



ANSWERS

We negotiate meaning with each other in the process of having the conversation. Part of this negotiation is that we share certain assumptions about the communications: We usually assume that people are trying to communicate high-quality information; We usually assume that people are trying to communicate sufficient information; We usually assume that people will tell us things in a straightforward way; We usually assume that people will tell us things that are relevant to what is going on in the moment, or about which we have some interest. We know what others assume we know, and we know what we actually know, and we know how to work out any problems with those assumptions.