Books

- R.E. Sanders (2021). The Work and Workings of Human Communication. Hoboken, NJ: Wiley.
- R.E. Sanders (1987). Cognitive foundations of calculated speech: Controlling understandings in conversation and persuasion. Albany, NY: SUNY Press.

Utterance Meaning, Nonverbal Displays, Sequence and Interaction

- R.E. Sanders (2015). A tale of two intentions: Intending what an utterance means and intending what an utterance achieves. *Pragmatics and Society, 6* (4), 475-501.
- R.E. Sanders, Y. Wu, & J. A. Bonito (2013). The calculability of communicative intentions through pragmatic reasoning. *Pragmatics and Cognition*, 21 (1), 1-34.
- R.E. Sanders (2013) The duality of speaker meaning: What makes self-repair, insincerity, and sarcasm possible. *Journal of Pragmatics*, 48 (1), 112-122.
- R.E. Sanders (2012). Strategy and creativity in dialogue. In C.-U. Lorda & P. Zabalbeascoa (Eds.), *Spaces of polyphony* (pp. 11-24). Amsterdam: John Benjamins.
- F. Cooren & R.E. Sanders (2002). Implicatures: A schematic approach. Journal of Pragmatics, 34, 1045-1067.
- R.E. Sanders (1999). The impossibility of a culturally contexted conversation analysis: On simultaneous, distinct types of pragmatic meaning. *Research on Language and Social Interaction, 32,* 129-140.
- R.E. Sanders (1997). An impersonal basis for shared interpretations of messages in context. In J. L. Owen (Ed.), *Context and communication behavior* (pp. 229-250). Reno, NV: Context Press.
- R.E. Sanders (1997). The production of symbolic objects as components of larger wholes. In J. O. Greene (Ed.), *Message production: Advances in communication theory* (pp. 245-277). Mahwah, NJ: Lawrence Erlbaum.
- R.E. Sanders (1987). Cognitive foundations of calculated speech: Controlling understandings in conversation and persuasion. Albany NY: SUNY Press.
- R.E. Sanders (1987). The interconnection of utterances and nonverbal displays. Research on Language and Social Interaction, 20 (Special Issue: S.J. Sigman, Ed., Multichannel Communication Codes), 141-170.
- R.E. Sanders (1985). The interpretation of nonverbals. Semiotica, 55, 195-216.
- R.E. Sanders (1984). Style, meaning, and message effects. Communication Monographs, 51, 154-167.
- R.E. Sanders (1983). Tools for cohering discourse and their strategic utilization: Markers of structural connections and meaning relations. In R. Craig & K.Tracy (Eds.), *Conversational coherence: Form, structure, and strategy* (pp. 67-80). Beverly Hills, CA: Sage.
- R.E. Sanders (1981). The interpretation of discourse. Communication Quarterly, 29, 209-217.
- R.E. Sanders (1980). Principles of relevance: A theory of the relationship between language and communication. *Communication and Cognition*, 13, 77-95.
- R.E. Sanders (1978). Utterances, actions, and rhetorical inquiry. Philosophy and Rhetoric, 11, 114-133.
- R.E. Sanders (1976). In defense of speech acts. Philosophy and Rhetoric, 9, 112-115.

