Performative Utterances 8

J. L. AUSTIN

I

You are more than entitled not to know what the word "performative" means. It is a new word and an ugly word, and perhaps it does not mean anything very much. But at any rate there is one thing in its favor, it is not a profound word. I remember once when I had been talking on this subject that somebody afterwards said: "You know, I haven't the least idea what he means, unless it could be that he simply means what he says." Well, that is what I should like to mean.

Let us consider first how this affair arises. We have not got to go very far back in the history of philosophy to find philosophers assuming more or less as a matter of course that the sole business, the sole interesting business, of any utterance—that is, of anything we say—is to be true or at least false. Of course they had always known that there are other kinds of things which we say—things like imperatives, the expressions of wishes, and exclamations—some of which had even been classified by grammarians, though it wasn't perhaps too easy to tell always which was which. But still philosophers have assumed that the only things that they are interested in are utterances which report facts or which describe situations truly or falsely. In recent times this kind of approach has been questioned—in two stages, I think. First of all people began to say: "Well, if these things are true or false it ought to be possible to decide which they are, and if we can't decide which they are they aren't any good but are, in short, nonsense." And this new approach did a great deal of good; a great many things which probably are nonsense were found to be such. It is not the case, I think, that all kinds of nonsense have been adequately classified yet, and perhaps some things have been dismissed as nonsense which really are not; but still this movement, the verification movement, was, in its way, excellent.

However, we then come to the second stage. After all, we set some limits to the amount of nonsense that we talk, or at least the amount of nonsense that we are prepared to admit we talk; and so people began to ask whether after all some of those things which, treated as statements, were in danger of being dismissed as nonsense did after all really set out to be statements at all. Mightn't they perhaps be intended not to report facts but to influence people in this way or that, or to let off steam in this way or that? Or perhaps at any rate some elements in these utterances performed such functions, or, for example, drew attention in some way (without actually reporting it) to some important feature of the circumstances in which the utterance was

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being made. On these lines people have now adopted a new slogan, the slogan of the "different uses of language." The old approach, the old statemental approach, is sometimes called even a fallacy, the descriptive fallacy.

Certainly there are a great many uses of language. It's rather a pity that people are apt to invoke a new use of language whenever they feel so inclined, to help them out of this, that, or the other well-known philosophical tangle; we need more of a framework in which to discuss these uses of language; and also I think we should not despair too easily and talk, as people are apt to do, about the *infinite* uses of language. Philosophers will do this when they have listed as many, let us say, as seventeen; but even if there were something like ten thousand uses of language, surely we could list them all in time. This, after all, is no larger than the number of species of beetle that entomologists have taken the pains to list. But whatever the defects of either of these movements—the 'verification' movement or the 'use of language' movement—at any rate they have effected, nobody could deny, a great revolution in philosophy and, many would say, the most salutary in its history. (Not, if you come to think of it, a very immodest claim.)

Now it is one such sort of use of language that I want to examine here. I want to discuss a kind of utterance which looks like a statement and grammatically, I suppose, would be classed as a statement, which is not nonsensical, and yet is not true or false. These are not going to be utterances which contain curious verbs like "could" or "might," or curious words like "good," which many philosophers regard nowadays simply as danger signals. They will be perfectly straightforward utterances, with ordinary verbs in the first person singular present indicative active, and yet we shall see at once that they couldn't possibly be true or false. Furthermore, if a person makes an utterance of this sort we should say that he is *doing* something rather than merely *saying* something. This may sound a little odd, but the examples I shall give will in fact not be odd at all, and may even seem decidedly dull. Here are three or four. Suppose, for example, that in the course of a marriage ceremony I say, as people will, "I do"—(sc. take this woman to be my lawful wedded wife). Or again, suppose that I tread on your toe and say "I apologize." Or again, suppose that I have the bottle of champagne in my hand and say "I name this ship the *Queen Elizabeth*." Or suppose I say "I bet you sixpence it will rain tomorrow." In all these cases it would be absurd to regard the thing that I say as a report of the performance of the action which is undoubtedly done—the action of betting, or christening, or apologizing. We should say rather that, in saying what I do, I actually perform that action. When I say "I name this ship the *Queen Elizabeth*" I do not describe the christening ceremony, I actually perform the christening; and when I say "I do" (sc. take this woman to be my lawful wedded wife), I am not reporting on a marriage, I am indulging in it.

