

Structural analysis of 'Invitation' discourse: Focusing on the comparison of the language behavior of Chinese and Japanese native speakers in 'negotiation units'

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First, Chinese native speakers utilize the 'negotiation unit' regardless of the degree of burden. On the other side, Japanese native speakers do not use 'negotiation units' in low-burden situations, as is the case in scene/situation 1 , but do use it in scene/ situation 2.

Second, the findings suggest that, whereas Chinese native speakers in most cases build the 'negotiation unit' through a series of exchanges, the Japanese native speakers build the 'negotiation unit' in invitations through mostly only one exchange.