Competence/Cognitive Foundations of Interaction

- I. Kecskés, R.E. Sanders & A. Pomerantz (2018). The basic interactional competence of language learners. *Journal of Pragmatics, 124*, 88-105.
- R.E. Sanders (2015). Competence in speaking in interactions. In A.F. Hannawa and B.H. Spitzberg (Eds.), *Communication competence* (pp. 105-130). Berlin: DeGruyter Mouton.
- R.E. Sanders, Y. Wu, & J. A. Bonito (2013). The calculability of communicative intentions through pragmatic reasoning. *Pragmatics and Cognition*, 21 (1), 1-34.
- R.E. Sanders (2015). A tale of two intentions: Intending what an utterance means and intending what an utterance achieves. *Pragmatics and Society, 6* (4), 475-501.
- R.E. Sanders (2013) The duality of speaker meaning: What makes self-repair, insincerity, and sarcasm possible. *Journal of Pragmatics*, 48 (1), 112-122.
- R.E. Sanders (2012). Strategy and creativity in dialogue. In C.-U. Lorda & P. Zabalbeascoa (Eds.), *Spaces of polyphony* (pp. 11-24). Amsterdam: John Benjamins.
- R.E. Sanders (2007). The effect of interactional competence on group problem-solving. In F. Cooren (Ed.), *Interacting and Organizing* (pp. 163-183). Mahwah, NJ: Erlbaum.
- R.E. Sanders (2012). Cognitive models of interaction. In C. Chapelle (Ed.), *The encyclopedia of applied linguistics* (pp. 706-711). Hoboken, NJ: Wiley-Blackwell.
- R.E. Sanders (2008). Discourse: Cognitive Approaches. In W. Donsbach (Ed.), International Enclyclopedia of Communication (pp. 1354-1358). Oxford, U.K.: Blackwell.
- R.E. Sanders (2007). The composition and sequencing of communicative acts to solve social problems: Functionality and inventiveness in children's interactions. *Communication Monographs*, 74, 464-491.
- R.E. Sanders (2007). The effect of interactional competence on group problem-solving. In F. Cooren (Ed.), *Interacting and Organizing* (pp. 163-183). Mahwah, NJ: Erlbaum.
- R.E. Sanders (2005). Testing "observations": The methodological relevance of attention to cognition in discourse studies. In H. te Molder & J. Potter (Eds.), *Discourse and cognition* (pp. 57-78). Cambridge: Cambridge University Press
- R.E. Sanders (2003). Applying the skills concept to discourse and conversation: The remediation of performance defects in talk-in-interaction. In J. Greene & B. Burleson (Eds.), *The Handbook of communication and social interaction Skills* (pp. 221-256). Mahwah, NJ: Erlbaum.
- F. Cooren & R.E. Sanders (2002). Implicatures: A schematic approach. Journal of Pragmatics, 34, 1045-1067.
- R.E. Sanders & K.E. Freeman (1997). Children's neo-rhetorical participation in peer interactions (pp. 87-114). In I. Hutchby & J. Moran-Ellis (Eds.), *Children and social competence: Arenas of action*. London: Falmer.
- R.E. Sanders (1992). Cognition, computation, and conversation [Response to an article by Waldron and Cegala]. *Human Communication Research, 18*, 623-636.
- R.E. Sanders (1987). Cognitive foundations of calculated speech: Controlling understandings in conversation and persuasion. Albany NY: SUNY Press.

R.E. Sanders (1986). Interpretive competence and interpretive performance. In P.C. Bjarkman & V. Raskin (Eds.), *The real-world linguist: Linguistic applications in the 1980s* (pp. 266-283). Norwood, NJ: Ablex.

Social Influence & Interaction/Strategy

- R.E. Sanders (2015). Discourse strategy. In K. Tracy (Ed.), C. Ilie & T. Sandel (Assoc. Eds.), The International encyclopedia of language and social interaction, first ed. Wiley.
- R.E. Sanders (2007). The effect of interactional competence on group problem-solving. In F. Cooren (Ed.), *Interacting and Organizing* (pp. 163-183). Mahwah, NJ: Erlbaum.
- R.E. Sanders & K. L. Fitch (2001). The actual practice of compliance-seeking. *Communication Theory*, 11, 263-289.
- R.E. Sanders & K.E. Freeman (1997). Children's neo-rhetorical participation in peer interactions (pp. 87-114). In I. Hutchby & J. Moran-Ellis (Eds.), *Children and social competence: Arenas of action*. London: Falmer.
- R.E. Sanders (1995). A neo-rhetorical perspective: The enactment of role-identities as interactive and strategic. In S.J. Sigman (Ed.), *The consequentiality of communication* (pp. 67-120). Hillsdale, NJ: Lawrence Erlbaum.
- R.E. Sanders (1992). The role of mass communication processes in the social upheavals in the Soviet Union, Eastern Europe, and China. In S. King & D.P. Cushman (Eds.), *Political communication: Engineering visions of order in a socialist world* (pp. 143-162). Albany, NY: SUNY Press.
- R.E. Sanders (1991). The two-way relationship between talk in social interactions and actors' goals and plans. In K. Tracy (Ed.), Understanding face-to-face interaction: Issues linking goals and discourse (pp. 167-188). Hills-dale, NJ: Lawrence Erlbaum.
- R.E. Sanders (1989). Message effects via induced changes in the social meaning of a response. In J. Bradac (Ed.), *Message effects in communication science* (pp. 165-194). Newberry Park, CA: Sage.
- R.E. Sanders (1987). Cognitive foundations of calculated speech: Controlling understandings in conversation and persuasion. Albany, NY: SUNY Press.
- C. Larson & R.E. Sanders (1975). Faith, mystery, and data: An analysis of "scientific" studies of persuasion. *Quarterly Journal of Speech, 61*, 178-194.

