## **PHILOLOGY**

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## Citation in author's speech behavior

Communication includes speech activity and speech behavior. Speech activity is determined by the goals and motives, perceived by the sender of the text. Verbal behavior involves normal, conscious selection by the author of the linguistic units in the familiar repetitive verbal situation. In some cases, speech impact on the interlocutor does not depend on the will of the speaker. Here we are talking about the hidden speech influence – hidden pragmalinguistics. The article is devoted to the study of pragmalinguistic features of the speech behavior of psychotherapists. The interpretation of fragments of speech portraits allowed to bring some personal qualities of the authors. Verbal individuals are quite original and peculiar. They differ from each other, and have several common qualities. The article is devoted to the pragmalinguistic analysis of psychotherapists tests. Each text was divided into 4000 small syntactical groups. In the first two thousand we took into consideration the quotes the authors used and in the second two thousand quotes were not taken into account. As a result of this pragmalinguistic analysis some fragments of their verbal behavior were composed and presented in two tables.

<u>Key words</u>: pragmalinguistics, speech behaviour, speech influence, speech activity, speech strategy, speech markers.

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