

## Introduction

The following excerpts from *Persuasion* and *Pride and Prejudice* by Jane Austen include extended descriptions of multiperson dialogues, with numerous direct quotations as well as indirect descriptions of speech such as those in (1):

- (1) a. He told me he was leaving.
- b. He promised me to behave better.
- c. She asked me to open the window.

Various sections of the text appear in color. Using the entire context of the conversation described, but focusing on the portions highlighted in color, classify the illocutionary acts being performed; consider both directly quoted speech and indirect speech. Also describe any perlocutionary acts in the chapter as a whole, being sure to describe who performs the perlocutionary acts and who is affected. Finally, identify all vocatives in the colored passages. In the *Pride and Prejudice* excerpt, an offer of marriage is made. Be sure to identify the precise point at which the offer is made.

You should use the following typology of illocutionary acts, slightly adapted from the last chapter of Austen (1962)

Verdictives	acts that consist of delivering a finding, e.g., acquit, hold (as a matter of law), read something as, etc.
Exercitives	acts of giving a decision for or against a course of action, e.g., appoint, dismiss, order, sentence, etc. (You should also feel free to use McCawley’s subclass <i>advisories</i> , as in <i>you are hereby advised to resign.</i> )
Commissives	acts whose point is to commit the speaker to a course of action, e.g., contract, give ones word, declare ones intention, etc. Offers belong here, as do acceptances of offers.
Behabitives	expressions of attitudes toward the conduct, fortunes, or attitudes of others, e.g., apologize, thank, congratulate, welcome, etc. Praise belongs here, as does censure. Acts of expression of scepticism might belong here.
Expositives	acts of expounding of views, conducting of arguments, and clarifying, e.g., deny, inform, concede, refer, etc. Acts of assertion and explaining belong here, I’ll say, though this could be argued with. Acts of expression of scepticism might also belong here. Hmm.

Note that there are cases highlighted below that may be difficult to classify. Maybe there’s a lesson lurking in there somewhere.

## Chapter Three of *Persuasion* by Jane Austen

“I must take leave to observe, Sir Walter,” said Mr Shepherd one morning at Kellynch Hall, as he laid down the newspaper, “that the present juncture is much in our favour. This peace will be turning all our rich naval officers ashore. They will be all wanting a home. Could not be a better time, Sir Walter, for having a choice of tenants, very responsible tenants. Many a noble fortune has been made during the war. If a rich admiral were to come in our way, Sir Walter—”

“He would be a very lucky man, Shepherd,” replied Sir Walter; “that’s all I have to remark. A prize indeed would Kellynch Hall be to him; rather the greatest prize of all, let him have taken ever so many before; hey, Shepherd?”

Mr Shepherd laughed, as he knew he must, at this wit, and then added—

“I presume to observe, Sir Walter, that, in the way of business, gentlemen of the navy are well to deal with. I have had a little knowledge of their methods of doing business; and I am free to confess that they have very

liberal notions, and are as likely to make desirable tenants as any set of people one should meet with. Therefore, Sir Walter, what I would take leave to suggest is, that if in consequence of any rumours getting abroad of your intention; which must be contemplated as a possible thing, because we know how difficult it is to keep the actions and designs of one part of the world from the notice and curiosity of the other; consequence has its tax; I, John Shepherd, might conceal any family-matters that I chose, for nobody would think it worth their while to observe me; but Sir Walter Elliot has eyes upon him which it may be very difficult to elude; and therefore, thus much I venture upon, that it will not greatly surprise me if, with all our caution, some rumour of the truth should get abroad; in the supposition of which, as I was going to observe, since applications will unquestionably follow, I should think any from our wealthy naval commanders particularly worth attending to; and beg leave to add, that two hours will bring me over at any time, to save you the trouble of replying.”

Sir Walter only nodded. But soon afterwards, rising and pacing the room, he observed sarcastically—

“There are few among the gentlemen of the navy, I imagine, who would not be surprised to find themselves in a house of this description.”

