

Strategic Use of Projection Variability

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Abstract:

Research on sender-receiver games has focused mainly on alignment of incentives to explain how information is transmitted, but the role of the content of messages and its interaction with rhetoric has often been neglected. Leaning on research in linguistics on projection variability, a phenomenon in which listener's beliefs about the informational content of a sentence may be affected by the verb that precedes the information, this experimental setup proposes to examine a strategic use of this form of rhetorical framing by speakers when they are asked to convince potential listeners. Potential applications of this could extend to transmission of fake news, legislative and parliamentary discourse and other contexts in which speakers may vary rhetoric rather than informational content to convince.