Now these kinds of utterance are the ones that we call *performative* utterances. This is rather an ugly word, and a new word, but there seems to be no word already in existence to do the job. The nearest approach that I can think of is the word "operative," as used by lawyers. Lawyers when talking about legal instruments will distinguish between the preamble, which recites the circumstances in which a transaction is effected, and on the other hand the operative part—the part of it which actually performs the legal act which it is the purpose of the instrument to perform. So the word "operative" is very near to what we want. "I give and bequeath my watch to my brother" would be an operative clause and is a performative utterance. However, the word 'operative' has other uses, and it seems preferable to have a word specially designed for the use we want.

Now at this point one might protest, perhaps even with some alarm, that I seem to be suggesting that marrying is simply saying a few words, that just saying a few words *is* marrying. Well, that certainly is not the case. The words have to be said in the appropriate circumstances, and this is a matter that will come up again later. But the one thing we

must not suppose is that what is needed in addition to the saying of the words in such cases is the performance of some internal spiritual act, of which the words then are to be the report. It's very easy to slip into this view at least in difficult, portentous cases, though perhaps not so easy in simple cases like apologizing. In the case of promising—for example, "I promise to be there tomorrow"—it's very easy to think that the utterance is simply the outward and visible (that is, verbal) sign of the performance of some inward spiritual act of promising, and this view has certainly been expressed in many classic places. There is the case of Euripides' Hippolytus, who said "My tongue swore to, but my heart did not"—perhaps it should be "mind" or "spirit" rather than "heart," but at any rate some kind of backstage artiste. Now it is clear from this sort of example that, if we slip into thinking that such utterances are reports, true or false, of the performance of inward and spiritual acts, we open a loophole to perjurers and welshers and bigamists and so on, so that there are disadvantages in being excessively solemn in this way. It is better, perhaps, to stick to the old saying that our word is our bond.

However, although these utterances do not themselves report facts and are not themselves true or false, saying these things does very often *imply* that certain things are true and not false, in some sense at least of that rather woolly word "imply." For example, when I say "I do take this woman to be my lawful wedded wife," or some other formula in the marriage ceremony, I do imply that I'm not already married, with wife living, sane, undivorced, and the rest of it. But still it is very important to realize that to imply that something or other is true, is not at all the same as saying something which is true itself.

These performative utterances are not true or false, then. But they do suffer from certain disabilities of their own. They can fail to come off in special ways, and that is what I want to consider next. The various ways in which a performative utterance may be unsatisfactory we call, for the sake of a name, the infelicities; and an infelicity arises—that is to say, the utterance is unhappy—if certain rules, transparently simple rules, are broken. I will mention some of these rules and then give examples of some infringements.

First of all, it is obvious that the conventional procedure which by our utterance we are purporting to use must actually exist. In the examples given here this procedure will be a verbal one, a verbal procedure for marrying or giving or whatever it may be; but it should be borne in mind that there are many nonverbal procedures by which we can perform exactly the same acts as we perform by these verbal means. It's worth remembering too that a great many of the things we do are at least in part of this conventional kind. Philosophers at least are too apt to assume that an action is always in the last resort the making of a physical movement, whereas it's usually, at least in part, a matter of convention.

The first rule is, then, that the convention invoked must exist and be accepted. And the second rule, also a very obvious one, is that the circumstances in which we purport to invoke this procedure must be appropriate for its invocation. If this is not observed, then the act that we purport to perform would not come off—it will be, one might say, a misfire. This will also be the case if, for example, we do not carry through the procedure—whatever it may be—correctly and completely, without a flaw and without a hitch. If any of these rules are not observed, we say that the act which we purported to perform is void, without effect. If, for example, the purported act was an act of marrying, then we should say that we "went through a form" of marriage, but we did not actually succeed in marrying.

Here are some examples of this kind of misfire. Suppose that, living in a country like our own, we wish to divorce our wife. We may try standing her in front of us squarely in the room and saying, in a voice loud enough for all to hear, "I divorce you." Now this procedure is not accepted. We shall not thereby have succeeded in divorcing our wife, at least in this country and others like it. This is a case where the convention, we should say, does not exist or is not accepted. Again, suppose that, picking sides at a children's party, I say "I pick

George." But George turns red in the face and says "Not playing." In that case I plainly, for some reason or another, have not picked George—whether because there is no convention that you can pick people who aren't playing, or because George in the circumstances is an inappropriate object for the procedure of picking. Or consider the case in which I say "I appoint you Consul," and it turns out that you have been appointed already—or perhaps it may even transpire that you are a horse; here again we have the infelicity of inappropriate circumstances, inappropriate objects, or what not. Examples of flaws and hitches are perhaps scarcely necessary—one party in the marriage ceremony says "I will," the other says "I won't"; I say "I bet sixpence," but nobody says "Done," nobody takes up the offer. In all these and other such cases, the act which we purport to perform, or set out to perform, is not achieved.

