

A Speech Act Analysis of Persuasion and Evaluation in Marques Brownlee's "M4 MacBook Air Review: Too Easy!"

Annisa Zahrani^{1*}, Muhammad Hamzah², Fathya SWF Marpaung³, Ariel Abenaya Simarmata⁴

^{1,2,3,4}English Department, Universitas Sumatera Utara, Indonesia

Correspondence Email : annisazahrani@students.usu.ac.id

ARTICLE INFO

Article history:

Received : November 17, 2025

Reviewed : December 1, 2025

Revised : December 8, 2025

Accepted : December 20, 2025

Available online : December 26, 2025

Keywords:

Illocutionary;

Speech Act Theory;

Pragmatics; Digital

Communication

Abstract

The growth of online review platforms has introduced ways where people share info and opinions together, though pragmatic strategies used in tech reviews aren't well studied yet. This study applies the Speech Act Theory by Searle (1969) with the purpose to examine illocutionary acts that are found in a YouTube video titled "M4 MacBook Air Review: Too Easy!" by Marques Brownlee (MKBHD). This study uses the descriptive qualitative approach to investigate how Marques Brownlee applies illocutionary acts with the purpose to educate, value, and persuade viewers in the context of technology review films. The corpus consists of 8 minutes and 16 seconds of spoken content, containing approximately 120 utterances extracted from the official YouTube subtitles. These subtitles were manually checked and validated for accuracy before analysis, and the data were examined through systematic coding, classification, and contextual interpretation. The study finds four kinds of illocutionary acts, such as assertive, expressive, directive, and commissive even though declarative activities rarely happened because of the informality of YouTube communication. Through directive and expressive acts, the video can engage and construct relationships with viewers, while at the same time, assertive acts affect in a dominant way, which underlines the main objective of MKBHD are distributing comprehensive and valuable information and also evaluating product performance as well. Finally, communicative actions typically indicate more intimate and sincere interactions. The results of the study show how online reviewers use language to build trust, maintain attention, and foster reader understanding, demonstrating that communicative actions help balance informative content with persuasive goals in technology reviews.

INTRODUCTION

Language not only serves as a means of communication, but is also an important component that has the ability to convey information, persuade, and influence audiences. Although digital communication has grown rapidly across various platforms, few studies have examined how reviews influence users, particularly in technology videos. While speech acts are often analyzed in mainstream and online media, their impact on trust, judgment, or convincing power within tech reviews isn't well understood.

In the context of pragmatics study, Speech Act Theory by Austin (1962) has become the best way to explain how speech works, but then this theory was expanded by Searle (1969). Moreover, this framework divides language use into three groups, such as locutionary acts (related to the expression shown), illocutionary acts (related to meanings intended or implied), and perlocutionary

acts (influences received by listeners). According to all of these three categories, illocutionary acts play a crucial role in showing the way speakers utilize language with a purpose to perform actions intended to achieve specific outputs.

Furthermore, illocutionary acts were divided by Searle (1969) into five categories, such as assertives, expressives, directives, commissives, and declarations, where each category indicates how language is used in a unique way, and how it can work in the communication process. All five categories also have different purposes, where assertives are intended to construct confidence related to the validity of a statement, expressives are intended to convey feelings or viewpoints from the speaker, directives are intended to influence the listener's actions, commissives are intended to connect the speaker to a future action, and declarations has a purpose to carry out changes in social or institutional conditions. All these five categories together mention how words carry meaning while also constructing relationships. In this research, tech review videos mean digital clips online where someone describes, judges, or makes sense of a gadget for possible buyers. Persuasion, in this case, points to language use that shapes how audiences understand, feel about, or decide on buying products. Such meanings show how speech actions function within casual but impactful YouTube video settings.

In the present time of digital communications, illocutionary acts appear on various social media platforms, where language has played a crucial role in these platforms to share facts or push opinions both informatively and persuasively. For example, YouTube has become a website that is widely used in online space, where this platform allows content creators to compose objective reporting along with subjective takes, which can guide and affect viewers to comprehend and give the reaction to the information given. Specifically, technology videos often blend argumentative tones with instructional content, which can create a unique form of hybrid interaction. In this context, a figure like Marques Brownlee (MKBHD) is known as a popular content creator who delivers detailed reviews, where his content not only elaborate all features within a device, but also tend to encourage purchase behavior on viewers.

