SIXTH EDITION

# 

Paul Eschholz

Alfred Rosa

Virginia Clark

# Language Awareness

EDITORS
Paul Eschholz
Alfred Rosa
Virginia Clark

University of Vermont

ST. MARTIN'S PRESS

**New York** 

Senior editor: Catherine Pusateri

Development editor: Edward Hutchinson

Manager, publishing services: Emily Berleth Project management: Denise Ouirk

Art director: Sheree Goodman Cover art: Marek Antoniak Cartoonist: Jeff Danziger

Library of Congress Catalog Card Number: 92-62769

Copyright © 1994 by St. Martin's Press, Inc.

All rights reserved. No part of this book may be reproduced,

stored in a retrieval system, or transmitted by any form or

by any means, electronic, mechanical, photocopying, recording,

or otherwise, except as may be expressly permitted by the applicable copyright statutes or in writing by the Publisher.

Manufactured in the United States of America.

87654

fedc

For information, write:

St. Martin's Press, Inc.

175 Fifth Avenue

New York, NY 10010

ISBN: 0-312-08410-2

### **ACKNOWLEDGMENTS**

Acknowledgments and copyrights are continued at the back of the book on pages 507-509, which constitute an extension of the copyright page.

It is a violation of the law to reproduce these selections by any means whatsoever without the written permission of the copyright holder.

Allport, Gordon. "The Language of Prejudice." From *The Nature of Prejudice*, © 1979 by Addison-Wesley Publishing Company, Inc. Reprinted with permission of the publisher. AT&T. Ad. Reprinted by permission of AT&T.

Birk, Newman P., and Genevieve B. Birk. "Selection, Slanting, and Charged Language." Reprinted with the permission of Macmillan Publishing Company from *Understanding and Using English*, Fifth Edition, by Newman P. Birk and Genevieve B. Birk. Copyright © 1972 by Macmillan Publishing Company.

Borden, Inc. Ad. Reprinted by permission of Borden, Inc.

Bryson, Bill. "Order out of Chaos." From *The Mother Tongue: English and How It Got That Way* by Bill Bryson. Copyright © 1990 by Bill Bryson. By permission of William Morrow & Company, Inc.

Callen, Michael. "AIDS: The Linguistic Battlefield." By Michael Callen in Christopher Ricks and Leonard Michaels, *The State of the Language*, 1990 ed., pages 171-181. Copyright © 1989 The Regents of the University of California. Reprinted by permission. Founding Mission Statement of the National Association of People with AIDS. Reprinted by permission.

Chevron. Ad. Reprinted by permission of Chevron.

CIBA-GEIGY Corp. Ad. Reprinted by permission of CIBA-GEIGY Corp.

Consumers Union. "It's Natural! It's Organic! Or Is It?" Copyright © 1980 by Consumers Union of U.S., Inc. Yonkers, NY 10703-1057. Reprinted by permission from Consumer Reports, July 1980.

Cross, Donna Woolfolk. "Propaganda: How Not to Be Bamboozled." By Donna Woolfolk Cross. From Speaking of Words: A Language Reader. Reprinted by permission of Donna Woolfolk Cross.

# Language Awareness

# **PREFACE**

Since the first edition of Language Awareness appeared in 1974, its purpose has been twofold: to foster an appreciation of the richness, flexibility, and vitality of the English language and to encourage and help students to use their language more responsibly and effectively in speech and particularly in writing. Because of these purposes, Language Awareness has been used in a variety of courses over the years. Its primary use, however, has been and continues to be in college composition courses. Clearly, many instructors believe as we do that the study of language and the study of writing go hand in hand.

The study of language has many facets; so, while covering a broad spectrum of topics (including the history of English, contemporary debates on cultural diversity and the use and misuse of Standard English, the language of prejudice and of euphemism, for example), we have tried to concentrate on those areas in which language use exerts the widest social effects—politics, advertising, media, and gender roles. Opening students' eyes to the power of language—its ability to shape and to manipulate one's understanding, perceptions, and cultural attitudes—is, we believe, one of the worthiest goals a writing class can pursue.

