

Type of Move & Purpose	Appropriate Mood	Sample Student Negotiation Discourse
Opening Move <i>Initiates negotiation</i>	Initial idea(s) are proposed or invited to establish the context of the negotiation	
Ask for a Fact or Opinion	Ask a Question (Interrogative) <ul style="list-style-type: none"> • Polar (yes/no?) • Wh- (where, when, where, how...) 	<i>How do you think that Evidence 3 relates to Model B? (Wh-)</i>
State a Fact or Opinion	Make a Statement (Declarative) <ul style="list-style-type: none"> • Take a position 	<i>I think that Evidence 2 supports Model A because....</i>
Sustaining Move <i>Same speaker builds on initial move OR new speaker responds to opening question</i>	Prolongs or extends the proposal through elaboration and/or questioning OR Allows another student to present initial proposal	
Check for understanding	Ask a Question (Interrogative) <ul style="list-style-type: none"> • Polar (yes/no?) 	<i>Do you understand what I'm suggesting?</i>
Elaborate, Enhance, or Expand	Make a Statement (Declarative) Same Student: <ul style="list-style-type: none"> • Clarify position • Provide additional information on your position Different Student: <ul style="list-style-type: none"> • State a position to answer question posed in Opening Move 	<i>Evidence 1 provides data that shows a relationship to support my position... So, I think that Evidence 1 contradicts Model 2 because....</i>
React - Rejoining Moves <i>ALL speaker(s) Expands negotiation</i>	Responds to proposed idea(s) by asking for clarification or additional information, OR offers alternative ideas	
Confirm or clarify what was stated	Ask a Question (Interrogative) <ul style="list-style-type: none"> • Polar (yes/no?) 	<i>Do you mean to say that....</i>
Probe for more information	Ask a Question (Interrogative) <ul style="list-style-type: none"> • Wh- (where, when, where, how...) 	<i>Where did you find that information?</i>
Countering what was stated	Make a Statement (Declarative) <ul style="list-style-type: none"> • Offer alternative explanation(s) 	<i>Another possibility is that...</i>
React - Responding Move <i>Final Speaker(s) Resolves negotiation</i>	Completes negotiation by moving toward a decision	
Support with Simple Agreement	Make a Statement (Declarative) <ul style="list-style-type: none"> • Accept, agree, acknowledge or affirm 	<i>I accept that explanation.</i>
Support by Extending or Elaborating	Make a Statement (Declarative) <ul style="list-style-type: none"> • Adds more information 	<i>I agree that Evidence 2 contradicts Model B because the graph shows a clear correlation.</i>
Support by Enhancing	Make a Statement (Declarative) <ul style="list-style-type: none"> • Agree with modifications or qualifications 	<i>I can accept that Evidence 4 supports Model A however, I don't think it is a strongly supported relationship.</i>