“They would look around them, no doubt, and bless their good fortune,” said Mrs Clay, for Mrs Clay was present: her father had driven her over, nothing being of so much use to Mrs Clay’s health as a drive to Kellynch: “but I quite agree with my father in thinking a sailor might be a very desirable tenant. I have known a good deal of the profession; and besides their liberality, they are so neat and careful in all their ways! These valuable pictures of yours, Sir Walter, if you chose to leave them, would be perfectly safe. Everything in and about the house would be taken such excellent care of! The gardens and shrubberies would be kept in almost as high order as they are now. You need not be afraid, Miss Elliot, of your own sweet flower gardens being neglected.”

“As to all that,” rejoined Sir Walter coolly, “supposing I were induced to let my house, I have by no means made up my mind as to the privileges to be annexed to it. I am not particularly disposed to favour a tenant. The park would be open to him of course, and few navy officers, or men of any other description, can have had such a range; but what restrictions I might impose on the use of the pleasure-grounds, is another thing. I am not fond of the idea of my shrubberies being always approachable; and I should recommend Miss Elliot to be on her guard with respect to her flower garden. I am very

little disposed to grant a tenant of Kellynch Hall any extraordinary favour, I assure you, be he sailor or soldier.”

After a short pause, Mr Shepherd presumed to say—

“In all these cases, there are established usages which make everything plain and easy between landlord and tenant. Your interest, Sir Walter, is in pretty safe hands. Depend upon me for taking care that no tenant has more than his just rights. I venture to hint, that Sir Walter Elliot cannot be half so jealous for his own, as John Shepherd will be for him.”

Here Anne spoke—

“The navy, I think, who have done so much for us, have at least an equal claim with any other set of men, for all the comforts and all the privileges which any home can give. Sailors work hard enough for their comforts, we must all allow.”

“Very true, very true. What Miss Anne says, is very true,” was Mr Shepherd’s rejoinder, and “Oh! certainly,” was his daughter’s; but Sir Walter’s remark was, soon afterwards—

“The profession has its utility, but I should be sorry to see any friend of mine belonging to it.”

“Indeed!” was the reply, and with a look of surprise.

“Yes; it is in two points offensive to me; I have two strong grounds of objection to it. First, as being the means of bringing persons of obscure birth into undue distinction, and raising men to honours which their fathers and grandfathers never dreamt of; and secondly, as it cuts up a man’s youth and vigour most horribly; a sailor grows old sooner than any other man. I have observed it all my life. A man is in greater danger in the navy of being insulted by the rise of one whose father, his father might have disdained to speak to, and of becoming prematurely an object of disgust himself, than in any other line. One day last spring, in town, I was in company with two men, striking instances of what I am talking of; Lord St Ives, whose father we all know to have been a country curate, without bread to eat; I was to give place to Lord St Ives, and a certain Admiral Baldwin, the most deplorable-looking personage you can imagine; his face the colour of mahogany, rough and rugged to the last degree; all lines and wrinkles, nine grey hairs of a side, and nothing but a dab of powder at top. ‘In the name of heaven, who is that old fellow?’ said I to a friend of mine who was standing near, (Sir Basil Morley). ‘Old fellow!’ cried Sir Basil, ‘it is Admiral Baldwin. What do you take his age to be?’ ‘Sixty,’ said I, ‘or perhaps sixty-two.’ ‘Forty,’ replied Sir Basil, ‘forty, and no more.’ Picture to yourselves my amazement;

I shall not easily forget Admiral Baldwin. I never saw quite so wretched an example of what a sea-faring life can do; but to a degree, I know it is the same with them all: they are all knocked about, and exposed to every climate, and every weather, till they are not fit to be seen. It is a pity they are not knocked on the head at once, before they reach Admiral Baldwin's age."

