

Key words: *politeness, manipulation, face, negotiation, politeness maxims, FTA's*

Abstract: Nowadays, high technology and ultra performant devices have made space and place be no longer a problem. We can communicate easily, but can we communicate efficiently? How well can we achieve the purpose we have in communicating and which are the means used in order to do this?

Every human being follows his existential path in search for different accomplishments, which ultimately lead him to his great purpose: becoming God-like in kindness, nobility and holiness. However, the means used in order to achieve this purpose are as many as the number of individuals engaged in this play called life, and the steps to follow are none others than fulfilling his/her everyday normal tasks.

The present paper tries to determine whether the way in which we communicate is mostly purpose-oriented, and whether an "innocent" communication device as politeness can have a tricky use as manipulating the interlocutors in order to achieve our goals.

I have focused here mainly on the idea of "saving face" which means not being disrespectful to others in public, or taking preventive actions so that we will not appear to lose face in the eyes of others. According to Brown and Levinson¹, politeness strategies are developed in order to save the hearers' "face.". Therefore the questions we should ask ourselves are we more polite when we want something, how useful can this method be and which are the techniques we use?

¹ Brown, Penelope & Stephen Levinson (1987): *Politeness. Some Universals in Language Usage*; Cambridge: Cambridge University Press