But there is another and a rather different way in which this kind of utterance may go wrong. A good many of these verbal procedures are designed for use by people who hold certain beliefs or have certain feelings or intentions. And if you use one of these formulae when you do not have the requisite thoughts or feelings or intentions then there is an abuse of the procedure, there is insincerity. Take, for example, the expression, "I congratulate you." This is designed for use by people who are glad that the person addressed has achieved a certain feat, believe that he was personally responsible for the success, and so on. If I say "I congratulate you" when I'm not pleased or when I don't believe that the credit was yours, then there is insincerity. Likewise if I say I promise to do something, without having the least intention of doing it or without believing it feasible. In these cases there is something wrong certainly, but it is not like a misfire. We should not say that I didn't in fact promise, but rather that I did promise but promised insincerely; I did congratulate you but the congratulations were hollow. And there may be an infelicity of a somewhat similar kind when the performative utterance commits the speaker to future conduct of a certain description and then in the future he does not in fact behave in the expected way. This is very obvious, of course, if I promise to do something and then break my promise, but there are many kinds of commitment of a rather less tangible form than that in the case of promising. For instance, I may say "I welcome you," bidding you welcome to my home or wherever it may be, but then I proceed to treat you as though you were exceedingly unwelcome. In this case the procedure of saying "I welcome you" has been abused in a way rather different from that of simple insincerity.

Now we might ask whether this list of infelicities is complete, whether the kinds of infelicity are mutually exclusive, and so forth. Well, it is not complete, and they are not mutually exclusive; they never are. Suppose that you are just about to name the ship, you have been appointed to name it, and you are just about to bang the bottle against the stem; but at that very moment some low type comes up, snatches the bottle out of your hand, breaks it on the stem, shouts out "I name this ship the *Generalissimo Stalin,*" and then for good measure kicks away the chocks. Well, we agree of course on several things. We agree that the ship certainly isn't now named the *Generalissimo Stalin,* and we agree that it's an infernal shame and so on and so forth. But we may not agree as to how we should classify the particular infelicity in this case. We might say that here is a case of a perfectly legitimate and agreed procedure which, however, has been invoked in the wrong circumstances, namely by the wrong person, this low type instead of the person appointed to do it. But on the other hand we might look at it differently and say that this is a case where the procedure has not as a whole been gone through correctly, because part of the procedure for naming a ship is that you should first of all get yourself appointed as the person to do the naming and that's what this fellow did not do. Thus the way we should classify infelicities in different cases will be perhaps rather a difficult matter, and may even in the last resort be a bit arbitrary. But of course lawyers, who have to deal very much with this kind of thing, have invented all kinds of

technical terms and have made numerous rules about different kinds of cases, which enable them to classify fairly rapidly what in particular is wrong in any given case.

As for whether this list is complete, it certainly is not. One further way in which things may go wrong is, for example, through what in general may be called misunderstanding. You may not hear what I say, or you may understand me to refer to something different from what I intended to refer to, and so on. And apart from further additions which we might make to the list, there is the general overriding consideration that, as we are performing an act when we issue these performative utterances, we may of course be doing so under duress or in some other circumstances which make us not entirely responsible for doing what we are doing. That would certainly be an unhappiness of a kind—any kind of nonresponsibility might be called an unhappiness; but of course it is a quite different kind of thing from what we have been talking about. And I might mention that, quite differently again, we could be issuing any of these utterances, as we can issue an utterance of any kind whatsoever, in the course, for example, of acting a play or making a joke or writing a poem—in which case of course it would not be seriously meant and we shall not be able to say that we seriously performed the act concerned. If the poet says "Go and catch a falling star" or whatever it may be, he doesn't seriously issue an order. Considerations of this kind apply to any utterance at all, not merely to performatives.