This is seen from previous studies that have already explored the way people utilize speech acts on numerous social media platforms. According to Putri et al. (2025), the discovery of assertive behaviors in YouTube podcasts shows how speakers are tend to express opinions and construct the trust with their audiences. Moreover, Adillah (2025) also found that three illocutionary acts' categories, such as assertive, directive, and expressive actions, were often utilized in Instagram captions with the purpose to gain interest on audiences and also improve the branding's identity as well. It is also supported by Chanpradit et al. (2025) that recognized assertive actions as the most common category found in a certain Netflix TV series, which underlines how the use of assertive actions are important in character development and storytelling. In political discussions, In addition, Alharbi (2023) also mentioned that both representative and commissive actions were frequently used in political discussions with the purpose to emphasize authority and construct ideology among audiences.

Moreover, other previous studies done within the context of social media platforms also reveal similar trends. This is shown by Yanti (2025), where both assertive and directive actions occurred among Indonesian YouTubers with the purpose to fulfill both persuasive and interactive objectives. Not only that, Handayani & Yulina (2024) also investigated instagram captions written by a fitness influencer, which show how the use of speech acts can properly engage and interact with their Instagram followers, where on the other hand, Kesi (2025) examined YouTube comments and found out that perlocutionary acts are signs responses came from audiences in YouTube. Dipta et al. (2024) and Ayomi et al. (2022) also point out that the assertive and directive acts play a crucial role in the scope of religious and business environment, as both of these acts can encourage mutual understanding and shape trust. Therefore, all of these results show how speech acts play an important

role within the online conversations done in social media platforms as these speech acts can support the information exchange, persuasion, and the construction of identity. Yet even though many settings have been studied, how speakers actually use speech acts in tech review videos on YouTube is still underexplored. This shows a clear difference between how presenters combine details of objectives with indirect influence.

In the digital world, pragmatism has become the main focus. However, research that focuses solely on technology review videos is still rare. This means that video reviews must also balance personal influence with objective product assessments. In this regard, it highlights the importance of effective illocution. Due to the lack of research on this topic, we do not know how language builds credibility, maintains engagement, and shapes consumer perceptions in the world of technology.

This study looks to examine the categories and the roles of illocutionary acts found in Marques Brownlee's YouTube video with the title "M4 MacBook Air Review: Too Easy!" through Searle's Speech Act Theory (1969). Hence, this research has a purpose to acknowledge the main types of illocutionary acts and also elaborate their communicative functions in giving out information, judgment, and persuasion. In addition, Speech Act Theory, developed by Searle (1969), has been integrated into modern digital categories and technology reviews. The aim is to provide an important understanding of how online reviewers use language to inform, entertain, and influence their audience in a subtle way. This study demonstrates how speech acts function in current review formats, adding to the field of digital pragmatics. It also opens the door to new research on how various authors, websites, or products use words to build trust and influence audiences on the internet in a variety of situations. While focusing on interaction patterns, it highlights shifts in persuasive strategies linked to identity and platform design. Because communication styles differ widely, further exploration could examine what shapes these choices in specific user groups.

METHOD

To investigate the important role of illocutionary acts, this study uses a qualitative descriptive method. This is a branch of pragmatic studies that discusses how the listener's point of view can be influenced by persuasive communication. Moreover, this approach was chosen as it has a proper capability in providing a clear and valuable insight into the role played by language in common communicative situations. Based on Speech Act Theory proposed by Searle (1969), this study is intended to show how utterances coming out from Marques Brownlee in his technology review video are able to educate, value, and affect his audiences. This research is limited to examining illocutionary acts in Marques Brownlee (MKBHD)'s ongoing technology review videos on his YouTube channel.

The examination focuses only on the spoken content, excluding any non-verbal gestures, vocal tones, or additional indicators that might accompany the speech acts. The study highlights the communicative purposes and persuasive aspects of these speech acts within the framework of a technology review. The researchers use purposive sampling to choose the video titled "M4 MacBook Air Review: Too Easy!".

This selection was based on specific criteria, including the video's upload date (March 11th, 2025), raking in 6.040.017 views (As of December 2025) , and its relevance as one of Brownlee's major tech review uploads with a subscriber count of 20,6M (As of December 2025), which reflects strong audience engagement. Its pertinence to discussions on technology reviews, where the youtuber used his channel to review new technology. The use of real-life conversation as genuine way language to be employed and affect the listener. Another criteria that can be shown was the ability to demonstrate authentic interaction in the field of tech evaluations where the speakers embrace natural tone and real concerns to represent the effect of illocutionary acts.

