

LITERATURE REVIEW ON DISCOURSE AND PRAGMATIC MARKERS

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Abstract. The analysis of political texts, especially those containing pre-election propaganda, is increasingly gaining popularity among linguists, as the primary purpose of these texts is to shape, influence, and manipulate public opinion. Language serves politics as a political struggle or influence tool, allowing politicians to adjust their speech to align with their goals and ideology by manipulating communication resources and words.

This paper presents an overview of the key characteristics of discourse and pragmatic markers in Georgian and American political discourse during elections. Since discourse and pragmatic markers are essential linguistic elements for communication and interaction, their main purposes include maintaining semantic and pragmatic consistency, expressing mental and emotional states during speech, and achieving communication goals—primarily, convincing the audience.

The research objectives are as follows: (1) to provide a literature review on the main features of discourse markers; (2) to provide a literature review on the main features of pragmatic markers; and (3) to examine discourse and pragmatic markers in Georgian and American election-related political discourse and determine their influence. Our analysis highlights how these linguistic tools, while often overlooked in casual speech, are consciously employed in political discourse to influence, persuade, and engage the audience, aligning with broader political objectives.

The research methods used include discourse analysis, lexical, semantic, comparative, and pragmatic analyses.

Keywords: election-related political discourse, influence, manipulation, discourse markers, pragmatic markers.

Introduction. Any political action involves the active use of language. Language is vital in transforming political will and power into social governance, as all political actions are mediated through language. In political contexts, language becomes a crucial part of the political process (Fairclough, 1989). Political discourse is not merely communication; it encompasses specific participants with clear objectives. Through politics, politicians use spoken language to maintain power, express their political views, and convince listeners of the necessity of specific political actions. This role is even more pronounced in election discourse, where convincing the public to support a particular candidate or party is a central task of any political campaign. In pre-election campaigns, politicians intentionally use language to influence, persuade, and prompt the audience toward specific actions.

Discursive and pragmatic markers are among these linguistic tools. They help speakers maintain semantic and pragmatic consistency, express mental and emotional states, and perform communicative functions such as persuading the audience.

Research methodology. The paper is based on the literature review and empirical material on political discourse; the texts of politicians' speeches were studied during the election period and analyzed linguistically; 50 examples from the Georgian empirical material and 50 from the English-language empirical material were analyzed. We used the following methods to conduct the research:

- analysis of political discourse;
- method of semantic analysis;
- method of lexical analysis;
- comparative method;
- method of pragmatic analysis.

literature review

An overview of the main features of discourse markers in contemporary linguistic literature.

Discourse markers represent a category of syntactically heterogeneous expressions that differ in meaning and function (Horn & Ward, 2006, p.221). Fraser (1991) views discourse markers as lexical expressions that are syntactically independent of the main sentence. Their primary function is to mark the connection between discourse and the given expression. According to Müller (2005), discourse markers are multifunctional, serving various purposes such as aiding the listener in understanding the speaker's intent (Müller, 2005, p.8).

Discourse markers do not alter the overall meaning of a conversation but their presence helps the speaker organize their speech more effectively and signal the relationship between the speaker, the listener, and the message (Biber et al., 1999, p.1086). Discourse markers can serve semantic functions, which may be ideational, textual, or interpersonal (Sandholtet, 2018, p.12).

Jucker and Ziv (1998) highlight that "discourse marker is a vague concept" (p. 2), but they propose a comparison of different definitions. Brinton (1996, p.33-35) first collected key features of discourse markers, which Jucker and Ziv later revised (1998, p. 3) based on linguistic levels (Lutzky, 2006, p. 5-6). These features are categorized into phonological and lexical, syntactic, semantic, functional, sociolinguistic, and stylistic features.

Figure 1. The main characteristics of Discourse Markers according to Jucker and Ziv (1998)

Phonological and lexical features	<ul style="list-style-type: none"> • Are short and phonologically reduced • Form a separate tone group • Are marginal forms, difficult to place within Traditional word classes
Syntactic features:	<ul style="list-style-type: none"> • Restricted to sentence-initial position • Occur outside syntactic structures or are only loosely attached to it. • Are optional.
Semantic feature:	<ul style="list-style-type: none"> • Have little or no propositional meaning.
Functional features:	<ul style="list-style-type: none"> • Are multifunctional, operating on several linguistic levels simultaneously.
Sociolinguistic and stylistic features;	<ul style="list-style-type: none"> • Are a feature of oral rather than written discourse • and are associated with informality • Are associated with informality • Appear with high frequency. • Are stylistically stigmatized. • Are gender specific and more typical of women's speech.

