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**Some apparently unconnected parameters in demonstrative reference**

Mi 16:30-17:00

A number of investigations of Dutch and German demonstrative pronouns, both experimental and on the basis of corpus data (Comrie 1997; Zifonun et al. 1997; Bosch, Rosario & Zhao 2003; Winter 2003; Kaiser & Trueswell 2004; Bosch, Katz & Umbach, to app.) show that there is a strong preference of these forms for referents that are, roughly speaking, less salient in discourse than the typical referents of anaphoric personal pronouns. Most formulations of this idea, however, our own included, are still lacking a precise and general formulation, or put forward their predictions in terms of a mere tendency or preference, without being explicit about what it means if the tendency is violated. Furthermore, there are diverging ideas about what the actual parameters are that control the referential and grammatical behaviour of demonstratives.

In this talk we discuss various hypothetical parameters, in particular referent salience, contrast, information-structural status as well as grammatical role of demonstrative pronoun and antecedent and put forward a generalisation that rests essentially on an operational notion of cognitive salience and the notion of markedness.

We will also discuss the question of whether our generalisation should have the status of a tendency and if so what it means when the tendency is violated.

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- Bosch, P., Katz, G., Umbach, C.(to app.) The Non-Subject Bias of German Demonstrative Pronouns. To app. in: Monika Schwarz-Friesel, Manfred Consten, Mareile Knees (eds): *Anaphors in Texts*.
- Comrie, B. (1997) Pragmatic Binding: Demonstratives as Anaphors in Dutch. Proceedings of the Annual Meeting of the Berkeley Linguistic Society Vol. 23 (1997) :50-61
- Kaiser, E., Trueswell, J. (2004) The Referential Properties of Dutch Pronouns and Demonstratives: Is Salience Enough? Proceedings of the *Sinn und Bedeutung* 8, Arbeitspapier Nr. 1777, FB Sprachwissenschaft, Universität Konstanz.
- Winter, Y. (2003) Parameter zur Bestimmung der Referenz von Demonstrativpronomina in Texten . Bachelor thesis, Institute of Cognitive Science, University of Osnabrück, [www.cogsci.uni-osnabrueck.de/~CL](http://www.cogsci.uni-osnabrueck.de/~CL)
- Zifonun, G. Hoffmann, L., & Strecker, B. (1997) *Grammatik der deutschen Sprache*, Berlin, de Gruyter.