The research was conducted in the landscape of virtual communication created by YouTube as one of the social media platforms, and the author utilized Marques Brownlee's vocal inputs as the

sole source. Through his YouTube platform, Brownlee shows organic language in product appraisals, which makes it a great setting in examining the pragmatic element.

This study collected the data through accessing the video in YouTube platform, and its official subtitle that is already provided by the channel, where the subtitle would be downloaded using Downsub.com as an online subtitle extraction tool. After that, the captions were manually reviewed and verified for their accuracy before the conduction of in-depth analysis. Lastly, the author retained statements with significant linguistic substance, but also excluded non-verbal cues and meaningless fillers.

The data collected then later on organized into a table including the timestamps, the utterance, illocutionary acts classification, and the function or explanation of the spoken words. This format enables analysis of each utterance based on Searle (1969) theory of illocutionary acts by providing clear evidence of critical illocutionary acts.

Data Analysis

Analysis of the data relied on Searle's (1969) classification system for illocutionary acts, consisting of five categories where conclude: 1). Assertives – These are statements in which a speaker asserts something as true, expresses a belief, or shares information. The speaker is essentially committing to the truth of what they're saying; 2). These are statements where a speaker tries to guide, influence, or get someone to do something and commissives are expressions when the speaker makes a promise, commitment, or assurance about what they will do; 3). These are statements where someone reveals their feelings, emotions, or personal evaluations; 4). These are words or statements that create a change simply by being spoken (like announcing a verdict, declaring a marriage, or naming a ship)

Every utterance was evaluated in its context to identify the illocutionary act that showed strength and communicative role, especially regarding its function in persuasion. Furthermore, the study observed that explicit speech detailing product characteristics operates persuasively in detail, silently shaping the audience's perception of the item being reviewed.

FINDINGS

This chapter presents the results of the analysis and discussion of the types and functions of illocutionary acts found in Marques Brownlee's YouTube video "*M4 MacBook Air Review: Too Easy!*" The analysis includes assertive, directive, commissive, expressive, and declarative acts. The data were taken from the transcript of the video and analyzed to determine the types of illocutionary acts and their communicative functions.

4.1 Overview of Results

The transcript data were sourced directly from Marques Brownlee's publicly available YouTube video titled: "*M4 MacBook Air Review: Too Easy!*" The table below presents the identified utterances, their corresponding illocutionary act types, and the communicative functions they perform.

Table 1. Overview of Result 1

Timestamp	Utterance	Illocutionary Act Type	Function / Explanation
------------------	------------------	-------------------------------	-------------------------------

00:03	“All right, I think we can make this pretty short and sweet.”	Directive	He opens the review and invites the audiences to pay attention to and make a brief discussion.
00:09	“The M4 Mac Mini refresh was already one of the best tech deals of all 2024.”	Assertive	He tells the viewer an evaluative statement based on experience.
00:18	“It’s the most capable, powerful version yet, obviously thanks to the new chip.”	Assertive	He asserts information about the product’s brand new advancement.
00:22	“The starting memory is 16 gigs, it gets a slightly larger battery, and the price goes down.”	Assertive	He delivers factual details about the specifications of said product.
00:32	“It’s kind of funny looking back a bit at the arc of reviewing MacBook Airs over the years.”	Expressive	He reflects on past personal experience with a tone of amusement.
01:31	“If you wanna get sweaty about it, as Dave2D would say, I noticed the mute button icon is different.”	Assertive	He states an observation while also referencing another reviewer.
01:44	“But I actually do turn it off every time.”	Commissive	He expresses a consistent personal action, giving off commitment.
02:14	“It’s called Sky Blue this time. If I could rename it, I’d	Assertive Expressive	He shows humor and mild critique toward Apple’s

	rename it barely blue.”		choice in naming color variants.
02:38	“Now you know, if you see this pale blue color on a MacBook Air, you know it’s the new one.”	Directive	He informs and instructs the viewers on identifying an updated model.
03:09	“I really hope whoever packaged this computer is okay.”	Expressive	He shows empathy and concern.
03:12	“The main reason this laptop is such a big deal is the chip.”	Assertive	He provides analytical reasons and focuses on the product’s main selling point.
03:17	“This M4 chip, it’s really good.”	Assertive	He expresses evaluation while asserting product quality.
04:02	“For the quick bursty stuff like normal computer activities, yeah, it’s amazing as expected.”	Assertive	He evaluates performance in practical use cases.
05:55	“I would like a better display.”	Directive	He suggests improvement indirectly to the manufacturer.
06:21	“I think it could handle it, I think it’s got plenty of battery, it could go brighter, it could look even better.”	Assertive	He shares reasoned belief and evaluation of potential performance.

