

APPENDIX

Mickey Pearson's Data

Scene 1

Data no.	Line	Style	Characteristic	Social factors
1.	"Bobby"	Casual	Nickname	P

Scene 2

Data no.	Line	Style	Characteristic	Social factors
2.	"Oh that was unexpected, Matthew."	Consultative	Complete informative sentence	F
3.	"Now I understand why you're seated at the head of the table."	Consultative	Idiomatic Expression	F, T
4.	"(You) snuck that one right by me, didn't you, you naughty little girl?"	Casual	Ellipsis (subject), informal expressions	F, P
5.	"Making a splash with the gentry."	Casual	Informal expressions	T, P
6.	"Well, you also seem to understand the significance of a proper attire."	Consultative	Interactive markers	T
7.	"Yes, please."	Formal	Polite markers	P, S

Scene 3

Data no.	Line	Style	Characteristic	Social factors
8.	"So what do you think (about him)?"	Casual	Ellipsis (complement)	S/C

Scene 4

Data no.	Line	Style	Characteristic	Social factors
9.	"I'm flattered to hear that from you, Matthew."	Consultative	Complete informative sentence	F
10.	"I imagine that big brain of yours is sweating a stream of tears just trying to figure it out."	Casual	Colloquial expressions	F, P

11.	“ 200 million gross p.a., 100 million net, but your people know this already. ”	Consultative	Business terms	F
12.	“They've swept the numbers for months now.”	Consultative	Business terms	F
13.	“The bottom line is I'll sell it to you for 400 million, but you knew that already. ”	Consultative	Business terms	F
14.	“ Hop in. ”	Casual	Informal Expressions	P, S/C

Scene 5

Data no.	Line	Style	Characteristic	Social factors
15.	“Yes.”	Consultative	Short response	F
16.	“Men, excuse us. ”	Formal	Polite markers	S, P

Scene 6

Data no.	Line	Style	Characteristic	Social factors
17.	“The problem with land in this country is there's not much of it and there's public access even when it's supposed to be private.”	Consultative	Complete informative sentence	T
18.	“And the public have rights: dog walkers, footpaths, right to roam, bimbles, rambles, badger lovers and any other busy cunt with enough time on his hands to sniff the green tweed of England. ”	Casual	Swear words, informal expressions	F
19.	“And they have groups, forums, meetings, social media, and they love a good chat and a hiss about anyone who's decided to mow his lawn without a license.”	Consultative	Complete informative sentence	T
20.	“And then there's the helicopters, drones, Google Earth, heritage sites, parish councils, and the beat goes on.”	Consultative	Complete informative sentence	T
21.	“And that's before you even think about getting power in here.”	Consultative	Complete informative sentence	T
22.	“You have to understand a culture to understand a man.”	Formal	Detached and elaborate sentence	T

23.	“Toffs, aristocrats, dukes, duchesses, lords and ladies, lots of land and fuck all dough. ”	Casual	Swear words, slang	F
24.	“Houses to keep, damp to keep out, silver to polish.”	Casual	Ellipsis (noun listing)	T
25.	“You must remember that cash is very persuasive to the class that got spanked by angry lefties and death duties. ”	Casual	Colloquial expressions	F
26.	“And every time you inherit a fortune, you lose half to the state.”	Consultative	Business terms	T
27.	“So this is my moment to swoop in like a guardian fucking angel and offer my services so they can keep their houses in order.”	Casual	Swear words	F
28.	“And they're not too bothered about what I do, as long as that cash keeps rolling in each year.”	Casual	Informal expressions	F
29.	“It's good to get a lord , yes, but it's not easy.”	Consultative	Idiomatic expressions	F, T
30.	“It takes work, wine, women and disco.”	Casual	Informal expressions	T
31.	“ Twelve sites, twelve farms, one thousand of these estates in the great UK. ”	Casual	Ellipsis (noun listing)	T
32.	“ Bonne chance trying to find them all.”	Casual	Informal expressions	F
33.	“That's it, my infrastructure. ”	Consultative	Business terms	T
34.	“And that, sir , is, with my blessing, what you are paying for.”	Formal	Formal address	P, T