We also provide extensive material to help students improve their abilities as readers and writers. As in the fifth edition, the **general introduction** to Language Awareness provides a discussion of reading and writing that includes **guidelines and questions** students can use to increase their abilities as thoughtful, analytical readers, as well as explanations of how the various writing strategies can be put to work. At the end of the text an **alternate table of contents** classifies the reading selections in Language Awareness according to the rhetorical strategies they exemplify, and a **detailed glossary** defines rhetorical terms and concepts important to the study of writing.

The fifty-six readings in Language Awareness have been chosen not only for their subject matter but also to provide students of composition with practical illustrations of rhetorical principles and techniques. After each selection, in addition to questions on the content of the essay, we have provided questions that address these rhetorical concerns, adding cross-references to the glossary where useful. The vocabulary list after each selection calls attention to a few words that students will find worth adding to their own active vocabularies. Finally, two or more writing topics follow each reading, and each section concludes with topics and guidelines for writing essays that make connections among the readings in the section. In our own teaching we have found such topics helpful in promoting both writing and classroom discussion of language issues.

v

### **NEW TO THIS EDITION**

As always, we have emphasized pieces written in nontechnical language on topics and issues of current interest. Guided by comments and advice from many colleagues across the country who have used the fifth edition, we have retained in this new edition those essays that teachers and students have valued most. But over half of the selections in *Language Awareness* are new to this edition. Among the **thirty-three new essays** are William Lutz's analysis of public doublespeak; Bill Bryson's popular discussion of three early dictionary makers and the "order" that they've brought to English; Peggy Noonan's examination of the process by which a political speech comes into being; Rosalie Maggio's timely discussion of ways to avoid the use of discriminatory language; and Deborah Tannen's exploration of the differences between the ways men and women talk.

In response to the many requests for actual political language for analysis, we have added a casebook of texts and speeches to Part 4. Included are Thomas Jefferson's Declaration of Independence, Elizabeth Cady Stanton's "Declaration of Sentiments and Resolutions," Abraham Lincoln's Gettysburg Address, John F. Kennedy's Inaugural Address, Martin Luther King, Jr.'s "I Have a Dream," and Bill Clinton's 1993 Inaugural Address. These eighteenth-, nineteenth-, and twentieth-century texts offer students a variety of styles, purposes, and language. Each selection is followed by a number of questions for study and discussion designed to help students identify the key points and rhetorical features of the text. Writing assignments at the end of Part 4 ask students to compare and contrast both the content and the rhetorical features of two or more of the texts.

Many instructors asked us to include more on advertising, so we have expanded that section, adding Gloria Steinem's provocative and candid look at the often shady relationship between advertisers and women's magazines, and five contemporary advertisements for students to analyze. Other users asked for several new articles in the section on gender and language, so we have added Deborah Tannen's essay on gender-related differences in speech and Bernard R. Goldberg's essay on "male bashing" in television sitcoms and commercials.

Students and teachers asked us for more essays about censorship, so we have included a new section called "Censorship and the First Amendment." Free-speech advocate Nat Hentoff questions the rise of speech codes on college campuses, while Susan Jacoby rejects feminist arguments for the censorship of pornography. Censorship and the world of rock music is the subject of the essays by Caryl Rivers, Tipper Gore, and Frank Zappa. Other new sections created in response to reader demand include "Usage, Words, and Standard English"—essays that explore the varieties of English and their relation to Standard English—and "Cul-

tural Diversity: Searching for Common Ground"—essays that recount experiences when two cultures, and thus two languages, collide. Users of previous editions of *Language Awareness* will notice that we have retitled some sections in an effort to articulate more clearly the issues under discussion.

All of our aims in Language Awareness are serious ones, but a serious book need not be humorless or unnecessarily academic. William Lutz's "The World of Doublespeak" addresses the problem of using language to deceive or manipulate, but some of his examples are sure to bring a smile to your face. There's humor and wit also in Lance Morrow's "If Slang Is Not a Sin"; Peggy Noonan's "Speech! Speech!"; Barbara Ehrenreich's "Drawing the Line"; and Frank Zappa's "The Wives of Big Brother"—among others. Indeed, we like to think that readers of Language Awareness will have as much fun using this edition as we have had in preparing it.

