

Pragmatic Study of Person Dexis in the Speeches of Chinese and American Leaders

-- Taking Xi Jinping's and Donald Trump's Speeches as Example

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ABSTRACT

Language not only conveys information, but also reveals information about the speaker's identity, social status and behavioral motives. This paper focuses on how person dexis in the speeches of Chinese and U.S. leaders convey interpersonal connotations and realize pragmatic purposes. The selected texts are analyzed from the perspective of Systemic Functional Linguistics according to the first, second and third person dexis. The paper is based on a corpus of 11 speeches delivered by President Xi and former U.S. President Donald Trump, in which the frequency of person dexis and the characteristics of the use are recorded. The study is conducive to have a clearer understanding of the interpersonal meanings and pragmatic purposes of different person dexis and the underlying conceptual and cultural factors influencing the usage.

KEYWORDS

Person Dexis; Interpersonal Connotations; Pragmatic Purposes; Xi Jinping's Speeches; Trump's Speeches.

1. INTRODUCTION

1.1. Research Background

Speech can convey the speaker's point of view, and express or clarify the emotions and position held by the speaker. In the speeches delivered by the leaders, we can perceive the ideas of the leaders, and the leaders can affect the audience with the help of their words. Leaders' speeches play an important role in establishing national reputation, formulating policies, promoting ideas and facilitating economic and cultural exchanges, etc. M.A.K. Halliday[2] believed that language is "a system of meaning potential realized by a system of three meta-functions constrained by the context of culture and context of situation". The study of interpersonal meaning helps to reveal the characteristics of leaders' speeches. This study takes interpersonal meaning in leaders' speeches as the object of research to investigate the role of person dexis in national leaders' speeches.

1.2. Research Purpose and Significance

Leaders' speeches show the leaders' personal style and philosophy of governance. By analyzing the interpersonal functions reflected by person dexis in Xi Jinping's and Donald Trump's speeches, this study is made to interpret how speakers employ person dexis to achieve their discursive goals and

construct the relationship between themselves and their audience. Another significance is to identify the differences in the use of person daxis, which helps to better understand the cultural and conceptual factors underlying the differences in language use.

2. THEORETICAL FRAMEWORK AND METHODOLOGY

2.1. Definition of the Interpersonal Meta-function

Interpersonal connotation of discourse refers to the interaction between the engaged participants during the communication process.

Thompson[8]proposed his model of investigating interpersonal meanings, which mainly includes personal and interactive meaning. Through further analysis, the model enriches the meaning of interpersonal meta-function and elaborates on the meaning of evaluation. Thompson[9]believed that “evaluation is the central part of the meaning of any text and that any analysis of the interpersonal meaning of a text must take it into account”, i.e., whether the speaker thinks something (person, thing, action, event, situation, idea, etc.) is good or bad. Thompson and Hunston[4]argued that evaluative meaning lies in the following three aspects:

1) to express the speaker’s or the writer’s opinion, and in doing so to reflect system of that person and their community; 2) to establish and preserve relations, between the speaker and their community; 3) to organize the discourse.

2.2. The Interpersonal Meanings Conveyed by Person Daxis

Person daxis refer to “the symbolic references to the participants or relevant roles encoded in speech activities” [11]. The person daxis are categorized into three types, i.e. first-person daxis, second-person daxis and third-person daxis. Li Zhanzi [13] believed that different person daxis express different interpersonal meanings and have different pragmatic purposes in different contexts.

The first person daxis focus on the speaker. The English first person daxis include the normative case of I and we, and the accusative case of me and us and possessive case of my, mine, our, ours, which correspond to the Chinese words “我,我们, 我们的”. However, the Chinese word “咱, 咱们” also belong to the first person daxis. The first person daxis can be used in both formal and informal situations. The use of the singular form usually emphasize the speaker’s ideas, experience or authority, and reflects the speaker’s attitude of taking responsibility for his or her own words. The Chinese word “咱” conveys the meaning of “I” and helps to narrow down the distance between the speaker and the audience psychologically, but it is used informally and rarely in public speaking. In most languages, personal pronouns have singular and plural forms. In both Chinese and English, “we\我们” include both exclusive and inclusive types, conveying different emotional attitudes. The inclusive “we” encompasses all participants in the dialogue, while the exclusive “we” refers only to the group intended by the speaker, indicating the speaker’s authority.

