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**DIRECTIVE OR PERSUASIVE ACTS**

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The founders of the theory of speech acts in world linguistics are J. Austin and Dj. Searles. They are mature specialists in the field of linguistics, as well as on the illocutionary classification of speech acts. Today, in foreign linguistics, there are only a few studies on the classification of speech acts in traditional pragmalinguistics research. But all the classification of speech acts in the field is based on the concept of J. Austin and D. Searles. Speech acts as a speech phenomenon appear under the influence of the speech situation, social environment and various contexts. Therefore, in the interaction of speech act participants, message-based speech acts are expressed in the form of representative, commissive, expressive, declarative and directive acts. This formation of speech acts depends on the social environment, on the other hand, on the social status of the speakers, and on the other hand, on the stylistic features of the speech. The term "directive" is interpreted in the dictionaries with such meanings as instruction, guidance, and showing. As the speakers engage in mutual communication, directive or persuasive acts such as orders, assignments, and instructions are reflected in their speech. The act of persuasion differs from representative acts in that the communicative (illocutive) goal is stated in it. In order to perform an act of persuasion, the speaker through a proposition tells the hearer what action to take along with reporting a certain thing or event. The relationship between speakers is expressed by acts of encouragement.

– Men senga aytib qo’yay, Kumush, – dedi turar ekan, qutidor Oftob oyimga, – bu kunga bir mehmon aytgan edim. Cho’ringni chiqarib mehmonxonani tozalat. Anovi yangi qoplag’an ko’rpalarini ber, tanchaga o’shani yopsin. (A.Qodiriy “O’tkan kunlar”). This example describes a command speech act. In the directive acts, the meaning of command, demand, encouragement appears in the message, the difference of these acts from the representative acts is evident in these aspects. The representative act is not only a directive, but also serves as a basis for the formation of all other illocutionary acts.

The examples given for the act group of persuasion do not consist only of propositional content, but they contain the meaning of urging the hearer to engage in some action or activity based on the illocutionary purpose. Therefore, if we



analyze the examples of the performative use of verbs that serve to reveal the speaker's communicative intention in the act of persuasion, it can be seen that, in addition to the propositional content, there are indicators such as persuasion, instruction, and direction specific to the speaker's speech.

...biroq Unsın jonidan kechgan kishining shijoati bilan dodxoga tik qaradi.

- Yo'q, men butkul ketsam deyman, javobimni bersangiz demoqchiman.

Bu nutq parchasida direktiv aktlarga xos undash ma'nosi dodxodan tamoman xalos bo'lish bilan bog'liq talab aktining ifodalanishidir.

- Menga davlat kerak emas, davlat kerak bo'lsa, borar edim, - dedi.

Bu gap dodxoga tegib ketdi.

- Nima kerak?

Unsın indamadi. Dodxoning savoli javobsiz qolishi mumkin emas edi. Shuning uchun bittasi gunoh qilsa, hammasi baravar kaltak yeydigan kundoshlar Unsinni turtkilashdi:

- Javob bersang-chi!

- Tildan qoldingmi?

In the given example, the prompting of Unsın by his peers to answer faster corresponds to the goal criterion of the illocutionary act. In this case, the speaker asks the listener to answer a question or an instruction given. Unsın's answer is expressed by a representative act in the form of "If you answer... I will go to Ganjiravon...".

At this point, it should be noted that in some literature, "the functional area of the language ensures the methodological specificity of linguistic tools. In the methodological-functional distribution of the units included in the system of linguistic means, their applicability is shown by their pragmatic features. In this sense, motivational acts also appear with the pragmatic features of the language. In persuasive acts, the communicative intention, the level of goal statement, the principle depends on the tone of speech of the subject of speech. Strictness of tone is considered the basis of directive acts. So, the low-high level of speech-specific tone changes the content of the communicative intention and goal. For example, "We will go on an excursion tomorrow" and "We will go on an excursion tomorrow?" in a sentence, a speech act based on two contents emerges. In the first one, the urge to "Go on an excursion" is expressed, and in the second one, the act of questioning.

Persuasive acts are any act expressed through the speaker's speech in which the listener is required to give an answer, action, or information. In directive acts, as in other speech acts, the speaker's communicative goal is expressed based on



parameters such as desire, desire, depending on the psychological state of the speakers, based on the existence-word relationship.

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