Discourse markers can be categorized based on various features which range from phonological and lexical to sociolinguistic and stylistic. Understanding these markers in the context of political discourse is crucial for analyzing the strategies politicians use to persuade and manipulate their audiences.

Discourse markers are not only characterized by their features but are also categorized into different groups based on these characteristics in scientific literature. Bruce Fraser (1988) divides them into three primary groups: (1) markers that signal a change of topic, (2) markers that indicate ongoing discourse

activity, and (3) markers that establish connections between current and previously mentioned ideas in discourse (Fraser, 1988, pp. 19–33).

Figure 2. The main groups of Discourse Markers according to Frazer (1988)

Discourse markers	Subgroups of discourse markers
Topic markers	Markers that signal the change of the topic
	Markers that signal a refocusing on or the emphasis on part of the topic at hand
Discourse activity markers	Clarifying Markers
	Conceding Markers
	Interrupting Markers
	Repeating Markers
	Sequence Markers
	Summarizing Markers
Message relationship markers	Parallel Discourse Markers
	Contrastive Discourse Markers
	Elaborative Discourse Markers

For example, in the political debate “The Race for Chicago Mayor: The Candidates' Debate,” Willie Wilson states:

“Well, really the first thing I would do, you have to make sure you put armed security on the CTA bus. I hold on, yeah, you gotta hire more police officers and get them on board. You gotta stop playing politics so much, you look, you see this particular administration now.” (ABC7 2023)

In this example, the politician uses discourse markers for two distinct purposes. First, “Well” initiates the conversation and directs the addressee’s attention to a specific part of the discourse. The phrase “really the first thing I would do” separates the positions in the discourse, highlighting what the speaker would prioritize upon winning the election.

In a Georgian example, Irakli Kobakhidze remarks: *“ქვეყნისთვისა და გუნდისთვის პრინციპულ მომენტში მაშინდელმა პრემიერმა სამწუხაროდ უღალატა არა მარტო გუნდს, არამედ ქვეყანას და გადადგა ძალიან მძიმე ნაბიჯი. მან დატოვა პოსტი გაუგებარი მიზეზით და ასეთ დროს, რა თქმა უნდა, ძალიან რთული იყო პროცესების წარმართვა. საბოლოო ჯამში, ამ ბრძოლიდან გუნდი პირიქით, კიდევ უფრო გაძლიერებული გამოვიდა* (In a very important moment for the country and the team, the then-prime minister, **unfortunately**, betrayed not only the team but also the country and took a very difficult step. He left the post for an unknown reason, and at such a time, **of course**, it was very difficult to manage the processes. **In the end**, the team came out even stronger from this battle) (Imedi News, 2023 a)

Here, the politician employs a summarizing marker—“in the end”—which helps maintain logical flow and summarizes the previously expressed opinion.

In their work “Discourse Markers: Their Functions and Distribution across Registers,” Halliday and Hasan (1992) argue that the linguistic units discussed by Shiffrin (1987) and Blakemore (1987) belong to a group of connectives that express relationships between sentences. Some notable examples of discourse markers from their framework include the following (Šiniajeva, 2005, pp. 19–37):

Figure 3. Groups of Discourse Markers

Discourse Markers	Examples
Add the information	and, furthermore, add to that
Specify the existing information	for instance, thus, in other words
Express Counterargument	or, on the other hand, however, conversely
Connect New to Previous Ideas	so, consequently, because, for this reason; before, then

Summarize or Change Topic	by the way, well, to sum up, anyway
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A comparison between Fraser’s (1988) and Halliday and Hasan’s (1992) classifications shows that Fraser provides a more detailed representation of discourse marker groups. However, both frameworks include similar categories, such as markers for summarizing discussions, indicating topic changes, and adding information.

Based on the given definitions, it is clear that discourse markers assist speakers in conveying information to listeners more effectively, facilitating the exchange of ideas and ensuring that communication proceeds smoothly. While their lexical meaning may be difficult to define and their functions may vary, these elements ultimately serve to connect discourse components, enhancing coherence in communication.