That, then, is perhaps enough to be going on with. We have discussed the performative utterance and its infelicities. That equips us, we may suppose, with two shining new tools to crack the crib of reality maybe. It also equips us—it always does—with two shining new skids under our metaphysical feet. The question is how we use them.

II

So far we have been going firmly ahead, feeling the firm ground of prejudice glide away beneath our feet which is always rather exhilarating, but what next? You will be waiting for the bit when we bog down, the bit where we take it all back, and sure enough that's going to come but it will take time. First of all let us ask a rather simple question. How can we be sure, how can we tell, whether any utterance is to be classed as a performative or not? Surely, we feel, we ought to be able to do that. And we should obviously very much like to be able to say that there is a grammatical criterion for this, some grammatical means of deciding whether an utterance is performative. All the examples I have given hitherto do in fact have the same grammatical form; they all of them begin with the verb in the first person singular present indicative active—not just any kind of verb of course, but still they all are in fact of that form. Furthermore, with these verbs that I have used there is a typical asymmetry between the use of this person and tense of the verb and the use of the same verb in other persons and other tenses, and this asymmetry is rather an important clue.

For example, when we say "I promise that . . . ," the case is very different from when we say "He promises that . . . ," or in the past tense "I promised that . . . ." For when we say "I promise that . . ." we do perform an act of promising—we give a promise. What we do *not* do is to report on somebody's performing an act of promising—in particular, we do not report on somebody's use of the expression "I promise." We actually do use it and do the promising. But if I say "He promises," or in the past tense "I promised," I precisely do report on an act of promising, that is to say an act of using this formula "I promise"—I report on a present act of promising by him, or on a past act of my own. There is thus a clear difference between our first person singular present indicative active, and other persons and tenses. This is brought out by the typical incident of little Willie whose uncle says he'll give him half-a-crown if he promises never to smoke till he's 55. Little Willie's anxious parent will say "Of course he promises, don't you, Willie?" giving him a nudge, and little Willie just doesn't vouchsafe. The point here is that he must do the promising himself by saying "I promise,"

and his parent is going too fast in saying he promises.

That, then, is a bit of a test for whether an utterance is performative or not, but it would not do to suppose that every performative utterance has to take this standard form. There is at least one other standard form, every bit as common as this one, where the verb is in the passive voice and in the second or third person, not in the first. The sort of case I mean is that of a notice inscribed "Passengers are warned to cross the line by the bridge only," or of a document reading "You are hereby authorized" to do so-and-so. These are undoubtedly performative, and in fact a signature is often required in order to show who it is that is doing the act of warning, or authorizing, or whatever it may be. Very typical of this kind of performative—especially liable to occur in written documents of course—is that the little word 'hereby' either actually occurs or might naturally be inserted.

Unfortunately, however, we still can't possibly suggest that every utterance which is to be classed as a performative has to take one or another of these two, as we might call them, standard forms. After all it would be a very typical performative utterance to say "I order you to shut the door." This satisfies all the criteria. It is performing the act of ordering you to shut the door, and it is not true or false. But in the appropriate circumstances surely we could perform exactly the same act by simply saying "Shut the door," in the imperative. Or again, suppose that somebody sticks up a notice "This bull is dangerous," or simply "Dangerous bull," or simply "Bull." Does this necessarily differ from sticking up a notice, appropriately signed, saying "You are hereby warned that this bull is dangerous"? It seems that the simple notice "Bull" can do just the same job as the more elaborate formula. Of course the difference is that if we just stick up "Bull" it would not be quite clear that it is a warning; it might be there just for interest or information, like "Wallaby" on the cage at the zoo, or "Ancient Monument." No doubt we should know from the nature of the case that it was a warning, but it would not be explicit.

Well, in view of this breakdown of grammatical criteria, what we should like to suppose—and there is a good deal in this—is that any utterance which is performative could be reduced or expanded or analysed into one of these two standard forms beginning "I . . . " so and so or beginning "You (or he) hereby . . . " so and so. If there was any justification for this hope, as to some extent there is, then we might hope to make a list of all the verbs which can appear in these standard forms, and then we might classify the kinds of acts that can be performed by performative utterances. We might do this with the aid of a dictionary, using such a test as that already mentioned—whether there is the characteristic asymmetry between the first person singular present indicative active and the other persons and tenses—in order to decide whether a verb is to go into our list or not. Now if we make such a list of verbs we do in fact find that they fall into certain fairly well-marked classes. There is the class of cases where we deliver verdicts and make estimates and appraisals of various kinds. There is the class where we give undertakings, commit ourselves in various ways by saying something. There is the class where by saying something we exercise various rights and powers, such as appointing and voting and so on. And there are one or two other fairly well-marked classes.