The second person daxis refer to the listener, which includes “you” and the possessive case of “your, yours”. The Chinese second person daxis include“你,你们”. Dennis Schofield[7]argued the second person daxis have two main functions, namely, generalization (ambiguous usage), referring to anyone in the context, and addressing, or in other words, the allocutionary function. Monika Fludernilk0 advocated that “the irreplaceable constituent of second person narrative is not function, it is function of address”. During the process of communication, people often use second person daxis to refer to the addressee. When the use of “you” is to order someone to do something or express the negative emotions of the speaker, it may convey the meaning of impoliteness and enlarge the distance with the audience. Sometimes, the speaker uses the second person daxis to highlight the responsibility of the audience, which concentrates the listener’s attention on the content of the speech, improves the

transmission efficiency of information and draws the distance between the audience and the speaker closer. Dennis Schofield advocated “the defining feature of non-deictic second person in pragmatic theory is the function of generalization”. The second person may in some circumstances not refer to a specific person, but to anyone in the speaking situation. In Chinese, the second person daxis include “你,你们”, and “你” is generally used to address people of the same or lower generation. Influenced by the traditional concept of hierarchy, “您” expresses respect for the seniors with high moral characters, social prestige and relatively high status.

Third person daxis refer to a third party other than the speaker and the hearer, and are not the immediate participants in the communicative activity. Yule[10]pointed out that when third person daxis are employed, it is nevertheless an effective way to indicate the distance between two people if it can be replaced by second person daxis. Third person daxis are more effective in communicating emotion than the first and second daxis. Third person daxis consist of the singular forms he, she, it and the plural form they. The third person daxis, in most cases, widen the distance between the speaker and the listener, and are less commonly used in English speeches. However, the use of third person daxis make the statement more objective. The third person daxis in Chinese includes “他,她,它,他们,她们,它们”. When talking about something unpleasant, the speaker can start the conversation with third person daxis. In Chinese, the third person “他” is sometimes used to replace the first person “我” to shorten the distance between the speaker and the audience. This is done to increase objectivity and reduce the awkwardness that may occur when talking about specific topics.

2.3. Research Materials

Three similar activity occasions are chosen: major festival speeches, university lectures and economic speeches. Public speeches are an important way of conveying information, and the speeches of national leaders are more representative.

Table 1. The Speeches Selected for Analysis

Chinese Speeches	English Speeches
习近平2015年在新加坡国立大学的演讲	Trump’s Speech at the West Point(2020)
习近平2017年新年贺词	Trump’s New Year Message(2020)
习近平2017年新年贺词	Trump’s First Speech on Christmas(2017)
习近平2023年新年贺词	Trump’s Speeches on Thanksgiving Day(2017-2018)
习近平在博鳌亚洲论坛2022年年会开幕式上的演讲	Trump’s Speech at Davos Economic Forum(2020)

3. PRAGMATIC ANALYSIS OF THE PERSON DEXIS IN THE SPEECHES OF CHINA’S AND AMERICA’S LEADERS

Table 2. The Overall Distribution of Person Daxis in the Speeches

	Chinese		English	
	Number	Percentage	Number	Percentage
First Person	114	89.8%	273	62.8%
Second Person	0	0	83	19.1%
Third Person	13	10.2%	79	18.1%
Total	127	100%	435	100%

As can be seen from the table, first person dexis are used more frequently than second and third person dexis in both Chinese and English speeches. According to the chart, it can also be learned that the frequency of person dexis in English speeches is higher than that in Chinese. In order to further understand the role of different person dexis, the distribution of various person dexis will be discussed.

3.1. Distribution and Implications of First Person Dexis

Through the above categorization, data are collected as follows:

Table 3. The Distribution of the First Person Dexis in the Speeches

		Chinese		English	
		Number	Percentage	Number	Percentage
Singular		33	28.9%	52	19%
Plural	In-	62	54.4%	157	57.5%
	Ex-	19	16.7%	64	23.5%
Total		114	100%	273	100%

In-: Inclusive Plural Form

Ex-: Exclusive Plural Form

A. The Singular Form of the First Person Dexis

In Chinese speech, “我” is used to indicate the speaker himself/herself. In different situations, speakers usually use the first person singular form to express their opinions or take a position.