An Overview of the Main Features of Pragmatic Markers in Contemporary Linguistic Literature.

Pragmatic markers are typically insignificant linguistic units that acquire meaning within a given context or situation. Their primary function is to control discourse and conversation, operating as functional elements without a clearly defined role in the discourse (Erman, 2001, p. 1339). According to Fischer (2006) and Furko (2017), pragmatic markers form a functional class of linguistic units that, while generally not altering the meaning of a sentence, are essential for organizing and structuring discourse, allowing the speaker to clearly express their attitude (Furko, 2017).

Several classifications of the characteristics of pragmatic markers have been discussed in the scientific literature, with notable contributions by Holker and Fraser.

Holker (1991) identifies the following primary characteristics of pragmatic markers:

1. Pragmatic markers do not alter the existing reality where the discourse occurs.
2. Pragmatic markers do not change or add information to the discourse.
3. The use of pragmatic markers is influenced by given information rather than the current situation.
4. The function of pragmatic markers is more expressive and emotional than denotative, cognitive, or relational.

Fraser (1996) outlines these main characteristics of pragmatic markers:

1. Pragmatic markers are not parts of a sentence but rather separate, isolated entities.
2. Pragmatic markers are meaningful entities, possessing procedural meaning that indicates how a sentence relates to the discourse.
3. Pragmatic markers point to the primary information presented directly in the text without implying additional information.
4. Most pragmatic markers appear at the beginning of a sentence, though they can occasionally be used mid-sentence and separated by commas.
5. All grammatical units, including verbs, nouns, and adverbs, may function as pragmatic markers, including idioms. However, their meaning often shifts as they express different attitudes toward the content.

Fraser further classifies pragmatic markers syntactically, distinguishing different positions and roles they play in a sentence: as separated, procedural units that connect already expressed ideas. He not only discusses their key features but also categorizes pragmatic markers into distinct groups.

Figure 4. The Main Groups of Pragmatic Markers According to Fraser

Basic Pragmatic Markers	Structural basic markers	Declarative
		Imperative
		Interrogative
	Lexical basic markers	Performative expressions
		Pragmatic idioms
	Hybrid basic markers	Declarative-based hybrids
Interrogative-based hybrids		
Imperative-based hybrids		
Commentary Pragmatic Markers	Assessment Markers	
	Manner-of-Speaking Markers	
	Evidential Markers	
	Hearsay Markers	

	Mitigation Markers
	Emphasis Markers
	Speaker Displeasure Markers
	Solidarity Markers
	Focusing Markers
Discourse Pragmatic Markers	Topic Change Markers
	Contrastive Markers
	Elaborative Markers
	Inferential Markers

Fraser's categorization divides pragmatic markers into four main groups: basic pragmatic markers, commentary pragmatic markers, parallel pragmatic markers, and discourse pragmatic markers. Each of these groups contains various subgroups.

For example, in the political debate *The Race for Chicago Mayor: The Candidates' Debate*, Paul Vallas states:

"I think the Darlington deal is too profitable; we blew it. We had an opportunity to negotiate with them." (ABC7 Presents *The Race for Chicago Mayor*, 2023)

Here, the politician uses the pragmatic marker "I think" when discussing solutions to a problem. This marker allows him to establish direct contact with the audience and emphasize his viewpoint.

Similarly, in the Georgian example, Irakli Kobakhidze states:

„მე ვიტყვოდა, რომ გუნდი მოწოდების სიმძლავრეზე დადგა. ვფიქრობ, რომ ჩვენი მხრიდან გადადგმული აბსოლუტურად ყველა ნაბიჯი იყო არამარტო სწორი, არამედ უალტერნატივოც. ("I would say that the team performed admirably. I think that all the steps we took were not only correct but also without alternatives)" (guriis moambe, 2023)

In this case, the politician uses the commentary pragmatic marker "I think," which highlights the speaker's manner of presenting his point of view.

Some scholars argue that pragmatic markers are characteristic of spoken language. For instance, Jucker and Ziv (1998) describe pragmatic markers as small linguistic elements primarily found in speech, serving to express the pragmatic aspects of communication. These markers can signify intertextual or interpersonal connections (Jucker & Ziv, 1998). Aijmer (1986) also suggests that pragmatic markers correspond to the speaker's communicative needs.