"Nay, Sir Walter," cried Mrs Clay, "this is being severe indeed. **Have a little mercy on the poor men.** We are not all born to be handsome. The sea is no beautifier, certainly; sailors do grow old betimes; I have observed it; they soon lose the look of youth. But then, is not it the same with many other professions, perhaps most other? Soldiers, in active service, are not at all better off: and even in the quieter professions, there is a toil and a labour of the mind, if not of the body, which seldom leaves a man's looks to the natural effect of time. The lawyer plods, quite care-worn; the physician is up at all hours, and travelling in all weather; and even the clergyman—" she stopt a moment to consider what might do for the clergyman;—"and even the clergyman, you know is obliged to go into infected rooms, and expose his health and looks to all the injury of a poisonous atmosphere. **In fact, as I have long been convinced, though every profession is necessary and honourable in its turn, it is only the lot of those who are not obliged to follow any, who can live in a regular way, in the country, choosing their own hours, following their own pursuits, and living on their own property, without the torment of trying for more; it is only their lot, I say, to hold the blessings of health and a good appearance to the utmost: I know no other set of men but what lose something of their personableness when they cease to be quite young.**"

It seemed as if Mr Shepherd, in this anxiety to bespeak Sir Walter's good will towards a naval officer as tenant, had been gifted with foresight; for the very first application for the house was from an Admiral Croft, with whom he shortly afterwards fell into company in attending the quarter sessions at Taunton; and indeed, he had received a hint of the Admiral from a London correspondent. By the report which he hastened over to Kellynch to make, Admiral Croft was a native of Somersetshire, who having acquired a very handsome fortune, was wishing to settle in his own country, and had come down to Taunton in order to look at some advertised places in that immediate neighbourhood, which, however, had not suited him; that accidentally hearing—(it was just as he had foretold, Mr Shepherd observed, Sir Walter's concerns could not be kept a secret,)—accidentally hearing of the possibility of Kellynch Hall being to let, and understanding his (Mr Shepherd's) con-

nection with the owner, he had introduced himself to him in order to make particular inquiries, and had, in the course of a pretty long conference, expressed as strong an inclination for the place as a man who knew it only by description could feel; and given Mr Shepherd, in his explicit account of himself, every proof of his being a most responsible, eligible tenant.

“And who is Admiral Croft?” was Sir Walter’s cold suspicious inquiry.

Mr Shepherd answered for his being of a gentleman’s family, and mentioned a place; and Anne, after the little pause which followed, added—

“He is a rear admiral of the white. He was in the Trafalgar action, and has been in the East Indies since; he was stationed there, I believe, several years.”

“Then I take it for granted,” observed Sir Walter, “that his face is about as orange as the cuffs and capes of my livery.”

Mr Shepherd hastened to assure him, that Admiral Croft was a very hale, hearty, well-looking man, a little weather-beaten, to be sure, but not much, and quite the gentleman in all his notions and behaviour; not likely to make the smallest difficulty about terms, only wanted a comfortable home, and to get into it as soon as possible; knew he must pay for his convenience; knew what rent a ready-furnished house of that consequence might fetch; should not have been surprised if Sir Walter had asked more; had inquired about the manor; would be glad of the deputation, certainly, but made no great point of it; said he sometimes took out a gun, but never killed; quite the gentleman.

Mr Shepherd was eloquent on the subject; pointing out all the circumstances of the Admiral’s family, which made him peculiarly desirable as a tenant. He was a married man, and without children; the very state to be wished for. A house was never taken good care of, Mr Shepherd observed, without a lady: he did not know, whether furniture might not be in danger of suffering as much where there was no lady, as where there were many children. A lady, without a family, was the very best preserver of furniture in the world. He had seen Mrs Croft, too; she was at Taunton with the admiral, and had been present almost all the time they were talking the matter over.