06:36	“Can you actually order the base price spec and still be fine?”	Directive	He poses a question to engage and encourages the audience to reflect.
06:48	“I feel like for most people, the answer actually is yes.”	Assertive	He concludes with an evaluative judgment.
07:07	“Doubling up to 16 gigs base for 999 is huge.”	Expressive	He emphasizes enthusiasm and approval.
07:21	“If you are in the market for a base machine, I think you can still consider the last gen.”	Directive	He offers consumer advice and recommendations.
07:44	“Pretty easy to recommend the baseline, the new entry-level Sky Blue MacBook Air.”	Assertive	He provides a concluding evaluation and endorsement.
08:02	“I think it’s pretty exciting that laptops have gotten this good, period.”	Expressive	He expresses satisfaction and amazement.
08:07	“Thanks for watching. Catch you guys in the next one. Peace.”	Expressive	He shows gratitude and maintains rapport with the audience.

4.2 Assertive Acts

The frequency of assertive acts is greater than other speech acts. Assertive acts binds the speaker to the truth of a proposition. Brownlee’s assertives include, “It’s the most capable, powerful version yet, obviously thanks to the new chip,” “The starting memory is 16 gigs, it gets a slightly larger battery, and the price goes down,” and “The main reason this laptop is such a big deal is the chip.” These statements combine evaluative tone and factual content, highlighting Brownlee's

informative and persuasive intent. Affirmative actions form the basis of the review because they enhance credibility and shape the audience's perception of quality. They serve three main purposes:

1. **Informative:** Conveying factual product knowledge.
2. **Evaluative:** Expressing opinions or assessments.
3. **Persuasive:** Framing information in a way that influences audience attitudes.

4.3 Directive Acts

Written commands appear four times and contain elements such as questions, recommendations, and indirect suggestions. This is very important to encourage engagement and guide users towards future actions or choices. "All right, I think we can make this short and clear", "Now you know, if you see this light blue colour...", "Can you order the basic price specification and still be fine?", and "If you are looking for a basic machine, I think you can still consider the last generation" are some examples of sentences that contain these commands.

Brownlee uses these directives through conversation rather than commands, distinguishing them from other types of directives by encouraging participation and reflection. The examples of "gentle persuasion" that he uses through rhetorical questions and polite guidance are particularly relevant in the context of YouTube.

4.4 Expressive Acts

Expressives occur six times and are primarily intended to display Brownlee's emotions, sense of humor, and engagement with a given product. Some of the examples are: "It's kind of funny looking back...", "I really hope whoever packaged this computer is okay," "Doubling up to 16 gigs base for 999 is huge," and "Thanks for watching. Catch you guys in the next one." These utterances express many emotions, such as amusement, empathy, excitement, and gratitude. Expressive acts deepen the audience's relationship with the reviewer, merging the technical assessment with the feeling part of the evaluation.

4.5 Commissive Acts

This type of communicative intention shows up once: "But I actually do turn it off every time." Here, Brownlee shows evidence of intention of personal practice rather than a case of obligation which manifests infrequently. Such instances will be rare, but there will be some unwritten instances of authentic self-participation which suggest genuine self experience rather than mere commentary offered. Indeed self involvement requires a known practice and not mere posing.

4.6 Absence of Declarative Acts

No declarative acts were found, since Brownlee lacks the institutional authority to enact social change through language (e.g., naming, appointing, or declaring). This is consistent with his use of informal evaluative discourse for YouTube, as opposed to institutional discourse, which is formally found in English.

DISCUSSION

The findings show that assertive acts are dominant, which suggest that informing and evaluating are central to Brownlee’s aim. The discourse is emotionally and interactively enriched by the inclusion of expressive and directive acts, while the inclusion of commissives conveys personal stance and commitment.