### **ACKNOWLEDGMENTS**

We are grateful to the following colleagues across the country who have sent helpful reactions and suggestions for this sixth edition: Janice Albert, Las Positas College; Lena Ampadu, Towson State University; Anne M. Boyle, Wake Forest University; Jo Ann Campbell, Indiana University; Ralph Carlson, Azusa Pacific University; Hal Colony, University of Nebraska at Kearney; Charles S. Didier, Housatonic Community College; Belden Durtschi, Shoreline Community College; Don Ellis, University of Hartford; Kenneth J. Ericksen, Linfield College; Barbara Fox, University of Colorado; Helen Frink, Keene State College; Cayo Gamber, George Washington University; Claudia Greenwood, Kent State University; Dorothy Margaret Guinn, Florida Atlantic University; Jorge Guitart, State University of New York at Buffalo; Sheila Gullickson, Moorhead State University; Alan C. Hardis, California State University at Northridge; Greg Jacob, Pacific University; Philip Kaltenbach, Guilford College; Patricia Killian, Salisbury State University; Paula Krebs, Wheaton College; Zhihua Long, University of Colorado; Carol R. Mehler, Kent State College; Tracy Montgomery, Idaho State University; Dallin Oaks, Brigham Young University; Shaun O'Connor, University of Arizona; Cornelia Paraskevas, Western Oregon State College; Doris M. Piatak, Kishwaukee College; Michael T. Siconolfi, Gonzaga University; Michele Geslin Small, Northland College; Sandra Stephan, Youngstown State University; Stephen H. Stremmel, American River College; Richard Sweterlitsch, University of Vermont.

We would like to express our appreciation to the staff at St. Martin's Press, especially Cathy Pusateri and Edward Hutchinson. Our special thanks go to Samuel Feitelberg and the faculty and staff of the race and

culture program at the University of Vermont for their help in selecting articles on issues of cultural diversity and then testing the usefulness of these articles in their classes. Our thanks also go to Susan Palmer for her work on the *Instructor's Manual* that accompanies this edition. Finally, we are grateful to all our students at the University of Vermont for their enthusiasm for language study and writing and their invaluable responses to materials included in this book. They teach us something new every day.

PAUL ESCHHOLZ ALFRED ROSA VIRGINIA CLARK

### SIXTH EDITION

# Language Awareness

## **CONTENTS**

### Introduction

### ion 1

### I DISCOVERING LANGUAGE 7

### Malcolm X Coming to an Awareness of Language 9

"I saw that the best thing I could do was get hold of a dictionary—to study, to learn some words."

Helen Keller The Day Language Came into My Life 13

The celebrated deaf and blind writer recalls her discovery of language.

### Peter Farb The Story of Human Language 17

"Not every human being can play the violin, do calculus, jump high hurdles, or sail a canoe, no matter how excellent his teachers or how arduous his training—but every person constantly creates utterances never before spoken on earth."

Victoria Fromkin and Robert Rodman What Is Language? 25 "To understand our humanity we must understand the language that makes us human."

### Writing Assignments for "Discovering Language" 34

### II LANGUAGE USE AND MISUSE

S. I. Hayakawa and Alan R. Hayakawa Giving Things Names 39 Two semanticists believe that naming "is not a matter of identifying 'essences.' It is simply a reflection of social convenience or necessity."

37

# Newman P. Birk and Genevieve B. Birk Selection, Slanting, and Charged Language 47

Two researchers describe some ways language can be manipulated to create particular impressions.

### William Lutz The World of Doublespeak 59

An English professor exposes the disguises of doublespeak, "language which pretends to communicate but doesn't."

George Orwell Politics and the English Language 70

The English language is like the air we breathe. When it becomes polluted, we all suffer.

Writing Assignments for "Language Use and Misuse" 83

### III USAGE, WORDS, AND STANDARD ENGLISH 87

### Paul Roberts A Brief History of English 89

"In 1500 English was a minor language, spoken by a few people on a small island. Now it is perhaps the greatest language of the world."

### David Crystal The Prescriptive Tradition 101

A British linguist examines the prescriptivist attitudes that "motivate a widespread concern that linguistic standards should be maintained."