“And a very well-spoken, genteel, shrewd lady, she seemed to be,” continued he; “asked more questions about the house, and terms, and taxes, than the Admiral himself, and seemed more conversant with business; and moreover, Sir Walter, I found she was not quite unconnected in this country, any more than her husband; that is to say, she is sister to a gentleman who did live amongst us once; she told me so herself: sister to the gentleman

who lived a few years back at Monkford. Bless me! what was his name? At this moment I cannot recollect his name, though I have heard it so lately. Penelope, my dear, can you help me to the name of the gentleman who lived at Monkford: Mrs Croft's brother?"

But Mrs Clay was talking so eagerly with Miss Elliot, that she did not hear the appeal.

"I have no conception whom you can mean, Shepherd; I remember no gentleman resident at Monkford since the time of old Governor Trent."

"Bless me! how very odd! I shall forget my own name soon, I suppose. A name that I am so very well acquainted with; knew the gentleman so well by sight; seen him a hundred times; came to consult me once, I remember, about a trespass of one of his neighbours; farmer's man breaking into his orchard; wall torn down; apples stolen; caught in the fact; and afterwards, contrary to my judgement, submitted to an amicable compromise. Very odd indeed!"

After waiting another moment—

"You mean Mr Wentworth, I suppose?" said Anne.

Mr Shepherd was all gratitude.

"Wentworth was the very name! Mr Wentworth was the very man. He had the curacy of Monkford, you know, Sir Walter, some time back, for two or three years. Came there about the year —5, I take it. You remember him, I am sure."

"Wentworth? Oh! ay,—Mr Wentworth, the curate of Monkford. You misled me by the term gentleman. I thought you were speaking of some man of property: Mr Wentworth was nobody, I remember; quite unconnected; nothing to do with the Strafford family. One wonders how the names of many of our nobility become so common."

As Mr Shepherd perceived that this connexion of the Crofts did them no service with Sir Walter, he mentioned it no more; returning, with all his zeal, to dwell on the circumstances more indisputably in their favour; their age, and number, and fortune; the high idea they had formed of Kellynch Hall, and extreme solicitude for the advantage of renting it; making it appear as if they ranked nothing beyond the happiness of being the tenants of Sir Walter Elliot: an extraordinary taste, certainly, could they have been supposed in the secret of Sir Walter's estimate of the dues of a tenant.

It succeeded, however; and though Sir Walter must ever look with an evil eye on anyone intending to inhabit that house, and think them infinitely too well off in being permitted to rent it on the highest terms, he was talked into

allowing Mr Shepherd to proceed in the treaty, and authorising him to wait on Admiral Croft, who still remained at Taunton, and fix a day for the house being seen.

Sir Walter was not very wise; but still he had experience enough of the world to feel, that a more unobjectionable tenant, in all essentials, than Admiral Croft bid fair to be, could hardly offer. So far went his understanding; and his vanity supplied a little additional soothing, in the Admiral's situation in life, which was just high enough, and not too high. "I have let my house to Admiral Croft," would sound extremely well; very much better than to any mere Mr-; a Mr (save, perhaps, some half dozen in the nation,) always needs a note of explanation. An admiral speaks his own consequence, and, at the same time, can never make a baronet look small. In all their dealings and intercourse, Sir Walter Elliot must ever have the precedence.

## Excerpts from Chapter 19 of *Pride & Prejudice*

The next day opened a new scene at Longbourn. Mr. Collins made his declaration in form. Having resolved to do it without loss of time, as his leave of absence extended only to the following Saturday, and having no feelings of diffidence to make it distressing to himself even at the moment, he set about it in a very orderly manner, with all the observances, which he supposed a regular part of the business. On finding Mrs. Bennet, Elizabeth, and one of the younger girls together, soon after breakfast, he addressed the mother in these words:

"May I hope, madam, for your interest with your fair daughter Elizabeth, when I solicit for the honour of a private audience with her in the course of this morning?"