Suppose this task accomplished. Then we could call these verbs in our list explicit performative verbs, and any utterance that was reduced to one or the other of our standard forms we could call an explicit performative utterance. "I order you to shut the door" would be an explicit performative utterance, whereas "Shut the door" would not—that is simply a 'primary' performative utterance or whatever we like to call it. In using the imperative we may be ordering you to shut the door, but it just isn't made clear whether we are ordering you or entreating you or imploring you or beseeching you or inciting you or tempting you, or one or another of many other subtly different acts which, in an unsophisticated primitive language, are very likely not yet discriminated. But we need not overestimate the unsophistication of primitive

languages. There are a great many devices that can be used for making clear, even at the primitive level, what act it is we are performing when we say something—the tone of voice, cadence, gesture—and above all we can rely upon the nature of the circumstances, the context in which the utterance is issued. This very often makes it quite unmistakable whether it is an order that is being given or whether, say, I am simply urging you or entreating you. We may, for instance, say something like this: "Coming from him I was bound to take it as an order." Still, in spite of all these devices, there is an unfortunate amount of ambiguity and lack of discrimination in default of our explicit performative verbs. If I say something like "I shall be there," it may not be certain whether it is a promise, or an expression of intention, or perhaps even a forecast of my future behavior, of what is going to happen to me; and it may matter a good deal, at least in developed societies, precisely which of these things it is. And that is why the explicit performative verb is evolved—to make clear exactly which it is, how far it commits me and in what way, and so forth.

This is just one way in which language develops in tune with the society of which it is the language. The social habits of the society may considerably affect the question of which performative verbs are evolved and which, sometimes for rather irrelevant reasons, are not. For example, if I say "You are a poltroon," it might be that I am censuring you or it might be that I am insulting you. Now since apparently society approves of censuring or reprimanding, we have here evolved a formula "I reprimand you," or "I censure you," which enables us expeditiously to get this desirable business over. But on the other hand, since apparently we don't approve of insulting, we have not evolved a simple formula "I insult you," which might have done just as well.

By means of these explicit performative verbs and some other devices, then, we make explicit what precise act it is that we are performing when we issue our utterance. But here I would like to put in a word of warning. We must distinguish between the function of making explicit what act it is we are performing, and the quite different matter of *stating* what act it is we are performing. In issuing an explicit performative utterance we are not stating what act it is, we are showing or making explicit what act it is. We can draw a helpful parallel here with another case in which the act, the conventional act that we perform, is not a speech act but a physical performance. Suppose I appear before you one day and bow deeply from the waist. Well, this is ambiguous. I may be simply observing the local flora, tying my shoelace, something of that kind; on the other hand, conceivably I might be doing obeisance to you. Well, to clear up this ambiguity we have some device such as raising the hat, saying "Salaam," or something of that kind, to make it quite plain that the act being performed is the conventional one of doing obeisance rather than some other act. Now nobody would want to say that lifting your hat was stating that you were performing an act of obeisance; it certainly is not, but it does make it quite plain that you are. And so in the same way to say "I warn you that . . ." or "I order you to . . ." or "I promise that . . ." is not to state that you are doing something, but makes it plain that you are—it does constitute your verbal performance, a performance of a particular kind.

So far we have been going along as though there was a quite clear difference between our performative utterances and what we have contrasted them with, statements or reports or descriptions. But now we begin to find that this distinction is not as clear as it might be. It's now that we begin to sink in a little. In the first place, of course, we may feel doubts as to how widely our performatives extend. If we think up some odd kinds of expression we use in odd cases, we might very well wonder whether or not they satisfy our rather vague criteria for being performative utterances. Suppose, for example, somebody says "Hurrah." Well, not true or false; he is performing the act of cheering. Does that make it a performative utterance in our sense or not? Or suppose he says "Damn"; he is performing the act of swearing, and it is not true or false. Does that