Collaboration and Conflict

- R.E. Sanders & A. Pomerantz (2018). Bounded segments of interaction: The case of redressing the breach of a cultural norm once it is flagged. In E. Weigand & I. Kecskes (Eds.), *From Pragmatics to Dialogue* (113-136). Amsterdam: Johns Benjamins.
- A. Pomerantz & R.E. Sanders (2013). Conflict in the jury room. Journal of Language Aggression and Conflict, 1 (2), 141-164.
- Bonito, J. A., & Sanders, R. E. (2011). The existential center of small groups: Member's conduct and interaction. *Small Group* Research, 42(3), 343 -358.
- R.E. Sanders & J.A. Bonito (2010). Speaking for the institution: A fourth production site for group members' influence attempts. *Small Group Research*, 41(4), 427-451.

- J.A. Bonito & R.E. Sanders (2009). A different approach to answering a good question: A response to Hewes's models of communication effects on small group outcomes. *Human Communication Research, 35,* 297–304.
- R.E. Sanders (2007). The composition and sequencing of communicative acts to solve social problems: Functionality and inventiveness in children's interactions. *Communication Monographs, 74*, 464-491.
- R.E. Sanders (2007). The effect of interactional competence on group problem-solving. In F. Cooren (Ed.), *Interacting and Organizing* (pp. 163-183). Mahwah, NJ: Erlbaum.
- J.A. Bonito & R.E. Sanders (2002). Participation structure in collaborative writing episodes: Adopting footing to forestall discord or secure accord. *Research on Language and Social Interaction, 35*, 481-514.

Interpersonal & Intercultural Communication

- R.E. Sanders (2017). Overcoming differences and achieving common ground: Why speaker and hearer make the effort and how they go about it. In R. Giora & M. Haugh (Eds.), *Doing pragmatics interculturally: Cognitive, philosophical, and sociopragmatic perspectives* (pp. 31-54). Berlin: DeGruyter Mouton.
- R.E. Sanders (2012). The representation of self through the dialogic properties of talk and conduct. Language and Dialogue, 2 (1), 28-40.
- R.E. Sanders (2003). Conversational socializing on marine VHF radio: Adapting Laughter and other practices to the technology in use. In P. Glenn, C. LeBaron, & J. Mandelbaum, (Eds.) *Studies in language and social interaction* (pp. 309-326). Mahwah, NJ: Lawrence Erlbaum.
- R.E. Sanders (1999). The impossibility of a culturally contexted conversation analysis: On simultaneous, distinct types of pragmatic meaning. *Research on Language and Social Interaction, 32,* 129-140.
- R.E. Sanders (1997). Find your partner and do-si-do: The formation of personal relationships between social beings. *Journal of Social and Personal Relationships*, 14, 387-415.
- R.E. Sanders (1995). A neo-rhetorical perspective: The enactment of role-identities as interactive and strategic. In S.J. Sigman (Ed.), *The consequentiality of communication* (pp. 67-120). Hillsdale, NJ: Lawrence Erlbaum.
- K.L. Fitch & R.E. Sanders (1994). Culture, communication, and preferences for directness in expression of directives. *Communication Theory*, 4, 219-245.
- R.E. Sanders (1986). Communicating across the borders of speech communities. In W. Gudykunst (Ed.), *Intergroup communication* (pp. 137-151). London: Wm. Arnold.

