In analytical non-narrative discourse, various rhetorical figures have been used to mark the status of statements as either expressing general rules, exceptions, or side comments. Such status markers might be silent or explicit. Markers of both types exist in classical Chinese, but they are little studied. The consequence is a loss in the precision of the understanding of the arguments proffered.

The talk will offer a study of the development of initial *fu* 夫 into a phrase status marker for statements for which a general rather than particular validity is claimed. The methodology used aims at falsifiability. After an outline of the state of the art, the talk will offer a qualitative analysis of a randomized sample of phrases in Wang Bi's (AD 226–249) commentaries on the *Zhouyi* and the *Laozi* to develop a plausibilized series of hypotheses. In a second quantitative step, these hypotheses are tested against the entire body of these two texts. The last section sketches the process by which initial *fu* shed its use as a demonstrative and developed into the structuring device for the Chinese rhetoric of argument outlined above.

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