[1]很高兴...首先, 我谨代表中国政府和中国人民, 并以我个人的名义, 对出席年会的嘉宾, 表示诚挚的欢迎...

[2]去年, 我提出了全球发展倡议, 得到...稳步推进倡议落地落实。

[3]我一直在思考新形势下中国同包括东南亚在内的周边国家深化合作、共谋发展的大计。

[4]我相信, 在中新两国人民共同努力下, 中新关系必将迎来新的更大的发展。

In paragraph [1], “我” refers to President Xi himself and is intended to convey the sincere appreciation to the representatives of the participating countries. In this case, since President Xi is the leader of our country, it makes sense for him to express the attitude of our Government. In example [2], President Xi’s use of the first person is to reiterate that he offers suggestions for the recovery of the economies of the countries in the post-pandemic era, representing China’s stance; while [3] and [4] reflects President Xi’s suggestions and expectations for cooperative relationship with neighboring countries and the joint creation of a bright future for development. From the above cases, with the help of the first person singular form, the speaker indicates his attitude on specific international occasions and in response to specific international issues, which also reflects the positive image of our country as a responsible major country that actively participates in the cause of global governance.

In addition, the use of the first person singular form is intended to enhance the authority of the discourse through personal experience and feelings, and to effectively communicate the message of the discourse.

[5]...我向同志们致敬。新年之际, 我最牵挂的还是困难群众...

[6]我时常牵挂着奋战在脱贫一线的同志们...我始终惦记着困难群众...我看望了彝族村民吉...我和赵顺利一家围坐一起...我到陈玉芳家里...我和贫困户陆奕和交谈脱贫之计。他们真诚朴实的面容至今浮现在我的脑海。

[7]我在各地考察时欣喜地看到：长江两岸绿意盎然...

[8]今年我去了香港，看到香港...必将长期繁荣稳定。

[9]党的二十大后我和同事们一起去了延安...

In [5]-[6], President Xi expresses in the first person dextis his philosophy of governance as a national leader who is always concerned about the people's livelihood and sympathetic to the people. The President sees himself as a member of the people and communicates with the people in a heartfelt way, constructing a harmonious and friendly relationship between himself and his audience in his discourse. In sentences [7]-[9], President Xi uses his own experience of field visits to enhance the rationality and authority of the speech, which is conducive to increasing the audience's recognition of the reality reflected in the discourse and encouraging them to participate in social construction.

In Trump's speeches, the first person singular form also refers to the speaker himself, reflecting the speaker's position, attitude, or authority;

[10]I am here to deliver a simple message: There has never been a better time to hire, to build, to invest and to grow in the United States.

[11]I am pleased to report that the Coalition to Defeat ISIS has retaken...I want to thank those nations represented here today that have joined in these crucial efforts.

[12]I thank the millions of Americans who light our lives...I thank those who are serving the needy...I thank our military men and women...I thank our law enforcement officers...I thank America's teachers, pastors, and...

[13]I pledged to eliminate two unnecessary regulations for every one new regulation...I believe in America...

[14]As I have said, the United States is prepared to negotiate mutually beneficial bilateral trade agreements with all countries.

In sentence [10], the speaker makes a positive evaluation of the current state of American society, showing his confidence in the development of the United States; [11] expresses the speaker's full affirmation of the effectiveness of the actions taken to combat terrorist forces; according to the context of the speech, the speaker in sentence [12] aims to convey his own wishes as the leader of the country to people from all walks of life when the holiday season arrives, which is a manifestation of his concern for the people. In [13]-[14], Trump uses the first person singular form to indicate his position and commitment to national policy, his country's interests and the promotion of international trade co-operation, making clear his capacity as a national leader and increasing the authority of the discourse.

The President of the United States is elected in a bipartisan campaign. The incumbent President, unlike our leaders, usually makes speeches during his term of office to promote his performance in order to be re-elected, a mindset that is reflected in various national and international contexts.