This combination suggests that illocutionary acts convey meaning and simultaneously carry out social actions. Brownlee demonstrates a distribution of communicative strategies primarily composed of assertive speech acts for the purpose of establishing authority, while combining it with directive speech act to enhance engagement, and expressive speech acts to elicit emotional response, all for the purpose of the effective rational and persuasive inter-psychological communicative style that informs, entertains, and possibly influences.

This study adds to research on technology assessment by showing that linguistic choices serve as strategic tools for building credibility; Brownlee's assertive actions in online reviews create membership and lay the groundwork for persuasive intent; and in online persuasion, the results show that his directive and expressive actions combine rational explanations with digital pragmatics. Here, YouTube reviewers not only provide product descriptions but also do things that help the audience understand the product, create a better perception, and enhance social relationships. Overall, this analysis emphasises that in digital review discussions, building credibility, using persuasive strategies, and engaging in relationships are interdependent processes. These processes illustrate how language provides information, persuades, and positions speakers in the ever-evolving landscape of digital communication

Table 2. Discussion 1

Type of Illocutionary Act	Function	Number of Utterances	Percentage
Assertive	Stating	17	27.42%
	Informing	13	20.97%
	Claiming / Arguing	5	8.06%
	Evaluating / Judging	6	9.68%
	Recommending	2	3.23%
Subtotal (Assertive)		43	69.36%
Directive	Questioning / Inviting	3	4.84%

	Suggesting / Advising	2	3.23%
	Requesting (indirect)	1	1.61%
Subtotal (Directive)		6	9.68%
Commissive	Expressing personal intention / preference	1	1.61%
Subtotal (Commissive)		1	1.61%
	Praising / Admiring	5	8.06%
	Teasing / Sarcasm	4	6.45%
Expressive	Thanking / Greeting	1	1.61%
	Expressing Emotion / Attitude	2	3.23%
Subtotal (Expressive)		12	19.35%
Declarative	–	0	0%
Total		62	100%

CONCLUSION

This study uses Searle's Speech Act Theory (1969) to analyse illocutionary acts in Marques Brownlee's YouTube video entitled "M4 MacBook Air Review: Too Easy!" In the video, there are four categories of illocutionary acts: assertive, directive, expressive, and commissive. Due to the informal nature of speaking and providing information in this medium, this study did not find any declarative acts. Directive and expressive acts utilise comedy, parasociality, and advice to increase audience engagement. On the other hand, declarative acts most often emphasise communication and product feature reviews. Although not very common, commissive acts demonstrate honest and sincere engagement with the audience.

The results of this study have implications for linguistics, digital content creation, and language use on YouTube. From a linguistic perspective, this study shows how speech act theory

can be used effectively to discuss new media, specifically how online communicators use assertive and expressive functions to persuade without using advertisements. In digital content creation, the balanced use of informative and affective language shows that content creators strategically use language to maintain authenticity while subtly influencing audience perception. The focus of this analysis is the conversational and interactive style found on YouTube, where informal language and humour are used to increase engagement and enhance credibility.

Although these findings may be helpful, there are several limitations. First, this study is limited to a single video, which may not fully represent the more common linguistic style found in Marques Brownlee's content or other technology review channels. Second, the analysis focused on the translated text without considering prosodic, visual, and paralinguistic elements such as intonation, gestures, and facial expressions that are important for speech acts. Finally, the study did not take into account multimodal interactions such as editing style, graphics, or audience opinions that may influence the meaning perceived by viewers.

Future research could expand the sample by adding more videos or creators to cover the various modes of communication used in technology reviews. Multimodal analysis using visual and auditory cues will help us understand meaning and persuasion in YouTube discussions. Comparative studies of genres or languages could also show how cultural elements and context influence the use of illocutionary acts in digital media.