Scene 7

Data no.	Line	Style	Characteristic	Social factors
35.	“I've gone to great lengths to make my operation as invisible as possible, Matthew.”	Consultative	Business terms, Idiomatic expressions	F, T
36.	“If you were standing on my bush , you wouldn't know it.”	Casual	Slang	P
37.	“As a matter of fact, you are standing on my bush. ”	Casual	Slang	P
38.	“That is the price. ”	Consultative	Business terms	F
39.	“Now step inside and I'll show you what half a yard gets you.”	Casual	Slang	P

Scene 8

Data no.	Line	Style	Characteristic	Social factors
40.	“(Of) course it is.”	Casual	Ellipsis (unstressed words)	F, S/C
41.	“Now let me show you the nails . Watch your head.”	Casual	Informal expressions	F
42.	“Carry on, chaps .”	Casual	Informal expressions	P
43.	“Location, staff, technology.”	Casual	Ellipses (noun listing)	F
44.	“See, you're buying the substructure for the superstructure to come, and with purchase you will inherit the best sites available, the finest botanists and herb sommeliers in the world, as well as the most innovative marijuana technology on the planet.”	Consultative	Business terms	T, F
45.	“And when this little piggy goes to legal market and the demand way outpaces the supply, these locations, these green-fingered botanical boys , as well as my superior technology, will be at a premium, and you would own them all.”	Casual	Informal expressions	F
46.	“Did you know it took 15 years after alcohol prohibition ended back home for the legal market to scratch that itch ?”	Consultative	Business terms, idiomatic expressions	F
47.	“And that's if you do nothing with it.”	Consultative	Complete informative sentence	F
48.	“Yes, it's a win-win , no matter how you look at it, and I'm not greedy.”	Consultative	Business terms	F
49.	“You and I both know that 400 million is a fair-to-generous asking price , especially considering that once this game's kosher, it's going to be worth somewhere between 200 billion and, well, half a trillion pounds, annually .”	Consultative	Business terms	F
50.	“ Weed, Bush, Skunk-amola, White widow super cheese , it's the new gold rush.”	Casual	Slang	P, F
51.	“This is the thin end of a very fat wedge, sir .”	Formal	Formal address	P, T

Scene 9

Data no.	Line	Style	Characteristic	Social factors
52.	“ You see , I've developed a reputation as a man who came up the hard way. ”	Consultative	Idiomatic expressions, Hedges	F
53.	“ You could say that there's blood on these pretty white hands. ”	Consultative	Idiomatic expressions, Hedges	F
54.	“But in the new business, once legal and under the jurisdiction of the respectable umbrella of ministerial legitimacy , an enterprise like this will need a face with a clean past, which sadly I do not possess.”	Formal	Formal words	T
55.	“Retirement doesn't sound so bad.”	Consultative	Complete informative sentence	F
56.	“ Long walks in the countryside, pruning roses with my better half , raising some cubs , I've earned it.”	Casual	Informal expressions	F
57.	“ Well , that comes later, Matthew, when the money's in escrow. ”	Consultative	Interactive markers, business terms	F

Scene 10

Data no.	Line	Style	Characteristic	Social factors
58.	“Now, come on, Ros. ”	Casual	Nickname	P
59.	“Of course I'm still fucking here.”	Casual	Swear words	F, P

Scene 11

Data no.	Line	Style	Characteristic	Social factors
60.	“Hello, Ros. ”	Casual	Nickname	P
61.	“Don't blame the Dodge, dear. ”	Intimate	Intimate address	P
62.	“You know he's got a special nose and he's doing this old dog a favor.”	Casual	Informal expressions	F

Scene 12

Data no.	Line	Style	Characteristic	Social factors
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63.	“Thought I'd come by to have a cup of tea with my wife. ”	Intimate	Intimate address	P
64.	“ (It) looks like the deal's gone through.”	Casual	Ellipsis (subject)	F, P
65.	“ (I have) no second thoughts.”	Casual	Ellipsis (subject and verb)	F, P
66.	“I like middle age. I like Gentrification, private schools, fine wines and a spoonful of caviar to help my medicine go down. But most importantly, I'm looking forward to spending more time with you.”	Casual	Informal expressions	T, P
67.	“Well, fuck me.”	Casual	Swear words	F
68.	“Most wives would beg their other halves to get out of this game, but not you.”	Casual	Informal expression	T, P
69.	“I fucking love you, babe. ”	Intimate	Intimate address	F, P
70.	“Any chance?”	Intimate	Private topics	T
71.	“I don't mind the two of you.”	Intimate	Private topics	T