Furko (2017) considers pragmatic markers as a class of linguistic units that, while usually not altering sentence meaning, are essential for organizing and structuring discourse. They indicate the speaker's attitude toward the sentence (Furko, 2017). In his work "Manipulative Uses of Pragmatic Markers in Political Discourse", Furko examines pragmatic markers in the context of discourse analysis, focusing on their role in social practices aimed at influencing audiences (Furko, 2017).

Based on the characteristics discussed above, it is evident that pragmatic markers are defined by similar features across studies. Among these, Holker's (1991) identification of their expressive-emotional function stands out. This feature allows the audience to understand not only the content of the discourse but also the speaker's attitude toward the topic.

The overview of pragmatic and discourse markers identifies their functional roles in shaping how political figures present their ideas and interact with voters. This includes markers for assessing, evidentiality, and emphasis, such as Brandon Johnson's use of "What's disappointing" and Irakli Kobakhidze's use of "I think." These examples show how markers frame and direct discourse, tailoring messages to influence the audience emotionally or cognitively.

In political discourse, the use of language is not just a method of conveying information but a tool for achieving political objectives. This perspective aligns with the views of Chilton and Schaffner (2002) and Van Dijk (1997, 1998), who emphasize the centrality of language in shaping socio-political outcomes. Politicians use language strategically to influence and persuade voters by managing how their intentions and goals are communicated.

Our research on discourse and pragmatic markers in Georgian and English political discourses of elections touches on several key linguistic and communicative aspects. Political discourse heavily relies on these markers to organize speech, emphasize points, and sway audiences. As noted, scholars like

Chilton, Schaffner, and Van Dijk highlight how language is essential for achieving political aims, particularly regarding persuasion and influence.

Pragmatic and Discourse Markers in Political Discourse. Pragmatic and discourse markers are crucial in organizing political speech and affecting the audience's perception. These markers enable politicians to connect ideas, express their stances, and enhance the persuasiveness of their messages.

Examples from English and Georgian Political Discourse:

Brandon Johnson:—*“What’s disappointing about this conversation is that you have politicians and insiders that continue to use the same talking points year after year. Year after year we spend more on policing per capita than anywhere else in the country and yet we’re not safe and so here’s how we protect workers because I’m supported by workers. I am a worker. You actually have to invest in people. It’s pretty straightforward. There’s a direct correlation between youth employment and violence reduction.”* (The Race for Chicago Mayor: 2023)

Commentary markers like "What is disappointing" and evidential markers like "Actually" are used in Brandon Johnson's debate to convey discontent and draw attention to the speaker's assurance. These markers aim to emotionally engage the audience by structuring the argument and emphasizing the politician's dedication to specific values.

Similarly, the assessment marker "unfortunately" is used in Lasha Khutsishvili's Georgian example to express the speaker's viewpoint on the need for automated processes.

Lasha Khutsishvili:—*“აუცილებელია, ბიზნესპროცესების მაქსიმალურად ჩანაცვლება ავტომატიზებული პროცესებით, ცხადია ხელოვნური ინტელექტის გამოყენებით.”* (Lasha Khutsishvili: *It is necessary to replace business processes as much as possible with automated processes, obviously using artificial intelligence.*) (GBC news 2023)

To convey his stance on the subject, the politician employs the assessment marker "It is necessary."

These markers have the same function in Georgian political discourse: they frame the speaker's point of view and draw attention to a particular stance on a subject.

Distinction and Overlap of Pragmatic and Discourse Markers: Scholarly literature recognizes both pragmatic markers and discourse markers as linguistic tools for influencing conversations, but their functions are sometimes ambiguous or overlapping. For example, while discourse markers are more often used to organize and link ideas in a broader context (Schiffrin, 1987; Jucker & Ziv, 1998), pragmatic markers serve interactional purposes, managing the speaker's attitude toward what is being said (Brinton, 1996). As noted by Hansen (2006), discourse markers can be seen as a subset of pragmatic markers, leading to blurred distinctions between these terms.

Function in Political Speech: In political discourse, pragmatic markers are often used for illocutionary force—the speaker's intent behind an utterance. Politicians use these markers not just for the structural organization of speech but also for expressing attitudes, mitigating statements, or adding emphasis. This contributes to the overall goal of persuasion, particularly in election discourse, where engaging voters emotionally and cognitively is key (Van Dijk, 1998).