### Bill Bryson Order out of Chaos 108

"The English-speaking world has the finest dictionaries, a somewhat curious fact when you consider that we have never formalized the business of compiling them."

### Dorothy Z. Seymour Black Children, Black Speech 122

"Should children who speak Black English be excused from learning the Standard in school? Should they perhaps be given books in Black English to learn from?"

### Rachel L. Jones What's Wrong with Black English 131

A student's goal is to see more black people, like herself, "less dependent on a dialect that excludes them from full participation."

### Lance Morrow If Slang Is Not a Sin 135

A respected columnist explores the relative decline of slang in America.

### Robert MacNeil English Belongs to Everybody 140

A language enthusiast puts to rest the fear that English is on the skids as some pop-grammarians would have the public believe.

# Writing Assignments for "Usage, Words, and Standard English" 145

### IV THE LANGUAGE OF POLITICS 147

# Donna Woolfolk Cross Propaganda: How Not to Be Bamboozled 149

"If we are to continue to be a government 'by the people,' let us become informed about the methods and purposes of propaganda, so we can be the masters, not the slaves of our destiny."

### Peggy Noonan "Speech!" 160

"Speeches are important because they are one of the great constants of our political history."

### Casebook: A Selection of Political Texts for Analysis 176

Thomas Jefferson The Declaration of Independence 176

No document in history offers a more logical or stirring argument for human rights than the Declaration of Independence.

# Elizabeth Cady Stanton Declaration of Sentiments and Resolutions 181

A nineteenth-century reformer presents a list of grievances against laws and customs that restrict the rights of all women.

### Abraham Lincoln The Gettysburg Address 186

The great emancipator renders a classic statement of American ideals and principles of government.

### John F. Kennedy Inaugural Address 188

A young president implores his fellow Americans to "ask not what your country can do for you; ask what you can do for your country."

### Martin Luther King, Jr. I Have a Dream 192

The great civil rights leader gives his vision of freedom and equality.

### William Jefferson Clinton Inaugural Address 197

The first American president born after World War II challenges Americans to "make change our friend and not our enemy."

### Writing Assignments for "The Language of Politics" 201

### V THE LANGUAGE OF MEDIA AND ADVERTISING 203

### Neil Postman "Now . . . This" 205

A media watcher points out the frightening implications of television news programs that fail to see life as a complex series of interrelated events.

### Gloria Steinem Sex, Lies, and Advertising 217

"The magazines serving the female half of this country are still far below the journalistic and ethical standards of news and general interest publications."

### Jib Fowles Advertising's Fifteen Basic Appeals 231

A mass media professor examines the basic emotional appeals that advertising makes to each one of us.

### Jeffrey Schrank The Language of Advertising Claims 249

"Students, and many teachers, are notorious believers in their immunity to advertising."

### Ron Rosenbaum The Hard Sell 257

A New York writer believes that contemporary advertising has succeeded by boldly scaring and humiliating customers.

### Consumers Union It's Natural! It's Organic! Or Is It? 268

A nonprofit consumer group wants us to read labels carefully. Many products don't deliver what they seem to promise.

# Writing Assignments for "The Language of Media and Advertising" 276

### VI PREJUDICE, DISCRIMINATION, AND LANGUAGE 285

Gordon Allport The Language of Prejudice 287

A leading expert on prejudice discusses some of the ways in which language itself, very often subtly, expresses and even causes prejudice.

# S. 1. Hayakawa and Alan R. Hayakawa Words with Built-in Judgments 298

The power of some words to hurt and victimize is made clear by these leading language experts.

### Gloria Naylor The Meanings of a Word 305

An African-American writer believes that "words themselves are innocuous; it is the consensus that gives them true power."

Rosalie Maggio A Guide to Nondiscriminatory Language 309
"One of the most rewarding . . . side effects of breaking away from traditional, biased language is a dramatic improvement in writing style."

Writing Assignments for "Prejudice, Discrimination, and Language" 322

# VII CULTURAL DIVERSITY: SEARCHING FOR COMMON GROUND 325

Barbara Ehrenreich Drawing the Line 327

A popular journalist spoofs the English-only movement and its motives.