make it performative? We feel that in a way it does and yet it's rather different. Again, consider cases of 'suiting the action to the words'; these too may make us wonder whether perhaps the utterance should be classed as performative. Or sometimes, if somebody says "I am sorry," we wonder whether this is just the same as "I apologize"—in which case of course we have said it's a performative utterance—or whether perhaps it's to be taken as a description, true or false, of the state of his feelings. If he had said "I feel perfectly awful about it," then we should think it must be meant to be a description of the state of his feelings. If he had said "I apologize," we should feel this was clearly a performative utterance, going through the ritual of apologizing. But if he says "I am sorry" there is an unfortunate hovering between the two. This phenomenon is quite common. We often find cases in which there is an obvious pure performative utterance and obvious other utterances connected with it which are not performative but descriptive, but on the other hand a good many in between where we're not quite sure which they are. On some occasions of course they are obviously used the one way, on some occasions the other way, but on some occasions they seem positively to revel in ambiguity.

Again, consider the case of the umpire when he says "Out" or "Over," or the jury's utterance when they say that they find the prisoner guilty. Of course, we say, these are cases of giving verdicts, performing the act of appraising and so forth, but still in a way they have some connection with the facts. They seem to have something like the duty to be true or false, and seem not to be so very remote from statements. If the umpire says "Over," this surely has at least something to do with six balls in fact having been delivered rather than seven, and so on. In fact in general we may remind ourselves that "I state that . . ." does not look so very different from "I warn you that . . ." or "I promise to . . . ." It makes clear surely that the act that we are performing is an act of stating, and so functions just like 'I warn' or 'I order'. So isn't "I state that . . ." a performative utterance? But then one may feel that utterances beginning "I state that . . ." do have to be true or false, that they *are* statements.

Considerations of this sort, then, may well make us feel pretty unhappy. If we look back for a moment at our contrast between statements and performative utterances, we realize that we were taking statements very much on trust from, as we said, the traditional treatment. Statements, we had it, were to be true or false; performative utterances on the other hand were to be felicitous or infelicitous. They were the doing of something, whereas for all we said making statements was not doing something. Now this contrast surely, if we look back at it, is unsatisfactory. Of course statements are liable to be assessed in this matter of their correspondence or failure to correspond with the facts, that is, being true or false. But they are also liable to infelicity every bit as much as are performative utterances. In fact some troubles that have arisen in the study of statements recently can be shown to be simply troubles of infelicity. For example, it has been pointed out that there is something very odd about saying something like this: "The cat is on the mat but I don't believe it is." Now this is an outrageous thing to say, but it is not self-contradictory. There is no reason why the cat shouldn't be on the mat without my believing that it is. So how are we to classify what's wrong with this peculiar statement? If we remember now the doctrine of infelicity we shall see that the person who makes this remark about the cat is in much the same position as somebody who says something like this: "I promise that I shall be there, but I haven't the least intention of being there." Once again you can of course perfectly well promise to be there without having the least intention of being there, but there is something outrageous about saying it, about actually avowing the insincerity of the promise you give. In the same way there is insincerity in the case of the person who says "The cat is on the mat but I don't believe it is," and he is actually avowing that insincerity—which makes a peculiar kind of nonsense.

A second case that has come to light is the one about John's children—the case where somebody is supposed to say "All John's

children are bald but John hasn't got any children." Or perhaps somebody says "All John's children are bald," when as a matter of fact—he doesn't say so—John has no children. Now those who study statements have worried about this; ought they to say that the statement "All John's children are bald" is meaningless in this case? Well, if it is, it is not a bit like a great many other more standard kinds of meaninglessness; and we see, if we look back at our list of infelicities, that what is going wrong here is much the same as what goes wrong in, say, the case of a contract for the sale of a piece of land when the piece of land referred to does not exist. Now what we say in the case of this sale of land, which of course would be effected by a performative utterance, is that the sale is void—void for lack of reference or ambiguity of reference; and so we can see that the statement about all John's children is likewise void for lack of reference. And if the man actually says that John has no children in the same breath as saying they're all bald, he is making the same kind of outrageous utterance as the man who says "The cat is on the mat and I don't believe it is," or the man who says "I promise to but I don't intend to."

