

**APPENDICES**  
**TRANSCRIPT ANALYSIS**  
**Mameha's Politeness Strategies to Sayuri**

**1. Bald on record**

No.	Strategy	Utterances
1	1	Don't kneel, you aren't a servant girl anymore.
2	1	As for the kimono, I'm no fool Chiyo.
3	1	Remember Chiyo, Geisha are not courtesans, and we're not wives.
4	1	He does not like Geisha.
5	1	Hatsumomo, that snake! Quick, turn your attention to Nobu.
6	1	Mislead her, go.
7	1	Hold still!
8	1	Trust me, I know my Baron, Sayuri.

**2. Positive Politeness**

No.	Strategy	Utterances
1	4	The baron is a very special man to me, my " <b>Danina</b> "
2	10	someday if you are fortunate, you will have a patron too.
3	6	Not me I'm afraid, someone closer to home,
4	7	That's it. Now walk. You are a magnificent Geisha.
5	10	Well, someday soon she will have to name an heir.
6	7	Strange isn't it that she hasn't adopted Hatsumomo.
7	11	On the contrary, that is our goal.
8	14	Of course. If you do not inherit the oke, then we will all be at the tiger's mercy.
9	11	And what takes years, you must learn in months.

10	3	Say, I'm entertaining the baron. Like so many clients he's trapped in an arranged marriage. So in the tea-house when he's seeking my company instead, I reward him like this with a glimpse of my wrist. Seeing this demure little trace of naked skin, well it gives him pleasure. Or when you're sitting down, for the briefest moment, press your leg against his. Always by accident, of course.
11	5	The very word Geisha means artist, and to be a Geisha is to be judged as a moving work of art.
12	3	She can destroy you. she would spread rumours. Stalk you from tea-house to tea-house. Then steal your clients, all in the hope that Mrs. Niita adopts Pumpkin instead of you.
13	11	We've got to outwit her, to find a place somewhere beyond her reach, where you can practice your skills without any interference.
14	10	Be attentive, I will do the rest.
15	11	Tonight we will deliver a quick blow to Hatsumomo.
16	4	We will meet Nobu-san at the Sunashima restaurant. But first a visit to Dr. Crab.
17	10	Or I will do it for you.
18	5	You do?
19	7	And to become a full Geisha we must sell <i>this</i> to the highest bidder.
20	7	I freed myself from debt, and so will you.
21	15	To remind you that once with a single glance, you could bring a man like the Baron, to his knee.

### 3. Negative Politeness

No.	Strategy	Utterances
1	4	You may apologize if you wish.
2	3	I'm afraid it's the other way around, focus on your studies Chiyo, music, the art of conversation, that's the surest way to

		attract a patron on your feet, not off them!
3	2	<i>Well</i> , every once in a while, a man's eel like to visit a woman's cave.
4	2	<i>Well</i> , your cave is untouched...men like that.
5	3	But what kind of price can I hope to demand with a finger pointed at your back?
6	2	<i>Do you want to know</i> the truth Sayuri?
7	6	He was the highest bidder. <i>Forgive me</i> , but I let it go to Dr. Crab.
8	3	What <i>could</i> I do?

#### 4. Off Record

No.	Strategy	Utterances
1	9	And with eyes the colour of rain
2	4	Does that displease you?
3	10	But you have not drawn on those strength have you?
4	8	Why that is a perfect bow, for a pig farmer...
5	9	Rise. Not like a horse. Slide your foot forward.
6	9	That would be like releasing a tiger from it's cage.
7	1	When you slip the rice-cake to Dr. Crab it is a sign that says you misuse is ripe for sale.
8	9	But a young girl with eyes like rain.
9	9	Water is always in such a hurry, perhaps that is just as well.
10	9	Your feet will suffer, your fingers will bleed.
11	9	Even sitting and sleeping will be painful
12	10	Do you trust me or don't you?

13	9	Did mother ever tell you about <i>the eel in the cave</i> ?
14	9	Well, every once in a while, <i>a man's eel like to visit a woman's cave</i> .
15	9	Forget about him, there are plenty of other <i>fish in the sea</i> .
16	9	It is time we <i>cast a wider net</i> .
17	5	<i>Hundreds of men</i> all in one place, eager to bid for you.
18	15	If you are found to be worthless ....
19	9	Besides, who wants <i>a plum when someone has already had a bite</i> ?
20	5	Tonight, <i>the lights in the Hanamachi</i> all burn for you.

## Sayuri's Politeness Strategy to Mameha

### 1. Positive Politeness

No.	Strategy	Utterances
1	6	Not to me.
2	5	It is?
3	4	Mameha, when does a Geisha choose her patron?
4	5	What can we do?
5	5	What?
6	5	How?
7	5	Dr. Crab?
8	6	Well?
9	14	I want to trust you I do but you have to tell me what's going on.
10	7	And what is that?
11	6	I live with Hatsumomo.
12	5	How?
13	5	I am not worthless! I am not worthless.
14	15	Big sister. Everything we wanted you made happen. Thank you.

### 2. Negative Politeness

No.	Strategy	Utterances
1	6	About your kimono ....
2	6	Yes.

3	3	But Mrs.Niita would never choose me.
4	3	No one can do that.
5	2	Have you gone mad?
6	2	How?
7	5	Thank you big sister.

### 3. Off Record

No.	Strategy	Utterances
1	2	What about you? You say Osaka was dangerous.