Before Elizabeth had time for anything but a blush of surprise, Mrs. Bennet answered instantly, "Oh dear!—yes—certainly. I am sure Lizzy will be very happy—I am sure she can have no objection. Come, Kitty, I want you upstairs." And, gathering her work together, she was hastening away, when Elizabeth called out:

"Dear madam, do not go. I beg you will not go. Mr. Collins must excuse me. He can have nothing to say to me that anybody need not hear. I am going away myself."

“No, no, nonsense, Lizzy. I desire you to stay where you are.” And upon Elizabeth’s seeming really, with vexed and embarrassed looks, about to escape, she added: “Lizzy, I **insist** upon your staying and hearing Mr. Collins.”

Elizabeth would not oppose such an injunction—and a moment’s consideration making her also sensible that it would be wisest to get it over as soon and as quietly as possible, she sat down again and tried to conceal, by incessant employment the feelings which were divided between distress and diversion. Mrs. Bennet and Kitty walked off, and as soon as they were gone, Mr. Collins began.

“Believe me, my dear Miss Elizabeth, that your modesty, so far from doing you any disservice, rather adds to your other perfections. You would have been less amiable in my eyes had there **not** been this little unwillingness; but allow me to assure you, that I have your respected mother’s permission for this address. You can hardly doubt the purport of my discourse, however your natural delicacy may lead you to dissemble; my attentions have been too marked to be mistaken. Almost as soon as I entered the house, I singled you out as the companion of my future life. **But before I am run away with by my feelings on this subject, perhaps it would be advisable for me to state my reasons for marrying—and, moreover, for coming into Hertfordshire with the design of selecting a wife, as I certainly did.**”

The idea of Mr. Collins, with all his solemn composure, being run away with by his feelings, made Elizabeth so near laughing, that she could not use the short pause he allowed in any attempt to stop him further, and he continued:

“My reasons for marrying are, first, that I think it a right thing for every clergyman in easy circumstances (like myself) to set the example of matrimony in his parish; secondly, that I am convinced that it will add very greatly to my happiness; and thirdly—which perhaps I ought to have mentioned earlier, that it is the particular advice and recommendation of the very noble lady whom I have the honour of calling patroness. Twice has she condescended to give me her opinion (unasked too!) on this subject; and it was but the very Saturday night before I left Hunsford—between our pools at quadrille, while Mrs. Jenkinson was arranging Miss de Bourgh’s footstool, that she said, ‘Mr. Collins, you must marry. A clergyman like you must marry. Choose properly, choose a gentlewoman for **my** sake; and for your **own**, let her be an active, useful sort of person, not brought up high, but able to make a small income go a good way. **This is my advice.**”

Find such a woman as soon as you can, bring her to Hunsford, and I will visit her.' Allow me, by the way, to observe, my fair cousin, that I do not reckon the notice and kindness of Lady Catherine de Bourgh as among the least of the advantages in my power to offer. You will find her manners beyond anything I can describe; and your wit and vivacity, I think, must be acceptable to her, especially when tempered with the silence and respect which her rank will inevitably excite. Thus much for my general intention in favour of matrimony; it remains to be told why my views were directed towards Longbourn instead of my own neighbourhood, where I can assure you there are many amiable young women. But the fact is, that being, as I am, to inherit this estate after the death of your honoured father (who, however, may live many years longer), I could not satisfy myself without resolving to choose a wife from among his daughters, that the loss to them might be as little as possible, when the melancholy event takes place—which, however, as I have already said, may not be for several years. This has been my motive, my fair cousin, and I flatter myself it will not sink me in your esteem. And now nothing remains for me but to assure you in the most animated language of the violence of my affection. To fortune I am perfectly indifferent, and shall make no demand of that nature on your father, since I am well aware that it could not be complied with; and that one thousand pounds in the four per cents, which will not be yours till after your mother's decease, is all that you may ever be entitled to. On that head, therefore, I shall be uniformly silent; and you may assure yourself that no ungenerous reproach shall ever pass my lips when we are married."

It was absolutely necessary to interrupt him now.

