ABSTRACT

Subject matter: Realization of communicatory repartee with representatives of Oriental and West cultures.

Author: Trufanova Victoria Valerievna, 4th year student, group - 401, Institute of Translation and Multilingualism.

Supervisor of the project: L.L.Suprunova, professor of the Chair of Cross-cultural communication, linguodidactics, educational technologies of tuition and education.

Information about the sponsor organization: Pyatigorsk State Linguistic University; 9 Kalinin St., Pyatigorsk, Stavropol krai.

Topicality of the research: The identification of optimal ways of cross-cultural communication in various social and cultural contexts becomes one of the leading directions in humane knowledge in XXI century. The interest of Russian and foreign scientists to the issues of cross-cultural communication is linked to the intensive growth of international partnership and to the demand of specialists in various spheres to get acquainted with achievements of their foreign colleagues. However, communicators which represent different cultures sometimes have meaningful problems, conditioned by cultural differences. What is more, apart from cultural differences, the use of various communicational subterfuges, tricks, traps and manipulations cause significant harm to cross-cultural communication. In this case communicators should learn how to use communicatory repartee which is characterized by the ability to find a way out of embarrassing situations with the help of such qualities as savvey, imagination and initiative.

Tasks of the research:

1. study means of communicatory repartee of West and Oriental cultures’ representatives in cross-cultural communication
2. review means of verbal and nonverbal communication as the source of communicatory repartee;
3. define and describe technologies of influence and cooperation in the context of communicatory repartee;
4. characterize communicative aspects of West and Oriental cultures;
5. analyze the level of Pyatigorsk State Linguistic University students' readiness

**Theoretical and practical significance of this work** consists in the fact that theoretical aspects, systematized in thesis, allow to broaden scientific knowledge about meanings of realization of communicatory repartee in cross-cultural intercourse and about communicatory repartee in West and Oriental cultures. The results of the research promote the development of cross-cultural communication specialist's professional competency.

The first chapter explores meanings of realization of communicatory repartee with the help of verbal and nonverbal ways and resources, and technologies of influence and cooperation in the context of communicatory repartee.

The second chapter presents features of communicative practices in West and Oriental cultures and describes the experiment, held on the base of PSLU.

Each chapter contains inferences presented as a separate part under the title “Conclusions to Chapter”. General inferences are given in the Conclusion to the Paper.

The paper is concluded by the List of Bibliography and the Abstract of the present Graduation Qualification Paper.

The author succeeded in achieving the main goal and in fulfilling all the tasks highlighted in the Introduction to the research paper.