

**How language aims at a target:
The cognitive system underlying deixis and anaphora**

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As a speaker communicates with a hearer, the speaker can come to have her attention on a particular entity, her "target"—located somewhere near or far in either the speech-external or the speech-internal environment—that she wants to communicate about. She thus needs the hearer to determine her intended target and have his attention on it as well. The problem, though, is how to get it there. There is no way she can reach into the hearer's cognition and directly place his focus of attention on that target. Language solves this problem with a two-stage process. The speaker uses a special class of linguistic forms that first direct the hearer's attention to a set of phenomena to which he does have ready access. These phenomena in turn act as cues to the identity of the speaker's intended target. The special linguistic forms generally comprise an integrated system of closed-class forms (in English, including e.g. *this/ that/ here/ there/ he/ she/ it/ they*). I call them "cuing forms"—forms lexicalized to perform their function of "target cuing". For his part, the hearer—alerted by a cuing form in the speaker's utterance—tries to discern the cues that it indicates, and to use them in combination as a guide to the target.

Cuing forms comprise a lexical category that unites and generalizes over deictic forms and anaphoric forms, which themselves mainly differ only as to whether the target they point to is in the speech-external or in the speech-internal environment. These cuing forms have so far been found to introduce cues belonging to ten distinct categories. Most of the ten cue categories play a role in both deictic and anaphoric targeting.