"You are too hasty, sir," she cried. "You forget that I have made no answer. Let me do it without further loss of time. Accept my thanks for the compliment you are paying me. I am very sensible of the honour of your proposals, but it is impossible for me to do otherwise than to decline them."

"I am not now to learn," replied Mr. Collins, with a formal wave of the hand, "that it is usual with young ladies to reject the addresses of the man whom they secretly mean to accept, when he first applies for their favour; and that sometimes the refusal is repeated a second, or even a third time. I am therefore by no means discouraged by what you have just said, and shall hope to lead you to the altar ere long."

"Upon my word, sir," cried Elizabeth, "your hope is a rather extraordinary one after my declaration. I do assure you that I am not one of those young ladies (if such young ladies there are) who are so daring as to risk

their happiness on the chance of being asked a second time. I am perfectly serious in my refusal. You could not make me happy, and I am convinced that I am the last woman in the world who could make you so. Nay, were your friend Lady Catherine to know me, I am persuaded she would find me in every respect ill qualified for the situation.”

“Were it certain that Lady Catherine would think so,” said Mr. Collins very gravely—“but I cannot imagine that her ladyship would at all disapprove of you. And you may be certain when I have the honour of seeing her again, I shall speak in the very highest terms of your modesty, economy, and other amiable qualification.”

“Indeed, Mr. Collins, all praise of me will be unnecessary. You must give me leave to judge for myself, and pay me the compliment of believing what I say. I wish you very happy and very rich, and by refusing your hand, do all in my power to prevent your being otherwise. In making me the offer, you must have satisfied the delicacy of your feelings with regard to my family, and may take possession of Longbourn estate whenever it falls, without any self-reproach. This matter may be considered, therefore, as finally settled.” And rising as she thus spoke, she would have quitted the room, had Mr. Collins not thus addressed her:

“When I do myself the honour of speaking to you next on the subject, I shall hope to receive a more favourable answer than you have now given me; though I am far from accusing you of cruelty at present, because I know it to be the established custom of your sex to reject a man on the first application, and perhaps you have even now said as much to encourage my suit as would be consistent with the true delicacy of the female character.”

“Really, Mr. Collins,” cried Elizabeth with some warmth, “you puzzle me exceedingly. If what I have hitherto said can appear to you in the form of encouragement, I know not how to express my refusal in such a way as to convince you of its being one.”

“You must give me leave to flatter myself, my dear cousin, that your refusal of my addresses is merely words of course. My reasons for believing it are briefly these: It does not appear to me that my hand is unworthy your acceptance, or that the establishment I can offer would be any other than highly desirable. My situation in life, my connections with the family of de Bourgh, and my relationship to your own, are circumstances highly in my favour; and you should take it into further consideration, that in spite of your manifold attractions, it is by no means certain that another offer of marriage may ever be made you. Your portion is unhappily so small that it will in all

likelihood undo the effects of your loveliness and amiable qualifications. As I must therefore conclude that you are not serious in your rejection of me, I shall choose to attribute it to your wish of increasing my love by suspense, according to the usual practice of elegant females.”

“I do assure you, sir, that I have no pretensions whatever to that kind of elegance which consists in tormenting a respectable man. I would rather be paid the compliment of being believed sincere. I thank you again and again for the honour you have done me in your proposals, but to accept them is absolutely impossible. My feelings in every respect forbid it. Can I speak plainer? Do not consider me now as an elegant female, intending to plague you, but as a rational creature, speaking the truth from her heart.”

“You are uniformly charming!” cried he, with an air of awkward gallantry; “and I am persuaded that when sanctioned by the express authority of both your excellent parents, my proposals will not fail of being acceptable.”

To such perseverance in wilful self-deception Elizabeth would make no reply, and immediately and in silence withdrew; determined, if he persisted in considering her repeated refusals as flattering encouragement, to apply to her father, whose negative might be uttered in such a manner as to be decisive, and whose behavior at least could not be mistaken for the affectation and coquetry of an elegant female.