Markers such as "I think," "What's disappointing," or even indirect markers in Georgian like *It is necessary* "Unfortunately" create a rhetorical stance that guides voters' emotional responses. This helps to frame political arguments in ways that resonate with voters, shaping both the content and the perceived credibility of the politician's message.

In both Georgian and English election discourse, politicians rely on a combination of pragmatic and discourse markers to make their speeches more persuasive and impactful. These markers help organize discourse, frame arguments, and emphasize key points, ensuring that the political message aligns with the speaker's intent and resonates with the target audience. Understanding the frequency and use of these markers in political speech will provide deeper insights into their persuasive power across different languages and political contexts.

The analysis of discourse activity markers and commentary pragmatic markers in political speech reveals how politicians use these markers strategically to shape the discourse, structure their arguments, and influence their audience. These markers serve various functions, ranging from clarification to evidential support, all of which contribute to the overall effectiveness of political communication.

1. Discourse Activity Markers:

1.1. Clarifying Markers:

Clarifying markers are used by politicians to rephrase or explain their points more clearly to ensure the audience fully understands their message. For example:

Salome Zurabishvili: „*ეს ასევე ნიშნავს იმას, რომ ჩვენს ქვეყანას გარეთ ძირს არ უნდა ვუთხრიდეთ და ვიწრო პარტიული მიზნების მისაღწევად არ უნდა ვეწეოდეთ აქტიურ სადისკრედიტაციო კამპანიას.* (Salome Zurabishvili: **It also means** that we should not undermine our country outside and engage in an active discrediting campaign to achieve the goals of the party (President News. 2023).

Donald Trump: „*And once again, record stock markets that we have right now will also collapse. That means your 401(k)s, which means all of the stocks you have.* (Trump’s Speech. Stock analysis 2020).”

- Salome Zurabishvili's phrase "ეს ასევე ნიშნავს" ("It also means") is used to reiterate her stance and clarify the implications of the statement. Donald Trump’s use of "That means" serves the same purpose, rephrasing his earlier point to make it more relatable for his audience.

These markers help ensure that complex or abstract political ideas are communicated in a more accessible way.

1.2. Conceding Markers:

Conceding markers show the speaker's acknowledgment of opposing views or concerns while reinforcing their position. Examples include:

Kakha Kaladze: „*დარწმუნებულები ვართ, რომ მეორე ტურში, როცა ნათლად გამოიკვეთა ორი პოლუსი, როცა არჩევანი გასაკეთებელია სიცრუესა და სიმართლეს, ძალადობასა და თავისუფლებას შორის, მოხდება მაქსიმალური კონცენტრაცია და ჩვენ ერთად, აუცილებლად გავიმარჯვებთ საპრეზიდენტო არჩევნებში და რაც მთავარია, ერთად აუცილებლად დავძლიებთ ყველა გამოწვევას*“ (Kakha Kaladze: „**We are sure** that in the second round, when two poles have been clearly defined, when a choice has to be made between lies and truth, violence and freedom, there will be maximum concentration and together we will surely win the presidential elections and most importantly, together we will surely overcome all challenges.”)(Kaladze. News, 2018).

Joe Biden : „*I understand that many Americans view the future with some fear and trepidation. I understand they worry about their jobs, about taking care of their families, about what comes next. I get it.*” (Biden’s Inaugural Speech, 2021)

Joe Biden: „*I believe it's this: Americans have called upon us to marshal the forces of decency, the forces of fairness, to marshal the forces of science and the forces of hope in the great battles of our time.*” (ABC News, 2020)

- Kakha Kaladze's phrase "დარწმუნებულები ვართ" ("We are sure") is used to convey confidence while acknowledging the polarized political environment. Joe Biden’s repeated use of "I understand" emphasizes empathy with the concerns of the public, while subtly reinforcing his policies.

These markers help the politician acknowledge the audience’s concerns while reasserting their viewpoint.

