orientation

- Strategy and interaction
- Visual conduct
- Fragment of the fragment
Initial steps

• Production of utterances for multiple participants
  – Design of turns of talk for principal and other recipients
  – Responses to components of turns – including non-vocal

• Timing and co-ordination of gaze direction, body movement and use of other artefacts
  – Engaging co-participants
  – Securing alignment
  – Withholding and pursuit of response
Two fragments

- Production of an aside
- Formulation of positions by facilitator
(Jay: recommend it)-
Dirk: You know, it’s so interesting--.--.pt our- for the last--.--.--.three ho

Jay

Wyn

Stan

Jay nods

Jay: ya

Dirk: ---And I remembe::r a couple of years ago in board meetings when--.--.--.pt all we would
Fragment 2.1

Hand Swivel
To Brad

A: you know, <maybe a little bit of redirection--uh in purpose?--purposing the organization a

Stan:

Dirk

Dirk nods

Hand Gesture

Hand Gesture

A: a little bit differently---- uh maybe::----couplin:g the offering with some----.----.->maybe

Stan moves forward

Dirk hand to mouth
Fragment 2.2

A: training services. I don’t know. but it’s repositioning the product around.

Stan: Aaron.

Dirk: Aaron.

Stan: Aaron.

Debi: Aaron.

Hand Gesture

Hand Gesture

A: So if that’s the: is that right Brad?

B: well, I’m just-

Dirk: B.

Stan: A, B.

Debi: B.
issues

• Delicate production of a comment for multiple participants
• Securing alignment to positions
• Tension between positions – displayed and produced for others
strategy

• Work of facilitators
  – Attributing, formulating, reformulating
  – Securing alignment, pursuing response

• Interactional production of strategy
  – Retrospective, prospective nature
  – Use of material artefacts
video

• Direction of gaze and body orientation
• Co-ordination of talk and visual conduct
• Sequential nature – action - response

• Naturalistic, qualitative data
  • Access to gaze, orientations, talk - multiple participants
  • Access to details artefacts