Scene 13

Data no.	Line	Style	Characteristic	Social factors
72.	“I only took this meeting because Ros asked me to.”	Consultative	Complete informative sentence	F
73.	“Make sure to never approach her like that again.”	Consultative	Business terms	F, P
74.	“How can I help (you)? ”	Casual	Ellipsis (object)	P
75.	“Getting out, getting out of what? Bed? My head? The closet? ”	Casual	Informal expressions	F, P
76.	“ Don't flirt with me, Dry Eye, I'm a busy man.”	Casual	Colloquial expressions	F
77.	“Look, I'm gonna stop you right there so you don't waste any more of your precious breath, young man. ”	Casual	Informal and colloquial expressions	P, F
78.	“This is not a discussion for the two of us.”	Consultative	Complete informative sentence	T, F
79.	“Unlike the salt and pepper, it's not on the table. ”	Consultative	Idiomatic expressions	T, F
80.	“ I am not for sale, and even if I was, you're several zeros short. ”	Consultative	Idiomatic expressions	T, F

81.	"Now, you may be able to buy your man's sausage for that, but to me it just looks rude at breakfast. "	Casual	Colloquial expressions	F
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Scene 14

Data no.	Line	Style	Characteristic	Social factors
82.	"I know how you lot love fables , so let me share a little fable with you."	Casual	Informal expressions	P
83.	" There once was a young and foolish dragon who came to ask a wise and cunning lion about acquiring his territory. "	Formal	Formal words	T
84.	"Now, the lion, he wasn't interested, so he told the little dragon to fuck off. "	Casual	Swear words	F
85.	"But the dragon couldn't understand what "fuck off" meant, so he persisted and continued to ask the lion about acquiring his territory. "	Consultative	Business terms	F
86.	" So the lion took the little dragon for a walk and put five bullets in his little dragon head. "	Casual	Informal expressions	F
87.	"Now, allegedly there's a message in there."	Consultative	Complete informative sentence	F
88.	"I don't know what it is, but you're a clever boy , Dry Eye, maybe you can explain it to me."	Casual	Colloquial expressions	F, P
89.	"Just marinade on it. In the meantime, fuck off. "	Casual	Colloquial expressions, swear words	F

Scene 15

Data no.	Line	Style	Characteristic	Social factors
90.	"Because it's fight porn at one of my farms. "	Casual	Informal expressions	F

Scene 16

Data no.	Line	Style	Characteristic	Social factors
91.	" Thank you, that's enough. "	Consultative	Short response	F

92.	“Well, quit saying. ”	Casual	Short utterance (orders)	F
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Scene 17

Data no.	Line	Style	Characteristic	Social factors
93.	“No sooner do I entertain Matthew's offer to buy me out and reject Dry Eye's offer does one of my farms get raided.”	Consultative	Business terms	T
94.	“ (It) doesn't feel like a coincidence, does it?”	Casual	Ellipsis (subject)	P, F
95.	“How did they find it?”	Consultative	Complete informative sentence	F

Scene 18

Data no.	Line	Style	Characteristic	Social factors
96.	“ Persuasive? And why would I need persuasive?”	Consultative	Short response	F
97.	“ Elves? ”	Consultative	Short response	F
98.	“ Yes, you said elves.”	Consultative	Short response	F
99.	“No trouble over here, Matthew, no trouble at all.”	Consultative	Complete informative sentence	T, F
100.	“You did? And what might this be? ”	Consultative	Hedges	F
101.	“ Well, it looks like a gun.”	Consultative	Interactive markers	F
102.	“Seeing how in this country, unlike in our homeland, they're illegal.”	Consultative	Complete informative sentence	F
103.	“ I quite like it.”	Consultative	Hedges	F
104.	“You're very kind, thank you. ”	Consultative	Short response	F