[15]After years of stagnation,...stock market...has added more than \$7 trillion in new wealth since my election...Since my election, we've created 2.4 million jobs...Small business optimism is at an all-time high. New unemployment...

[16]My administration is also taking swift action in other ways to restore American confidence and independence.

[17]My administration is proud to have led historic efforts...

[18]To ensure you have the very best equipment...my administration has embarked on a colossal rebuilding of...

In sentences [15]-[18], Trump uses the first person to show what he has achieved during his administration in terms of the recovery of the stock market, the increase of American national power, the maintenance of what he calls “peace and stability” in the world, and the capacity for armaments. Stating what he has achieved during his term of office as a national leader increases the authority of the discourse while at the same time prompting the listener to think in accordance with his thoughts, thus increasing his own prestige. The use of the first person here reflects to some extent the Western concept of individualistic thinking.

In short, the use of the first person singular form in speech is to show the speaker’s own identity, views and attitudes, but also to create a cordial and harmonious atmosphere.

B. The Plural Form of the First Person Dexis

The first person plural forms include the exclusive form, which does not include the listeners present, and the inclusive form, which includes both the speaker and the listeners. The inclusive and exclusive forms are widely used in Chinese and English speeches, with the inclusive plural form being used more frequently than the exclusive form.

(1) The Inclusive Plural Form

The inclusive plural form conveys a powerful emotional force that unites the speaker and the listeners into a whole, sharing common interests. Whether in Chinese or English, the primary function of the inclusive plural form is to bring the speaker and the audience closer together psychologically, so that the speaker’s ideas can be more easily accepted by the audience.

[19]人类历史告诉我们，越是困难时刻...我们决不能丧失信心、犹疑退缩...

[20]困难和挑战进一步告诉我们，人类是休戚与共的命运共同体...

[21]我们要记住守岛卫国32年的王继才同志...他们是新时代最可爱的人，永远值得我们怀念和学习。

[22]只要我们13亿多人民和衷共济，只要我们党永远同人民站在一起，大家撸起袖子加油干，我们就一定能够走好我们这一代人的长征路。

[23]一个流动的中国，充满了繁荣发展的活力。我们都在努力奔跑，我们都是追梦人。

In sentences [19]-[23], President Xi uses the word “我们” to relate himself to the audience and the Chinese people as equals and as close as possible, shortening the psychological distance between himself and the audience. In sentences [19]-[20], the speaker draws on history to highlight the necessity and urgency for all members of the human community to uphold the spirit of working together and overcoming difficulties, reflecting a sense of community with Chinese characteristics, and facilitating the audience’s psychological and operational identification with the content of the speech. In sentence [21], the speaker aims to call upon the entire nation to follow the examples of the pioneers and to jointly honour the most lovable figures of the new era, forming a common bond with the audience and the Chinese people. In sentences [22]-[23], President Xi sees himself and all the Chinese people as partners on the journey of struggle in the new era, which is conducive to rallying the entire nation to strive for a better future.

And in English speeches, speakers use the same strategy:

[24] We cannot have free and open trade...We support free trade...

[25]So together, let us resolve to use our power, our resources, and our voices, not just for ourselves, but for our people...

[26]We will vanquish the virus. We will extinguish this plague.

[27] I thank the millions of Americans who light our lives and brighten our wonderful communities...I thank our military men and women...us safe. I thank our law enforcement officers...and those people that have taught us so much, for their leadership in our communities and our society.

For example, in example[24], the speaker aims to emphasize that all participants are duty-bound to reach a consensus on the creation of an inclusive and free trade model. The plural form in example [25] indicates that all participants should form a common code of values and make full use of their resources for the benefit of the people, reflecting the speaker's sense of responsibility and sense of mission. In particular, in example [26], the speaker conveys the speaker's determination to overcome the Covid-19 pandemic, which is helpful in inspiring the audience to work together to meet the challenge. In the sentence [27], the speaker treats people fighting in all walks of life as equals, and expresses thanks and blessings for them together with the audience, constructing an image of himself as a responsible leader who are sympathetic to the people, which resonates psychologically with the audience.

In English and Chinese speeches, the use of the inclusive first person plural form sometimes does not refer only to the speaker and the audience, but also to organizations such as countries, parties, governments, institutions or other groups.