1.3. Repeating Markers:

Repetition is a powerful rhetorical tool, often used to emphasize key points and values. For example:

Donald Trump- „*And by the way, does anybody believe that Joe had 80 million votes? Does anybody believe that? He had 80 million computer votes. It’s a disgrace. There’s never been anything like that. You could take third-world countries. Just take a look. Take third-world countries. Their elections are more honest than what we’ve been going through in this country. It’s a disgrace. It’s a disgrace.*” (NPR. 2021, February 10)

Joe Biden: „*The worst pandemic in a century. The worst economic crisis since the Great Depression. The worst attack on our democracy since the Civil War.*“ (Biden Whitehouse Briefing, 2021)

Salome Zurabishvili *"ეს არის ჩემი გადაწყვეტილება, გადაწყვეტილება, რომელზეც ბევრი ვიფიქრე. ეს არის ძალიან დიდი პასუხისმგებლობა."* / **Salome Zurabishvili :** *"It's my decision, the decision I've thought about a lot. It's a huge responsibility."* (Imedi News, 2023 b)

Salome Zurabishvili: „*მადლიერი ვარ მათი, ვინც ხმა მომცა არჩევნებში. მადლიერი ვარ „ქართული ოცნების“, რომელმაც, როგორც პრეზიდენტობის დამოუკიდებელ კანდიდატს, მხარი დამიჭირა და ამით დემოკრატიული ნაბიჯი გადადგა.* (**Salome Zurabishvili:** *"I am grateful to those who voted for me in the elections. I am grateful to "Georgian Dream", which, as an independent candidate for the presidency, supported me and thus took a democratic step."* (President Inauguration, 2018)

- Donald Trump's repetition of "It's a disgrace" underscores his dissatisfaction with the election process, increasing emotional engagement with his supporters. Salome Zurabishvili's repetition of "ეს არის" ("This is") highlights the importance of her decision, reinforcing its gravity.

Repeating key phrases helps cement important ideas in the minds of the audience, creating resonance and emphasis.

1.4. Sequence Markers:

Sequence markers help structure political arguments logically, guiding the audience through a series of points. For instance:

Irakli Garibashvili: „*ერთი, რომ ინფორმაცია რომც არ გქონდეს, ძალიან მარტივად იკითხება ამ პრიმიტიული ადამიანების ქმედებები, მათ ქმედებებს უნდა ვუყუროთ ჩვენ და ძალიან მარტივად ამოვიკითხავთ, და მეორე, დადასტურებული ინფორმაციები მაქვს, საკუთარი გუნდის წევრები თვითონ არიან წინააღმდეგები, მათ შორის მელია არის წინააღმდეგი სააკაშვილის ამ პროვოკაციული ქმედების.* (**Irakli Garibashvili:** *One, even if you don't have information, the actions of these primitive people are very easy to read, we have to watch their actions and read them very easily, and second, I have the confirmed information, the members of their own team are against it, including Melia, who is against this provocative action of Saakashvili."* (Irakli Garibashvili, 2021)

Joe Biden: „*First of all, two things you got to know about her when you meet her. Number one, understand she's smarter than you. That's the first thing I had to learn. And the second thing is she's got a backbone a ramrod, and she has a moral compass that's true North.* (The American Presidency Project, 2020).

Irakli Kobakhidze uses "ერთი" ("one") and "მეორე" ("second") to introduce and organize multiple arguments. Joe Biden's use of "First of all" and "Second thing" similarly organizes his speech, making it easier for the audience to follow and retain information.

These markers are crucial for maintaining coherence and order in political speeches.

1.5. Summarizing Markers:

Summarizing markers are used to conclude a discussion or reinforce the overall message. For example:

Irakli Garibashvili: „*ჩვენ ყოველთვის ვზომავთ ასე ვთქვათ სურათს და საერთო ანალიზს ვუკეთებთ. აქედან გამომდინარე, მე მინდა ვთქვა რომ.. მოსახლეობას ვუთხრა, ყველას მათ შორის, რომ ამ კომიკური კაცის მორიგ, ასე ვთქვათ, ანონსზე ზედმეტ ემოციას ნუ დავხარჯავთ.*" (**Irakli Garibashvili:** „*We always measure the picture, so to speak, and do a general analysis. Therefore, I want to say that... to tell the population, every one among them, that we should not spend too much emotion on another; so to speak, an announcement of this comic man.* (Irakli Garibashvili, 2021)

Joe Biden: „*That's the job of a president. A duty to care for everyone. So, in these final days, stay empowered, stay optimistic, stay united because you too have a sacred duty.* (Biden Campaign, 2020).

Irakli Garibashvili uses "აქედან გამომდინარე" ("Therefore") to draw a conclusion based on his earlier points. Joe Biden's "So" serves a similar function, wrapping up his argument and motivating the audience toward action.