### Edite Cunha Talking in the New Land 331

"Your name will be Mary Edith Cunha," she declared. "In America you only need two or three names. Mary Edith is a lovely name. And it will be easier to pronounce."

### Roberto Santiago Black and Latino 342

"'There is no way that you can be black and Puerto Rican at the same time.' What? Despite the many times I've heard this over the years, that statement still perplexes me."

### Itabari Njeri What's in a Name? 345

"'What's your real name?'

"'Itabari Njeri is my real, legal name,' I explain."

### Amy Tan The Language of Discretion 352

"To this day, I wonder which parts of my behavior were shaped by Chinese, which by English. I am tempted to think, for example, that if I am of two minds on some matter it is due to the richness of my linguistic experiences."

Writing Assignments for "Cultural Diversity: Searching for Common Ground" 361

### VIII GENDER AND LANGUAGE 363

Alleen Pace Nilsen Sexism in English: A 1990s Update 365

A study of the dictionary provides some surprising linguistic evidence for the view of gender in our society.

Casey Miller and Kate Swift One Small Step for Genkind 377

Two pioneers in the study of sexism and language demonstrate the ways in which language discriminates against women.

# Deborah Tannen "I'll Explain It to You": Lecturing and Listening 389

"One situation that frustrates many women is a conversation that has mysteriously turned into a lecture, with the man delivering the lecture to the woman, who has become an appreciative audience."

Bernard R. Goldberg Television Insults Men, Too 404

A CBS journalist wonders why nobody complains about the male-bashing taking place on television.

### Writing Assignments for "Gender and Language" 407

### IX EUPHEMISM AND TABOOS 411

Neil Postman Euphemism 413

A professor of media ecology argues that while some euphemisms are bad, others serve worthwhile social purposes.

S. I. Hayakawa and Alan R. Hayakawa Verbal Taboo 418

"In every language, there seem to be 'unmentionables'—words of such strong affective connotations that they cannot be used in polite discourse."

Barbara Lawrence Four-Letter Words Can Hurt You 422

"Why should any words be called obscene? Don't they all describe natural human functions?"

Michael Callen AIDS: The Linguistic Battlefield 426

"When I was diagnosed in 1982, I decided that I'd have to pay close attention to the language of AIDS—to keep my wits about me in order to see beyond the obfuscating medical mumbo-jumbo meant to dazzle me into a deadly passivity."

### Writing Assignments for "Euphemism and Taboos" 433

Section 1

### X CENSORSHIP AND THE FIRST AMENDMENT 437

Nat Hentoff "Speech Codes" on the Campus and Problems of Free Speech 439

A longtime First Amendment advocate reports on the rise of "speech codes" on American college campuses.

Susan Jacoby Notes from a Free-Speech Junkie 447

An essayist and *Times* columnist takes on feminists out to censor pornography.

Caryl Rivers What Should Be Done about Rock Lyrics? 451

"Make no mistake, it is not sex we are talking about here, but violence. Violence against women."

Tipper Gore Curbing the Sexploitation Industry 455

"I'm not advocating censorship but rather a candid and vigorous debate about the dangers posed for our children by what I call the 'sexploitation industry.'"

Frank Zappa The Wives of Big Brother 459

A famous rock musician questions the motives of the Parents' Music Resource Center.

# Writing Assignments for "Censorship and the First Amendment" 466

### XI WRITING WELL: FIVE WRITERS ON WRITING 469

Maxine Hairston What Happens When People Write? 471

A respected teacher of writing offers an overview of how professional writers work and then examines two basic types of writing.

Jack Rawlins Five Principles for Getting Good Ideas 477

Helpful advice on how to get not just ideas but good ideas.

Linda Flower Writing for an Audience 483

"The goal of the writer is to create a momentary common ground between the reader and the writer."

William Zinsser Simplicity 486

"If you find that writing is hard, it's because it is hard. It's one of the hardest things that people do."

Lewis Thomas Notes on Punctuation 492

A leading scientist and writer offers a refreshingly entertaining view of punctuation.