[28]我们积极践行新发展理念，加快全面建成小康社会进程...我们积极推进全面深化改革...我们积极推进全面依法治国...我们积极推进全面从严治党...

[29]我们要践行共商共建共享的全球治理观，弘扬全人类共同价值...

[30]我们要继续把亚洲发展好、建设好...我们要秉持相互尊重、平等互利、和平共处等原则...

[31]And they did it because they believed in the undying principles of our founding.

[32]America needs a class of cadets that lives by your motto: "With Vision, We Lead." We need you to carry on the spirit of the great General Ulysses S. Grant...We need you to be as visionary as Patton...

[33]And now we are entrusting you...the task of preserving American liberty.

The “我们” in sentence [28] refers to China. In reviewing the development achievements of China in 2016, the speaker's use of “我们” is intended to view the whole country as a whole, highlighting the fact that all nationals are a community of solidarity. The “we” in [29]-[30] refers to the heads of state participating in the Boao Forum of 2022 and the governments they represent, highlighting the speaker's and the Chinese government's orientation of calling on all parties to participate in the regional and global governance, and conveying the speaker's sense of community and ownership. The “we” in [31] refers to all U.S. citizens, which aims to call on the audience to remember the principles and mission of the founding of the nation and encouraging the non-commissioned officers to fight for the interests of the nation. The “we” in [32]-[33] refers to the U.S. government and the American people, conveying the speaker's exhortation to the graduating students, and expressing his sense of community and ownership of the nation. The use of “we”, while explaining the core message and authoritative position, also draws the distance with the audience closer to some extent, and creates a sense of responsibility and solidarity, which is conducive to promoting the audience's recognition and practice of the theme of the speech.

(2) The Exclusive Form of the First Dexis

Statistically, it can be concluded that the inclusive plural form makes up the smallest proportion of first person pronouns, but it does play an important role in the leaders' speeches. The inclusive plural form shows the speaker's point of view by referring only to the party represented by the speaker or speakers but not to the audience present.

[34]a....我们正在同国际社会一道，稳步推进倡议落地落实。

b.中国经历了长达一个多世纪的积贫积弱、风雨飘摇的年代，我们比谁都懂得发展的重要、稳定的可贵。

c....我们始终主张通过和平谈判方式...我们完全有能力，也有信心同东盟国家一道，维护好南海地区的和平稳定。

[35]a.We have made extraordinary strides in the United States. We are lifting up forgotten communities...

b.We've created 2.4 million jobs...

c. We lowered our corporate tax...

d. We are freeing our businesses and workers...We are creating an environment that ATTRACTS capital...

e. We must replace our current system of extended-family chain...that selects new arrivals based on their ability to contribute to our economy...and to strengthen our country.

Example [34] is taken from President Xi's speech at the National University of Singapore in 2015, in which “我们” refers to the Chinese government, emphasizing the position and attitude of the Chinese government in achieving stable development, promoting the assistance provided to developing countries, and resolving regional disputes, which is conducive to constructing a favourable image of China as a responsible great power. Example [35] is selected from the speech of former U.S. President Donald Trump at the Davos Economic Forum in 2018 and Barack Obama's speech on the economy, where “we” refers to the U.S. government. Sentences a-d emphasize that the speaker has achieved milestone results in dealing with domestic issues in his term of office, while e emphasizes the further efforts he needs to make in the future of his administration. In his speech, Trump uses “we” to highlight what he stands for, reinforcing the positive assessment of the United States and its government by the audience and the outside world.

C. The Omission of the First Person Dexis

In Chinese speeches, speakers sometimes omit first-person dexis such as “我” and “我们” as the audience can judge what the subject is referring to based on the context of the speech.

[36]第一，坚定维护亚洲和平...第二，积极推动亚洲合作...第三，共同促进亚洲团结...

[37]我一直在思考新形势下中国同包括东南亚在内的周边国家深化合作、共谋发展的大计...共同维护和平安宁...深入对接发展战略...积极开展安全合作...不断巩固人缘相亲...