Scene 19

Data no.	Line	Style	Characteristic	Social factors
105.	“ I don't think so, but I like to err on the side of caution. ”	Consultative	Idiomatic expressions, hedges	F
106.	“It means I'm going to have to close shop, shut this farm down and make it disappear.”	Consultative	Complete informative sentence	F

107.	“ You might see a couple of trucks around here over the next few days, but that's it.”	Consultative	Hedges	F
108.	“The pain is being shared: stolen product, loss of earnings meantime, the cost of shutting down , the expense of setting up elsewhere.”	Consultative	Business terms	F, T
109.	“How so?”	Consultative	Short response	F
110.	“ As I say , I'm as upset about this as you are.”	Consultative	Interactive markers	F
111.	“Henry, let me take care of the roof.”	Consultative	Complete informative sentence	F, T

Scene 20

Data no.	Line	Style	Characteristic	Social factors
112.	“Anne's right, Charles, you mustn't blame yourselves.”	Consultative	Complete informative sentence	F
113.	“It sounds as though Laura fell in with the wrong crowd at a time when she was particularly vulnerable.”	Consultative	Complete informative sentence	F
114.	“Do you mind if I look into it?”	Consultative	Complete informative sentence	F
115.	“Let me see what I can do.”	Consultative	Complete informative sentence	F

Scene 21

Data no.	Line	Style	Characteristic	Social factors
116.	“(Do) you remember their daughter?”	Casual	Ellipsis (auxiliary)	F, P
117.	“She's gone missing.”	Consultative	Complete informative sentence	F
118.	“They've asked us to find her, (and to) bring her home.”	Casual	Ellipsis	F, P
119.	“Is that a problem?”	Consultative	Complete informative sentence	F
120.	“Why not?”	Casual	Ellipsis	P

121.	“So?”	Casual	Ellipsis	P
122.	“ Well, that may be true , but you're still doing it.”	Consultative	Interactive markers, hedges	F
123.	“No, I can't send Frazier instead.”	Consultative	Complete informative sentence	F
124.	“You're my best man . I want you.”	Casual	Informal expressions	P, F
125.	“I'm not asking your OCD to spend the weekend with them, Ray , think of it as philanthropy.”	Casual	Nickname	P
126.	“ Come on , you're driving.”	Casual	Informal expressions	P

Scene 22

Data no.	Line	Style	Characteristic	Social factors
127.	“Oh, but that's not a gun, dear , that's a paperweight.”	Intimate	Intimate address	P, F

Scene 23

Data no.	Line	Style	Characteristic	Social factors
128.	“What do you need, Ray ?”	Casual	Nickname	P
129.	“Good.”	Consultative	Short response	F
130.	“What else (do you want to say)?”	Casual	Ellipsis (clausal)	F, P
131.	“Shit.”	Casual	Swear words	F
132.	“ (Did) anyone see you?”	Casual	Ellipsis (auxiliary)	F, P
133.	“The body?”	Casual	Short utterances	F, P
134.	“This is not ideal.”	Consultative	Complete informative sentence	F, T
135.	“You can't be fooled by how those junkies dress.”	Casual	Slang	T
136.	“They went to schools, expensive schools.”	Casual	Informal expressions (repetition)	T
137.	“Their parents have money, lots of money, and money can be a problem.”	Casual	Informal expressions (repetition)	T
138.	“Shit.”	Casual	Swear words	F

Scene 24

Data no.	Line	Style	Characteristic	Social factors
139.	“ fuck's sake, Ray. ”	Casual	Nickname, swear words	F, P
140.	“You need to invest in some parachutes, there's a pattern emerging here.”	Casual	Informal expressions	P
141.	“And who's this jumping Phuc boy , anyway?”	Casual	Informal expressions	F
142.	“You mean Lord George's man.”	Consultative	Complete informative sentence	F
143.	“ Well , they still all work for Lord George.”	Consultative	Interactive markers	F
144.	“I'm gonna take care of this one myself.”	Casual	Informal expressions	F