REFERENCES

- Adillah, R. F. (2025). The Use of Speech Acts for Strategic Social Media Branding in Instagram Captions. *Holistics (Hospitality and Linguistics): Jurnal Ilmiah Bahasa Inggris*, 17(1), 104-115. <https://doi.org/10.5281/zenodo.15767220>
- Alharbi, S. A. (2023). Speech Acts of Crown Prince Mohammed bin Salman Speech on Future Investment Initiative in 2018, and Its Impact on Saudi Ideology. *Project. (Professional Journal of English Education)*, 6(1), 152-163. <https://doi.org/10.22460/project.v6i1.p152-163>
- Al-Natour, M. M., Al-Qawasmeh, S. I., Al-Hawamdeh, A. M. M., Alhawamdeh, S. M., & Al Yousef, H. M. (2025). A pragmatic analysis of refusal strategies in management communication. *British Journal of Applied Linguistics*, 5(1), 43-52. <https://doi.org/10.32996>
- Austin, J. L. (1962). *Speech acts*.
- Ayomi, P. N., Candra, K. D. P., Maha, P. P. I. S. P., & Putri, W. (2022, July). the Illocutionary Act of Food Product Endorsements By Indonesian Influencers on Instagram. In *Prosiding Seminar Nasional Linguistik dan Sastra* (pp. 357-364).
- Breves, P., & Liebers, N. (2025). The impact of following duration on the perception of influencers and their persuasive effectiveness explained by parasocial relationship stages. *Journal of Current Issues & Research in Advertising*, 46(1), 1-18. <https://doi.org/10.1080/10641734.2024.2320186>
- Chanpradit, T., Noreesuwan, J., Thiwarangsan, R., & Saifa, N. (2025). Language in Action: Illocutionary Acts in Anne with an E. contexts, 16, 17. <https://doi.org/10.30564/fls.v7i2.8309>

- Feijoo Fernández, B., & Sádaba, C. (2025). Adolescents' advertising literacy and body self-perception in the face of influencer marketing. *Cuadernos. info*, (60), 93-120. <https://doi.org/10.7764/cdi.60.82134>
- Handayani, W., & Yulina, C. A. (2024). An Analysis of Speech Acts Performed by A Fitness Influencer, Kayla Itsines, in Her Instagram Captions. *Indonesian Journal of English Language Studies (IJELS)*, 10(1), 33-42. <https://doi.org/10.24071/ijels.v10i1.5075>
- Hidayati, A. F. (2025). Peirce's Sign Analysis On Djarum 76 Commercial Advertisement:(Semiotics). *Calakan: Jurnal Sastra, Bahasa, dan Budaya*, 3(2), 227-234.
- Kesi, A. K. (2024). Pragmatic Analysis on Social Media (YouTube): Perlocutionary Speech Acts in Digital Communication in the Modern Era. *RETORIKA: Jurnal Ilmu Bahasa*, 10(1), 39-45. <https://doi.org/10.22225/jr.10.1.2024.39-45>
- Pan, M., Blut, M., Ghiassaleh, A., & Lee, Z. W. (2025). Influencer marketing effectiveness: A meta-analytic review. *Journal of the Academy of Marketing Science*, 53(1), 52-78. <https://doi.org/10.1007/s11747-024-01052-7>
- Putri, A. R., Eriyani, R. N., & Purwahida, R. (2025, August). AN ANALYSIS OF THE USE OF ILLOCUTIONARY SPEECH ACTS IN THE RUANG 28 PODCAST ON THE NOICE YOUTUBE CHANNEL AND ITS IMPLICATIONS FOR LEARNING DISCUSSION TEXTS IN JUNIOR HIGH SCHOOL. In *International Seminar on Humanity, Education, and Language* (pp. 995-1005). <https://doi.org/10.21009/ishel.v1i1.57842>
- Searle, J. R. (1969). *Speech acts: An essay in the philosophy of language*. Cambridge: Cambridge University Press.
- Tripathi, J., de Vries, R. A., & Lemke, M. (2022). The three-step persuasion model on YouTube: A grounded theory study on persuasion in the protein supplements industry. *Frontiers in Artificial Intelligence*, 5, 838377. <https://doi.org/10.3389/frai.2022838377>
- Widodo, K., & Ariyanti, L. (2025). The Discourse Strategies of GoJek Advertisement "Cerdikiawan" on YouTube. *Prosodi*, 19(1), 83-96. <https://doi.org/10.21107/prosodi.v19i1.28271>
- Yanti, D. (2025). Linguistic strategies in attracting YouTube subscribers: A pragmatics perspective. *Journal of Research on English and Language Learning (J-REaLL)*, 6(2), 158-169. <https://doi.org/10.33474/j-reall.v6i2.23460>
- Yule, G. (1996). *Pragmatics*. Oxford: Oxford University Press.