Example [36] is taken from President Xi's speech at the opening ceremony of the Boao Forum for Asia Annual Conference 2022, and example [37] is taken from President Xi's speech at the National University of Singapore in 2015. In the above cases, the person dexis “我们” is omitted, and the omitted subject person dexis refers to “Asian countries” and “China and Singapore”, which helps to highlight the roles that “Asian countries” and “China and Singapore” are supposed to play in promoting peace and stability in the region. Even though the subject is omitted, the listener can still infer the subject from the context. The repetition of the subject will make the audience feel that the speaker is over-emphasizing his own position and viewpoints and ignoring the facts of the statement itself, which will inadvertently widen the psychological distance between the speaker and the audience. Chinese is a typical parataxical language. The main reason for the speaker to omit the subject is to focus on the content of the speech and to improve the objectivity of the speech; while English is hypotaxical, therefore, the subject cannot be omitted from the English discourse in most cases.

3.2. Distribution and Implications of Second Person Dexis

Unlike English second person daxis, Chinese second person daxis include “你” and “您”. “你” is used to refer to people of the same generation or status, while “您” is used to show respect for the listener. Second person daxis do not appear in the Chinese speeches selected for this thesis, so the second person in Chinese texts is not discussed in this paper. In English speeches, there is only one pronoun you referring to the second person singular and plural forms. Firstly, the frequency of the second person pronouns in speeches are shown as follows:

Table 4. The Distribution of the Second Person Daxis in the Speeches

		Number	Percentage
Chinese	你/你的	0	0%
English	you/your/yourself(s)	83	100%
Total		83	100%

[38] a. Melania and I would like to wish you a blessed and joyful Thanksgiving.

b. Everyone have a good time, enjoy yourselves, because we are here to celebrate your achievements...

[39] a. Now is the perfect time to bring your business, your jobs, and your investments to the United States of America.

b. America is the place to do business-so come to America where you can INNOVATE, CREATE and BUILD.

[40] a. Each of you has the power to change hearts, transform lives, and shape your countries' destiny. With this power, comes an obligation-a duty of loyalty to the people, workers, and customers who have made you who you are.

b. Today, I am inviting all of you to become part of this incredible future...

c....the young men and women before me today will add your names to... You will go forth from this place adored by your countrymen...

The second person daxis “你” refers to everyone in the audience. The speaker creates a situation in which everyone is placed in this situation and agrees with the speaker's point of view. Example [38] uses the second person daxis to convey the speaker's blessing to the audience, and draws closer the psychological distance between the audience and the speaker. Example [39] is taken from Trump's speech at the Davos Economic Forum. The “you” shows the speaker's confidence in the U.S. business environment, and the audience is regarded by Trump as equals, which encourage countries to invest in the United States, reflecting the speaker's open mindedness. Example [40] is an excerpt from Trump's speech at the United States Military Academy of West Point, where “you” points to the audience, i.e., all the attending students, reflecting the speaker's great expectations as an elder for the future of the student non-commissioned officers to devote themselves to the cause of national development and construction, which draws the psychological distance with the audience and enhances the students' value and emotional recognition of the content of the speech.

In addition to referring to the listeners in general, the second person daxis can also refer to the actual person or to (a) person(s) in the context. For example:

[41] a. Represented in this room are some remarkable citizens from all over the world-you are national leaders, business titans, industry giants...

b. Where is Lindy? For somebody that did so well, they didn't give you a very good seat, Lindy. We have to talk about that.

c. "If you see the President," Grant said, "tell him from me that whatever happens, there will [never] be no turning back."

In example [41], "you" refers to the elites from various industries attending the conference, as well as Lindy and "someone heading north" mentioned above. This use of the second person daxis can focus the audience's attention on the speaker's words and the specific group of people to whom the words are directed, and promote effective communication of the message.

A third function of the second person daxis is that it can refer to a potential audience on certain occasions:

[42] a. Now is the perfect time to bring your business, your jobs, and your investments to the United States of America.

b. America is the place to do business – so come to America where you can INNOVATE, CREATE and BUILD.

In sentences a and b, the speaker aims to show that investing in the United States today is the best option for any foreign investor to develop his or her business. By employing this function of the second person daxis, the speaker is able to effectively encourage his or her audience to invest in the U.S. and to win the trust of potential investors.