Summarizing markers create a sense of closure and reinforce the speaker's main message.

2. Commentary Pragmatic Markers:

2.1. Assessment Markers:

Assessment markers are used to express the speaker's evaluation or judgment of a situation. For instance:

Irakli Kobakhidze -, *რა თქმა უნდა, მნიშვნელოვანია, რომ რადიკალიზმის ხარისხი შემცირდეს ქართულ პოლიტიკაში და ამ კუთხით შეიძლება სერიოზული წინსვლის მიღწევა მომავალი წლების განმავლობაში.* (**Irakli Kobakhidze**: „*Of course, it is important to reduce the degree of radicalism in Georgian politics, and in this regard serious progress can be achieved in the coming years* (Imedi News, 2023 a)

Roderick Sawyer-{candidates' Debate}- *"We have lots where we can build affordably, really affordably, and use that same density bonus money to invest in our neighborhoods that are really seeing no investment whatsoever."* (The Race for Chicago Mayor 2023P)

- Irakli Kobakhidze's phrase "რა თქმა უნდა" ("Of course") indicates agreement with the preceding statement, while "მნიშვნელოვანია" ("it is important") assesses the significance of the issue. In Roderick Sawyer's example, the marker "really affordable" is used to reinforce his argument about housing solutions, emphasizing his stance on affordability.

These markers allow politicians to express their personal assessments and guide the audience's perception of their views.

2.2. Manner-of-Speaking Markers:

These markers highlight how the speaker presents their statement, indicating whether they are serious or joking. For example:

Salome Zurabishvili: *„დარწმუნებული ვარ, რომ საქართველო აუცილებლად გახდება ევროპული ოჯახის სრულფასოვანი წევრი, და ამაში იქნება თქვენი - ლატვიელების დიდი წვლილიც“* (**Salome Zurabishvili**: „*I am sure that Georgia will definitely become a full-fledged member of the European family, and you Latvians will make a big contribution to this.*" (Imedi News, 2023 b)

Kevin McCarthy: *„In Congress, no. Just joking. I took my family out to dinner. I could still tell you what they ordered because I paid for it“* (Kevin McCarthy, 2023).

Salome Zurabishvili's use of "დარწმუნებული ვარ" ("I am sure") conveys certainty and confidence. Kevin McCarthy's "Just joking" signals a shift in tone, indicating that his earlier statement was not serious.

Manner-of-speaking markers allow speakers to manage the tone of their discourse, ensuring that their message is received in the intended way.

2.3. Evidential Markers:

Evidential markers signal the speaker's confidence in the truth or validity of their statement. Examples include:

Donald Trump: *„The truth is, the Democrats never have been more vulnerable because they've lost touch with normal working people.“* (Trump Whitehouse Briefing, 2018b)

ნუკრი კანტარია: *„თუ მძღოლმა ყოველ 10 დღეში ნარკოლოგიური შემოწმების ცნობის ასაღებად უნდა ირბინოს, ბუნებრივია, იტყვის, რომ მას ამის გაკეთება არ უღირს.* (**Nukri Kantaria**: "If a driver has to run every 10 days to get a drug test report, he will **obviously**, say that it is not worth it) (Liberali)

- Donald Trump's use of "The truth is" emphasizes his belief in the reliability of his statement. Nukri Kantaria's "ბუნებრივია" ("obviously") underscores the naturalness or inevitability of the driver's complaint, reinforcing his argument.

Evidential markers help politicians assert authority and credibility, reinforcing the trustworthiness of their claims.

2.4. Hearsay Markers:

Hearsay markers provide information that the speaker claims to have obtained from an external source, allowing them to either distance themselves from the claim or give it authority. This is useful in political discourse when a politician wants to cite an authoritative or widely accepted source without taking direct responsibility for the statement. For instance:

Tamar Chugoshvili: „კონსტიტუციის თანახმად პროკურატურა აღარ არის რომელიმე სახელისუფლებლო შტოს ნაწილი. ეს რეფორმა ერთი შეხედვით უმნიშვნელოვანესი მიღწევა, თუმცა ამავე დროს არის ასევე ძალიან მნიშვნელოვანი გამოწვევა.“ / **Tamar Chugoshvili:** "According to the constitution, the office of the prosecutor is no longer a part of any government branch. At first glance, this reform is an important achievement, but at the same time, it is also a very important challenge.(Netgazeti, 2017)