Scene 25

Data no.	Line	Style	Characteristic	Social factors
145.	“Lord George.”	Formal	Formal address (title Lord)	P
146.	“What (are) you watching?”	Casual	Ellipsis (auxiliary)	P, F
147.	“What (are) you watching on the telly ?”	Casual	Ellipsis (auxiliary), slang	P, F
148.	“ Well , that's not strictly true, is it?”	Consultative	Interactive markers, tag question	T, F
149.	“Meaning I've always taken vice to be the definition of any criminal activity or wicked behavior involving prostitution, pornography or drugs, so, no, racing is definitely not your only vice, your lordship. ”	Formal	Formal address	T, F
150.	“I'd say you're eyebrows deep in every vice known to man.”	Casual	Informal expressions	F
151.	“Being?”	Casual	Short utterance	P
152.	“What about tea?”	Casual	Short utterance	F
153.	“ Well , that too is a vice.”	Consultative	Interactive markers	F
154.	“Caffeine is a drug, don't you know?”	Consultative	Tag question	F
155.	“ Sweet Mary Jane is my vice of choice, as you well know.”	Casual	Slang	P, T

156.	“Of course, I'm addicted to selling it, not consuming it.”	Consultative	Complete informative sentence	F
157.	“I specifically chose to deal in marijuana. ”	Formal	Formal words	F, T
158.	“Sure, I could see there was more to be made in shifting the white or the brown powder , as you so chose, but, you see, my jam , it doesn't kill anyone, and I like that.”	Casual	Slang	P, T
159.	“While your poison, is and always has been a destroyer of worlds. ”	Formal	Formal words	F, T
160.	“So, yes, your facilitation is most definitely participation, but I'm not here to give you a sermon on situational ethics.”	Consultative	Complete informative sentence	F, T
161.	“You're starting a war with me, George, and I'm trying to moonwalk with elegance here, but I'm finding it very fucking difficult.”	Casual	Swear words	F
162.	“I don't fuck around with puff. ”	Casual	Swear words, slang	F
163.	“You send your man Dry Eye around my place to see if he can buy my business for a few beans. ”	Casual	Slang	T, F
164.	“You didn't think I'd find out?”	Consultative	Complete informative sentence	F
165.	“(You have been) Having me followed for months?”	Casual	Ellipsis	F
166.	“You crossed the line , and that comes with a price.”	Consultative	Idiomatic expressions	F, T
167.	“You raided one of my locations.”	Consultative	Complete informative sentence	F, T
168.	“You know the rules , George.”	Casual	Highly contextual utterance	P, F
169.	“What the fuck were you thinking?”	Casual	Swear words	F
170.	“You raided one of my locations.”	Consultative	Complete informative sentence	F, T
171.	“What the fuck were you thinking?”	Casual	Swear words	F
172.	“What the fuck were you thinking, George?”	Casual	Swear words	F

173.	“ Should you try and undermine me, or should you attempt to threaten my position again, <i>I will</i> be forced to accept your call to arms.”	Formal	Detached and elaborate sentence	F, T
174.	“Do you understand?”	Formal	Detached and elaborate sentence	F, T
175.	“Good.”	Consultative	Short response	F
176.	“Now, I can see you're feeling somewhat under the weather. ”	Consultative	Hedges, idiomatic expressions	F
177.	“That's because I spiked your tea with a nasty little parasitic genus called shigella. ”	Formal	Specialized terms	F, T
178.	“Left unattended, you will shit yourself to death before the sun doth set.”	Casual	Swear words	F
179.	“I suggest taking two of these fizzy biscuits.”	Consultative	Hedges	F
180.	“You'll be fine in an hour or two, long enough to consider your past indiscretions.”	Formal	Detached and elaborate sentence	F
181.	“And, George, if I can get to you in your own kitchen, I can get to you anywhere.”	Formal	Detached and elaborate sentence	F

Scene 26

Data no.	Line	Style	Characteristic	Social factors
182.	“Give me ten minutes, Ray. ”	Casual	Nickname	P

Scene 27

Data no.	Line	Style	Characteristic	Social factors
183.	“Hello, Ros. ”	Casual	Nickname	P
184.	“It's date night tonight , 9:00 p.m., you and I, River Cafe.”	Intimate	Private topics	T, P
185.	“Who's there? Ros , who's there?”	Casual	Nickname	P

Scene 28

Data no.	Line	Style	Characteristic	Social factors
186.	“They got Rosalind, call Roger.”	Casual	Short utterance (orders)	P, F