In short, the second person daxis are seldom mentioned in Chinese political speeches for the following reasons:

the leader's habit of discourse, i.e., Chinese leaders prefer to draw the audience closer to them from the perspective of the first-person "我" and "我们". Through using "我", they demonstrate personal experience, thereby enhancing the persuasiveness of their words, and incorporate themselves into the group of "我们" to emphasize the symbiotic nature of each member and convey an obvious sense of community.

the difference between Chinese and English cultural values. Chinese reflects a sense of collectivism, and the relationship between the speaker and the audience is more like a partnership of equal communication, each performing his own duties; while Western values take individualism as the core. "I" as a speaker and "you" as listeners tend to be dichotomous to a certain extent. Second-person pronouns are used much more frequently in English than in Chinese speeches. Compared with the Chinese speech, the sense of community conveyed in the discourse is relatively weak.

3.3. Distribution and Implications of Third Person Daxis

The frequency of third person daxis in the speech are shown as follows:

Table 5. The Distribution of the Third Person Daxis in the Speeches

		Number	Percentage
Chinese	他/她/他们/她们/他的/她的/他们的/她们的	13	14.1%
English	he/she/his/her/him/his/they/their	79	85.9%
Total		92	100%

The basic usage of the third person daxis is to refer to someone other than the speaker and the audience.

[43] a. 中国维和部队的几名同志壮烈牺牲，为世界和平献出了宝贵生命，我们怀念他们，要把他们的亲人照顾好。

b. 我们要记住守岛卫国32年的王继才同志...以及其他为国为民捐躯的英雄们。他们是新时代最可爱的人。

c. 要关爱退役军人，他们为保家卫国作出了贡献。

d. 2022年，江泽民同志离开了我们。我们深切缅怀他的丰功伟绩和崇高风范...我们要继承他的遗志...

In Chinese speeches, third person dexis are rarely used. In the five cases mentioned above, “他” and “他们” refer to the people who have made outstanding contributions to the well-being of the country and the people as mentioned in the previous section, and the speaker uses “他” and “他们” to emphasize the contributions of these great people to make the audience emotionally resonant. In English speeches, the third person dexis are used in a similar way:

[44] a. They knew their duty was to protect their country...They were true, tough American patriots.

b. In his first year as president, George Washington proclaimed a day of public Thanksgiving in prayer...He called on Americans to come together with one heart and one voice to thank God for his gracious gifts and to ask him to heal the wounds of the nation...

In example [44] a, “they” refers to the people mentioned in the context, and the speaker uses the third person dexis to avoid unnecessary repetition. In sentence b, the third person dexis refer to the “president George Washington” and “the God” respectively. The fact that the author tells the audience about his predecessors in the third person form is conducive to shifting the audience’s attention to a specific subject and increasing the audience’s participation.

4. A COMPARATIVE EXAMINATION OF THE INTERPERSONAL CONNOTATIONS OF PERSON DEXIS IN THE SPEECHES OF CHINESE AND AMERICAN LEADERS

4.1. Comparative Analysis of the Application of the First Person Dexis

The first person dexis are the most frequently used dexis. The singular form refers to the speaker and is used to express the speaker’s personal views, experiences and ideas about something. Some speakers use this kind of person dexis to indicate the social status of the speaker to show authority. First person plural form include inclusive and exclusive plural patterns. In both English and Chinese, the inclusive plural form refer to the speaker and the audience or the audience and a third party. In leaders’ speeches, the inclusive first person plural refers to both the speaker and the listener, producing the same effect as “你和我”. By using the inclusive first person plural form, the speaker aims to unite the speaker and the listener, emphasizing the common interests involved in the communication and making the speaker’s words more acceptable. Thus, the use of the inclusive plural form is intended to shorten the psychological distance between the speaker and the listeners. The exclusive first person plural form also appear in speeches and are used to indicate the speaker’s position with the aim of demonstrating the speaker’s point of view and authority. In short, the first person plural form are often used in public speaking to avoid the tendency of being self-centred.