Donald Trump: „ *As the Bible tells us, for we are God's handiwork, created in Jesus Christ to do good works.*“ (Trump Whitehouse Briefings, 2018a)

Donald Trump: „ *According to a recent Dartmouth study, the sanctuary city of Lawrence, Massachusetts is one of the primary sources of fentanyl in six New Hampshire counties. ICE recently arrested 15 MS-13 gang members — these are not good people, folks.* (Trump Whitehouse Briefings, 2018b)

Tamar Chugoshvili's "კონსტიტუციის თანახმად" ("According to the constitution") lends authority to her statement by referencing the country's legal framework, which cannot be easily disputed. Donald Trump's use of "As the Bible tells us" and "According to a recent Dartmouth study" are examples of invoking widely respected sources (religious or academic) to back his claims, thereby increasing their persuasiveness and making them more difficult to challenge.

Hearsay markers allow politicians to build credibility or deflect accountability by attributing information to a third party.

2.5. Emphasis Markers:

Emphasis markers serve to underscore or highlight the importance of a particular part of the message, ensuring it stands out and resonates with the audience. Politicians use these markers to draw special attention to key points or to emotionally engage their audience. For example:

Irakli Kobakhidze: „ *მე მინდა ამის თაობაზე გითხრათ შემდეგი, რომ 30 წლის განმავლობაში ჩვენ პირველად ჩემი მონაწილეობით და ამერიკელი პარტნიორების და მეგობრების ჩართულობით ჩვენ ერთად შევძელით წარმატებული მაგალითის პრეცედენტის შექმნა.*“ (**Irakli Kobakhidze:** "I would like to tell you the following about this, for the first time in 30 years, with my participation and the involvement of American partners and friends, we were able to create a precedent of a successful example") (Imedis Kvira 2023)

Joe Biden: „ *And thank you Common and Offset. I tell you what, I know that's the real reason you came, the entertainment. I don't blame you.*“ (Biden Campaign, 2020)

- Irakli Garibashvili's "მე მინდა ამის თაობაზე გითხრათ შემდეგი" ("I would like to tell you the following") primes the audience to expect something important, thus elevating the significance of what comes next. Joe Biden's "I tell you what" functions similarly, signaling a moment of emphasis or personal connection with the audience.

By using emphasis markers, speakers can make certain parts of their speech more memorable and impactful, ensuring that their audience pays attention to the most crucial points.

Discourse and pragmatic markers in political speech serve a range of functions, from organizing and clarifying arguments to expressing evaluations and asserting credibility. By using these markers strategically, politicians enhance their ability to persuade, influence, and connect with their audiences. Whether through repetition, sequence, assessment, or evidential support, these markers play a crucial role in the effectiveness of political communication in both Georgian and English contexts.

Conclusion. Discourse and pragmatic markers play a vital role in political communication by helping speakers convey their messages more effectively. These markers serve different purposes, from organizing and clarifying thoughts to emphasizing and lending authority to statements.

1. Discourse markers:

- These are essential for structuring speech and maintaining clarity, allowing the speaker to guide the audience through their argument logically.

- They do not alter the core meaning of the sentence but make it easier for the audience to follow the argument.

2. Pragmatic markers:

- These markers add nuance, indicating the speaker's attitude, certainty, or the source of the information.

- While not grammatically necessary, they are pragmatically important for interaction, helping the speaker express their mental and emotional state.

3. The Role of Language in Political Speech:

- Language as a Tool: In political discourse, language is a critical tool for persuasion, and markers serve as subtle linguistic devices that make communication more effective.

4. Communicating Interests and Intentions: Political speeches are designed to communicate specific interests, influence public opinion, and achieve socio-political goals. Discourse and pragmatic markers facilitate this by ensuring coherence and subtly guiding the audience's interpretation of the message.

Our analysis of discourse and pragmatic markers in political speeches is both comprehensive and insightful, drawing connections between different types of markers and their functions in structuring and conveying political messages. The differentiation between discourse and pragmatic markers, despite some overlap, is significant in analyzing political discourse. While pragmatic markers often serve to manage the flow of conversation and express attitudes, discourse markers tend to link ideas and structure the overall message. This distinction, along with the analysis of election discourse, will contribute to understanding how politicians strategically select language units to strengthen their messaging and achieve their political goals.

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