Theory and Meta-Theory

- R.E. Sanders (2021). The Work and Workings of Human Communication. Hoboken, NJ: Wiley.
- R.E. Sanders (2005). Introduction: LSI as subject matter and as multidisciplinary confederation. In K.L. Fitch & R.E. Sanders (Eds.), *Handbook of language and social interaction* (pp. 1-14). Mahwah, NJ: Erlbaum.

- R.E. Sanders (2003). Applying the skills concept to discourse and conversation: The remediation of performance defects in talk-in-interaction. In J. Greene & B. Burleson (Eds.), *The Handbook of communication and social interaction Skills* (pp. 221-256). Mahwah, NJ: Erlbaum.
- R.E. Sanders, K.L. Fitch, & A. Pomerantz (2000). Core research traditions within language and social interaction. In W. Gudykunst (Ed.), *Communication Yearbook 24* (pp. 385-408). Thousand Oaks, CA: Sage.
- R.E. Sanders (1995). A retrospective essay on the consequentiality of communication. In S.J. Sigman (Ed.), *The consequentiality of communication* (pp. 216-222). Hillsdale, NJ: Lawrence Erlbaum.
- R.E. Sanders (1995). The sequential-inferential theories of Sanders and Gottman. In D.P. Cushman & B Kovacic (Eds.), *Watershed research traditions in human communication theory* (pp. 101-136). Albany, NY: SUNY Press.
- R.E. Sanders (1992). The role of mass communication processes in the social upheavals in the Soviet Union, Eastern Europe, and China. In S. King & D.P. Cushman (Eds.), *Political communication: Engineering visions of order in a socialist world* (pp. 143-162). Albany, NY: SUNY Press.
- R.E. Sanders (1991). The two-way relationship between talk in social interactions and actors' goals and plans. In K. Tracy (Ed.), Understanding face-to-face interaction: Issues linking goals and discourse (pp. 167-188). Hills-dale, NJ: Lawrence Erlbaum.
- R.E. Sanders (1990). Discursive constraints on the acceptance and rejection of knowledge claims: The conversation about conversation. In H. Simons (Ed.), *The rhetorical turn: Invention and persuasion in the conduct of inquiry* (pp. 145-161). Chicago: University of Chicago Press.
- R.E. Sanders (1989). The breadth of communication research and the parameters of communication theory. In S. King (Ed.), *Human communication as a field of study: Selected contemporary views* (pp. 221-231). Albany, NY: SUNY Press.
- R.E. Sanders (1987). Cognitive foundations of calculated speech: Controlling understandings in conversation and persuasion. Albany, NY: SUNY Press.
- R.E. Sanders (1986). Interpretive competence and interpretive performance. In P.C. Bjarkman & V. Raskin (Eds.), *The real-world linguist: Linguistic applications in the 1980s* (pp. 266-283). Norwood, NJ: Ablex.
- R.E. Sanders & D.P. Cushman (1984). Rules, constraints, and strategies in human communication. In C. Arnold & J. Bowers (Eds.), *Handbook of rhetorical and communication theory* (pp. 230-269). Newton, MA: Allyn and Bacon.
- D. P. Cushman & R.E. Sanders (1982). Rules theories of human communication processes: A structural and functional perspective. In B. Dervin & M. Voight (Eds.), *Progress in communication science* (pp. 49-83). Norwood, NJ: Ablex.
- R.E. Sanders & L.W. Martin (1975). Grammatical rules and explanations of behavior. *Inquiry, 18*, 65-82.
- R.E. Sanders (1973). The question of a paradigm for the study of speech-using behavior. *Quarterly Journal of Speech, 59*, 1-10.