There are also some differences in the use of first person dexis. The first is that English speeches use first person dexis more frequently than Chinese speeches; another difference is that the subjects “我” and “我们” can be omitted in Chinese speeches, but cannot be omitted in English in many cases. In Chinese, omitting the subject can make the statement more objective and persuasive, whereas due to

the requirements of English sentence structure, a sentence without a subject does not conform to the rules of grammar, so the subject is seldom omitted.

4.2. Comparative Analysis of the Application of the Second Person Daxis

The second person daxis in Chinese include “你”, “您” and “你们”. The “你” is a common word used to refer to the audience. The “您” is a polite usage of “你”, which is generally used for people of higher rank, age or position or for people who are not familiar with the speaker. The use of “您” indicates a relationship between the two parties to a conversation. The only second person form in English is “you”, which is used to indicate the singular and plural forms.

There are some similarities in the use of second person daxis in speeches. Firstly, second person daxis can be used to refer to the audience in both English and Chinese speeches to show the identity of the audience. Secondly, through the use of second person daxis, the audience can be included in a specific context to make the interaction more authentic. However, there are also differences in the use of the second person daxis. Firstly, second person daxis are used more frequently in English speeches than in Chinese. Secondly, speakers use second person daxis to refer to someone in the speech context, whereas in Chinese speeches, second person pronouns are rarely used in this way.

4.3. Comparative Analysis of the Application of the Third Person Daxis

Third person daxis make up the smallest proportion of speeches in both Chinese and English. The basic usage of third person daxis is to denote someone or something other than the speaker and the listener. The similarities are: firstly, the referents are all people other than the speaker and the audience; secondly, third person daxis can refer to people or things mentioned above to avoid unnecessary repetition or to further analyze certain information about the person mentioned.

5. DIFFERENCES AND SIMILARITIES IN THE USAGE OF PERSON DAXIS

Language and culture interact closely with each other. The person daxis are an important part of language, therefore the person daxis are associated with the culture.

5.1. Concepts of Individualism and Collectivism

The most representative features of Chinese and American cultures are the values of collectivism and individualism. Hofstede[3] once believed that collectivism and individualism are one of the main dimensions that distinguish cultures. Collectivism is considered to be the most representative feature of Chinese society. Collectivist culture emphasizes the harmonious connection between people, the social nature of human beings, and the importance of the role of the social group for the survival and well-being of individuals. As a result, “我” is used less frequently in Chinese speech, and “我们” is used more frequently. Individualism is not highly appreciated in traditional Chinese culture, but it is recognized and held dear by Americans. Individualism means freedom and represents the independence and particularity of the individual. Samovar & Potter[6] believed that the interests of the individuals are or should be of paramount importance, and that values should be based on personal interests.

Therefore, in English speeches, speakers prefer to use “I” to refer to the speaker himself, highlighting his own views and positions. However, in order for the audience to accept his or her point of view, the speaker must be polite to the audience. Research has shown that “我们” and “us” can be used to show respect for the audience and to bring closer the audience to the speaker, so the first-person pronouns are the most frequently used daxis in both Chinese and English.

5.2. English-Chinese Language Features

Hypotaxis and parataxis is one of the most important topics in the comparative studies of Chinese and English. Nida[5]believed that the most important difference between English and Chinese lies in hypotaxis and parataxis. Liu Miqing[12]argued that hypotaxis and parataxis explains the heterogeneous characteristics of English and Chinese. Chinese people pay attention to inter-generational relationship, high and low social status and the closeness and distance between people, and what Chinese people pursue is the harmony between human and nature, concepts and language use, rather than the structure of language itself. Therefore, in Chinese speeches, speakers sometimes tend to omit personal pronouns in order to make their speeches more concise and clear, whereas Westerners tend to think rationally, so that when a speaker expresses his or her ideas, the sentence structure must be complete, which explains why the proportion of personal pronouns in English is much higher than that in Chinese speech.

6. CONCLUSION

This thesis explores the frequency and characteristics of the different person dexis and the similarities and differences in their usage. Differences in the frequency of dexis use reflect different cultural background and ideologies, and the similarities in their usage also demonstrate the common purpose of discourse, that is, to reveal the speaker's position, attitude or suggestions for specific issue and construct a cordial and effective communicative atmosphere between the speaker and the audience.

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