Writing Assignments for "Writing Well: Five Writers on Writing" 495

Rhetorical Table of Contents
Glossary of Rhetorical Terms
500

# INTRODUCTION

Language Awareness is a collection of readings aimed at college writing students and designed to emphasize the crucial role language plays in virtually every aspect of our lives. For most of us language is like the air we breathe: we cannot survive without it, but we take it for granted nearly all of the time. Seldom are we conscious of language's real power to lead us (or mislead us) or of the effect our own use of language has on others. Even rarer is the recognition that our perceptions of the world are influenced, our very thoughts at least partially shaped, by language. It is also true that liberation begins with our awareness of that fact. To foster such an awareness is one of the goals of this book. We hope, therefore, that as you use this text you will gain a heightened appreciation of the richness, flexibility, and vitality of your language and be moved to explore its possibilities further.

### THE STUDY OF LANGUAGE

Language is one of humankind's greatest achievements and one of its most important resources. Language Awareness represents the most immediate and interesting fields of language study with a diverse range of thought-provoking essays grouped into eleven broad sections. The first part, "Discovering Language," provides an overview of the central issues: the nature of language, the power of words to shape our thinking, and what it means to know a language. Part 2, "Language Use and Misuse." shows the importance of using language responsibly so as not to deceive or manipulate other people. The third part, "Usage, Words, and Standard English," starts with several articles that give an historical perspective on the evolution of the English language, usage standards, and dictionarymaking and then moves on to consider the debate between standard and nonstandard English. "The Language of Politics," the fourth part, focuses on the ways leaders can use language to manipulate our thinking or to rouse our sense of purpose and includes a casebook of six political texts for analysis. Part 5, "The Language of Media and Advertising," raises critical questions about the objectivity of network news, the relationship between advertising and editorializing in popular magazines, and the ways advertisers use language to create a positive image for a product, to imply what they cannot say directly, and to exploit consumer vulnerability.

Part 6, "Prejudice, Discrimination, and Language," explores how we can become more sensitive to the ways words can lock us into particular one-dimensional categories, create powerfully discriminatory impres-

sions, and deeply affect our judgments of others. In Part 7, "Cultural Diversity: Searching for Common Ground," various writers recount their personal experiences of what happens when languages and cultures collide in the United States. Part 8, "Gender and Language," concentrates specifically on sexism in language, on stereotypical images of women and men implied in our language, and suggests some of the difficulties involved in overcoming linguistic prejudice. In "Euphemisms and Taboos," Part 9, the readings explore how we tend to cloak sensitive topics in "nice" language and confront some of our culture's "dirty words" to determine how and why these words may seem offensive. Part 10, "Censorship and the First Amendment," explores how and why we censor—or decline to censor—through examination of speech codes on college campuses, pornography, and rock music lyrics.

Finally—because our further purpose in this sixth edition of Language Awareness, as in earlier editions, is to encourage you to write responsibly and effectively—we have included in our final section, "Writing Well: Five Writers on Writing," essays in which professional writers reflect on their craft, on the way they write. Each writer offers practical advice on the qualities of good writing and the writing process—getting started, drafting, identifying an audience, being truthful to yourself and your audience, revising, and editing. Although this section is at the end of the book, you may find the readings useful as you start your writing course, because together they provide a detailed overview of the composing process. Or, as you work on particular assignments during the school term, you may want to look at one or more of these essays for direction and encouragement about specific aspects of your writing.

The common denominator of all good writing is the writer's conscious concern for language, and this concern is emphasized, in various ways, by every essay in Language Awareness. We have chosen them not only because they explore important issues of language and communication but also because they provide excellent models of how writers give effective expression to their thoughts. Thus, reading and studying the selections throughout the text, by making you more sensitive to how you use language yourself and to how the language of others affects you, can help you become a better reader and, perhaps most important, a better writer. The more aware you are of the many subtleties and complexities of language use, the greater your mastery and control of language will be. This sense of control will, in turn, allow you to read more thoughtfully and critically and to achieve greater competence and confidence in your own writing.

### THE IMPORTANCE OF READING WELL

Reading is most rewarding when you do it actively, in a thoughtful spirit and with an alert and inquiring mind. For writers—and in one way or another we are all writers—there are special reasons to cultivate the