187.	“ Rosalind! Rosalind! ”	Intimate	Extraction	F
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Scene 29

Data no.	Line	Style	Characteristic	Social factors
188.	“Hello, love. ”	Intimate	Intimate address	P

Scene 30

Data no.	Line	Style	Characteristic	Social factors
189.	“Dave, an hour.”	Casual	Short utterance (orders)	P

Scene 31

Data no.	Line	Style	Characteristic	Social factors
190.	“Thank you, chaps. ”	Casual	Informal expressions	P
191.	“We already have.”	Consultative	Complete informative sentence	F
192.	“How so?”	Consultative	Short response	F
193.	“Please, be specific.”	Consultative	Short response	F
194.	“Yes, I'm following.”	Consultative	Short response	F
195.	“Please.”	Consultative	Short response	F

Scene 32

Data no.	Line	Style	Characteristic	Social factors
196.	“I like your domino analogy.”	Consultative	Complete informative sentence	F, T
197.	“The question I ask is, who stumbled the first domino?”	Consultative	Complete informative sentence	F, T
198.	“ At the risk of contradicting you, it is very much your business, and certainly your concern.”	Consultative	Hedges	F, T
199.	“Only you made one mistake.”	Consultative	Complete informative sentence	F, T

200.	“You seem to have mistaken me for some kind of a cunt .”	Casual	Swear words	F
201.	“Let me introduce you to the first domino.”	Consultative	Complete informative sentence	F
202.	“I take it with that statement you are in denial of so-said relationship with this frozen Chinaman?”	Consultative	Complete informative sentence	F
203.	“ (It is) best not to be glib at this time in the proceedings, Matthew.”	Casual	Ellipsis (subject, verb)	F
204.	“Don't bother looking for your Mossad crabs .”	Casual	Nickname	P
205.	“This is a fish market, they have found a home .”	Casual	Informal expressions	P
206.	“So while you were discussing who would take over my business after you fucked it , you somehow mistook so-said Chinaman for someone else?”	Casual	Swear words	F
207.	“While I am not emotional about the money, there is a price indebted to me for the blood I've gotten on my hands restoring order to the untidiness that you created, and that price, according to you... minus 130... is 270 million dollars .”	Formal	Formal words	T
208.	“And I'm keeping the business , while you are getting in the freezer.”	Consultative	Business terms	F
209.	“And you will make that transaction if you want to get out of the freezer.”	Consultative	Business terms	F
210.	“It is 25 below zero in there, so I assume you'll last <i>about</i> an hour.”	Consultative	Hedges	F
211.	“That said, I wouldn't fuck about , because frostbite is very expensive on the fingers and toes, so I would type as quickly as possible while you have the use of them.”	Casual	Slang	F
212.	“After you've attended to that indiscretion, you can then deal with the next consequence of your shortsightedness.”	Formal	Detached and elaborate sentence	T
213.	“ As stated , I am not emotional about the money.”	Formal	Formal words	T
214.	“But I am emotional about the fact that someone laid their hands on my wife.”	Formal	Detached and elaborate sentence	T
215.	“My wife!”	Intimate	Extraction	F

216.	“No amount of money on God's green earth can pay for that transgression , Matthew. No, for that, I want a pound of flesh.”	Formal	Formal words	T, F
217.	“It matters not to me where on your anatomy it is withdrawn from.”	Formal	Formal words	F
218.	“If you don't have the stomach to take it for yourself, big Bunny here is very adept with a knife, and, as you can see, he's dressed for the weather.”	Consultative	Idiomatic expressions	F
219.	“But a penny short or a gram shy , and that freezer door does not open.”	Consultative	Idiomatic expressions	F
220.	“Am I clear? “	Formal	Detached and elaborate sentence	T
221.	“Good.”	Consultative	Short response	F
222.	“Bunny.”	Casual	Nickname	P

Scene 33

Data no.	Line	Style	Characteristic	Social factors
223.	“If you wish to be the king of the jungle , it's not enough to act like a king.”	Formal	Detached and elaborate sentence	T
224.	“You must be the king, and there can be no doubt because doubt causes chaos and one's own demise .”	Formal	Formal words	T
225.	“ My queen told me that.”	Intimate	Personal reference	F