In this way, then, ills that have been found to afflict statements can be precisely paralleled with ills that are characteristic of performative utterances. And after all when we state something or describe something or report something, we do perform an act which is every bit as much an act as an act of ordering or warning. There seems no good reason why stating should be given a specially unique position. Of course philosophers have been wont to talk as though you or I or anybody could just go round stating anything about anything and that would be perfectly in order, only there's just a little question: is it true or false? But besides the little question, is it true or false, there is surely the question: *is* it in order? Can you go round just making statements about anything? Suppose for example you say to me "I'm feeling pretty moldy this morning." Well, I say to you "You're not"; and you say "What the devil do you mean, I'm not?" I say "Oh nothing—I'm just stating you're not, is it true or false?" And you say "Wait a bit about whether it's true or false, the question is what did you mean by making statements about somebody else's feelings? I told you I'm feeling pretty moldy. You're just not in a position to say, to state that I'm not." This brings out that you can't just make statements about other people's feelings (though you can make guesses if you like); and there are very many things which, having no knowledge of, not being in a position to pronounce about, you just can't state. What we need to do for the case of stating, and by the same token describing and reporting, is to take them a bit off their pedestal, to realize that they are speech acts no less than all these other speech acts that we have been mentioning and talking about as performative.

Then let us look for a moment at our original contrast between the performative and the statement from the other side. In handling performatives we have been putting it all the time as though the only thing that a performative utterance had to do was to be felicitous, to come off, not to be a misfire, not to be an abuse. Yes, but that's not the end of the matter. At least in the case of many utterances which, on what we have said, we should have to class as performative—cases where we say "I warn you to . . . ," "I advise you to . . ." and so on—there will be other questions besides simply: was it in order, was it all right, as a piece of advice or a warning, did it come off? After that surely there will be the question: was it good or sound advice? Was it a justified warning? Or in the case, let us say, of a verdict or an estimate: was it a good estimate, or a sound verdict? And these are questions that can only be decided by considering how the content of the verdict or estimate is related in some way to fact, or to evidence available about the facts. This is to say that we do require to assess at least a great many performative utterances in a general dimension of correspondence with fact. It may still be said, of course, that this does not make them *very* like statements because still they are not true or false, and that's a little black and white speciality that distinguishes statements as a class apart. But actually—though it

would take too long to go on about this—the more you think about truth and falsity the more you find that very few statements that we ever utter are just true or just false. Usually there is the question are they fair or are they not fair, are they adequate or not adequate, are they exaggerated or not exaggerated? Are they too rough, or are they perfectly precise, accurate, and so on? 'True' and 'false' are just general labels for a whole dimension of different appraisals which have something or other to do with the relation between what we say and the facts. If, then, we loosen up our ideas of truth and falsity we shall see that statements, when assessed in relation to the facts, are not so very different after all from pieces of advice, warnings, verdicts, and so on.

We see then that stating something is performing an act just as much as is giving an order or giving a warning; and we see, on the other hand, that, when we give an order or a warning or a piece of advice, there is a question about how this is related to fact which is not perhaps so very different from the kind of question that arises when we discuss how a statement is related to fact. Well, this seems to mean that in its original form our distinction between the performative and the statement is considerably weakened, and indeed breaks down. I will just make a suggestion as to how to handle this matter. We need to go very much farther back, to consider all the ways and senses in which saying anything at all is doing this or that—because of course it is always doing a good many different things. And one thing that emerges when we do do this is that, besides the question that has been very much studied in the past as to what a certain utterance *means,* there is a further question distinct from this as to what was the *force,* as we may call it, of the utterance. We may be quite clear what "Shut the door" means, but not yet at all clear on the further point as to whether as uttered at a certain time it was an order, an entreaty, or whatnot. What we need besides the old doctrine about meanings is a new doctrine about all the possible forces of utterances, towards the discovery of which our proposed list of explicit performative verbs would be a very great help; and then, going on from there, an investigation of the various terms of appraisal that we use in discussing speech-acts of this, that, or the other precise kind—orders, warnings, and the like.

The notions that we have considered then, are the performative, the infelicity, the explicit performative, and lastly, rather hurriedly, the notion of the forces of utterances. I dare say that all this seems a little unremunerative, a little complicated. Well, I suppose in some ways it is unremunerative, and I suppose it ought to be remunerative. At least, though, I think that if we pay attention to these matters we can clear up some mistakes in philosophy; and after all philosophy is used as a scapegoat, it parades mistakes which are really the mistakes of everybody. We might even clear up some mistakes in grammar, which perhaps is a little more respectable.

And is it complicated? Well, it is complicated a bit; but life and truth and things do tend to be complicated. It's not things, it's philosophers that are simple. You will have heard it said, I expect, that oversimplification is the occupational disease of philosophers, and in a way one might agree with that. But for a sneaking suspicion that it's their occupation.