.). *The Handbook of Constructive Therapies*. San Francisco, CA: Jossey-Bass, 1998.]

Adler, Jerry. My Brain Made Me Do It. *Newsweek*, January 26: 56, 1998.

Epstein, Eugene S. and Victor E. Loos. Some Irreverent Thoughts on the Limits of Family Therapy: Toward a Language-Based Explanation of Human Systems. *Journal of Family Psychology 2*,4: 405-419, 1989.

Hoffman, Lynn. Beyond Power and Control: *Toward a "Second Order" Family Systems Therapy*. Family Systems Medicine 3: 381-396, 1985.

Lakoff, Robin Tolmach. The Talking Cure. Chapter 4, pages 59-83 in her *Talking Power; The Politics of Language in Our Lives*. New York: Basic Books, 1990.

[McNamee, Sheila and Ken Gergen (Eds.) *Therapy as Social Construction*. Newbury Park, CA: Sage, 1992.]

(11) Gender Communication
Cameron, Deborah. 'Is there Ketchup, Vera?' -- Gender, Power and Pragmatics. Discourse and Society 9,4:437-455, 1998.

Henley, Nancy M. and Cheris Kramarae. Gender, Power, and Miscommunication. Chapter 2, pages. 18-43 in Nikolas Coupland et al. (Eds.). *Miscommunication and Problematic Talk*. Newbury Park, CA: Sage, 1991.

Ivy, Diana K. and Phil Backlund. Approaches to Communication. Chapter 5, pages.150-158 in their *Exploring Genderspeak*. New York: McGraw-Hill, 1994.

Tannen, Deborah. How to Give Orders Like a Man. Pages 46-49. *New York Times Magazine*, August 28, 1994.

[Tannen, Deborah. *You Just Don't Understand; Women and Men in Conversation*. New York: William Morrow, 1990.]

(12) Self-verification, Reification, Self-fulfilling Prophesies
Snyder, Mark. When Belief Creates Reality: The Self-fulfilling Impact of First Impressions on Social Interaction. Pages 189-192 from A. Pines and C. Maslach (Eds.). *Experiencing Social Psychology*. New York: Alfred Knopf, 1977.

Pollner, Melvin and Lynn McDonald-Wikler. The Social Construction of Unreality: A Case Study of a Family's Attribution of Competence to a Severely Retarded Child. *Family Process 24*: 241-254, 1985.

Rosenthal, Robert and Lenore Jacobson. Pygmalion in the Classroom: Teacher Expectation and Pupils' Intellectual Development. Pages 41-47 in Zick Rubin (Ed.). *Doing Unto Others*. Englewood Cliffs NJ: Prentice Hall, 1974.

Watzlawick, Paul. Self-fulfilling Prophesies. Pages 95-116 in his (Ed.). *The Invented Reality*. New York: Norton, 1984.

(13) Disease
Rosenberg, Charles E. Disease in History. *The Milbank Quarterly 67*,1: 1-15, 1989.

Rosenhan, David L. On Being Sane in Insane Places. Chapter 6, pages. 54-74 in Thomas J. Scheff (Ed.). *Labeling Madness*. New York: Prentice-Hall, 1975.

Smith, Dorothy E. 'K is Mentally Ill;' The Anatomy of a Factual Account. *Sociology 12*,1: 23-53, 1978.

(14) Reproduction of Reality, Memes and Memetics
Berger, Peter and Hansfried Kellner. Marriage and the Construction of Reality: An Exercise in the Microsociology of Knowledge. *Diogenes, 46:* 1-23, 1964.

Dawkins, Richard. Memes: the New Replicators, pages 189-201 and Endnotes pages 322-332 in his *The Selfish Gene*. New York: Oxford University Press, 1989..

(15) Intelligence
Anderson, Milton L. The Many and Varied Social Constructions of Intelligence. Chapter 7, pages.119-138 in Theodore R. Sarbin and John I. Kitsuse (ed.) *Constructing the Social*. London: Sage, 1994.

Miller, Lynda. A New Narrative: How People are Smart. Chapter 4, pages.77-103 in her *What We Call Smart; A New Narrative for Intelligence and Learning*. San Diego, CA: Singular Publishing Group, 1993.

[Perkins, David. *Outsmarting IQ.: The Emergent Science of Learnable Intelligence*. (Especially Chapter 5) New York: Free Press, 1995.]

(16) Sex and Gender Constructions

[Gilligan, Carol. *In a Different Voice; Psychological Theory and Woman's Development*. Cambridge MA: Harvard University Press, 1982.]

[Poynton, Cate. *Language and Gender: Making the Difference*. Oxford UK: Oxford University Press, 1989.]

(17) Race

Higginbotham, Evelyn Brooks. African-American Women's History and the Metalanguage of Race. *Signs: Journal of Women in Culture and Society 17*,2: 251-274, 1992.

Hubbard, Ruth. Who Should and Who Should Not Inhabit the World. Pages 179-198 in her *The Politics of Women's Biology*. New Brunswick NJ: Rutgers University Press, 1990.

Joyce, Joyce A. Semantic Development of the Word Black; A History from Indo-European to the Present. *Journal of Black Studies 11*,3: 307-312, 1981.

[Gates, Henry Louis Jr. (Ed.). *"Race," Writing and Difference*. Chicago: University of Chicago Press, 1986.]

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