



## Negotiating Discourse in Nahj Al-Balaghah - A Study in Referral Mechanisms

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### Abstract:

Referral has a significant impact on the originator of the speech conveying his intention to the recipient. It works to make the communication process successful between the sender and the addressee, as the former is based on the latter's participation in his speech, as he refers to it, attracting the recipient's attention and shifting his role from the affected listener to the influential listener. This is where the importance of this research comes from.

The nature of the research necessitated its division into two requirements: internal referral and external referral. The research concluded that both types of internal and external referral have a clear effect in achieving the Imam's purpose in his negotiating speech in Nahj al-Balagha and the cohesion of his speech and its cohesion with the obedience of pronouns to that, in addition to the referral with the relative ambiguous noun that explodes its meaning through mediation. A sentence attached to it to clarify its meaning.

**Keywords** – referral, External, Concluded, obedience , attached

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### Introduction

This section has come to study the referral employed by the imam in the negotiating event in the approach of rhetoric to the referral of the great impact in the delivery of the originator of the speech intended to the recipient it works on the success of the conversational process between the sender and the addressee as the first is based on the participation of the second in his speech where he refers to him attracts the attention of the recipient and converts his role from the affected listener to the influential listener from here comes the importance of this research.

The nature of the research required the division of two requirements, namely internal referral and external referral, where the research found that the referral of both types of internal external clear impact in achieving the purpose of the imam of his speech negotiation in the approach of rhetoric and the coherence of his speech and coherence Mutawa pronouns to that as well as the referral connected name ambiguous bomber meaning mediated sentence attached to show its meaning.

Norman Vercliff addressed the attribution within the context of the previous assumptions, specifying that it falls within a set of available grammatical tools defined by it: "Various grammatical tools are available to refer briefly to material that has already been presented in a text rather than repeating it in its entirety, the most prominent of these tools are pronouns, nouns and signs (he, she, this, that, etc.) and the definite (the) See the following sentence: One of my friends wrote a book about India and she has been trying for two years to publish the book, but the publishers have been telling her that no one will buy it(1).

It is described as the semantic relationship that refers to the process of retrieving the meaning of the reference, in the discourse again, coherence is located through the continuity of meaning, as well as that its words are the most common means of linking, and within the reference in the Arabic language pronouns, sign names and relative nouns, in addition to some lexical elements such as the same and eye and some (2), and based on the foregoing, this relationship is based between a linguistic element known as the element of referral, and other pronouns that qualify as forms of referral and the nominal components by the function of the elements of relation (3), Accordingly, the referral is a moral relationship between certain words and what they can refer to of things, meanings or situations indicated by other phrases in the context, or indicated by the denominator and those words give their meaning through the intention of the speaker(4), and what the speech analyst is interested in referring The success of the addressee in understanding the intention of the addressee The success of the referral process depends on the listener's ability to identify the name intended by the speaker using the transmitted phrase; to him))(5).

The referral is divided into two main parts, the first: the referral outside the text, which means the referral outside the speech in the sense that the maker of the speech refers to things outside his speech, they are not present in it, so the recipient needs to pay attention to those external things to reach the object referred to him and the second: the referral within the text, it asks the listener or reader to look inside the speech to search for the object referred to him and the latter is divided into two parts: Some of them turn back, that is, to the above in the text so that they can be understood, as they are a reference backwards, and some of them turn forward(6).

#### 1- Internal referral:

The appearance of referral in the negotiating discourse in Nahj al-Balagha is noticeable and includes those areas:

##### A- Reference by pronouns:

The pronouns of knowledge, they include a name, the recipient knows what it means, and what happens pronoun about him, and you want something to know, and the pronoun name includes the meaning intended to refer to the speaker or the recipient or to others (7), and thus says Sibawayh (d. 180 e): ((But became the implication of knowledge; because you only include a name after what you know that who happens may know who means and what it means, and you want something to know) (8), and this is what he sees fur (d. 207 e or 215 e) also proves in his book what he sees In it, he said: ((But the implication has become knowledge, because you do not include it until after what the hearer knows; and that you do not say I passed by it, nor hit it, nor gold, nor any of that until you know it, and you know to whom this conscience returns)) (9), and desires it, and the addressee is terrified of it, in the creation of his speech, in order to seek lightness after the security of confusion (10).

The reference to pronouns acquires its strength in the establishment of the discourse and its coherence and coherence, the pronoun is the origin of the link between the nominal elements and the links below them (11), so ((modify the composition of the pronoun only for the purpose of Etghha and the meaning of the desire to him in certain situations that require it, and grammarians have considered other means of linking as a representative of the conscience, as the pronoun is the origin of the linkage, and their intention is the original that it is the most common in use, not the origin from which other branches branch)) (12). The facts of the negotiating speech took place, when the messengers of Imam Ali returned with a message from the other party in the negotiating process, namely Talha, Zubair and Aisha, so the imam addressed his speech in this sermon to his companions before the battle of the camel in Basra, in which he explained the strife that is intended to occur among Muslims, as Satan has grumbled his party, and brought him to restore injustice, and injustice, they are really asking, they left him, and the blood they shed, and this is a clear indication of their participation in the killing of Othman, what they protest against them, not them, The parties to the negotiating process are Imam Ali and the delegation he represents therein, the receiving public who were negotiated by Imam Ali to convince them to confront and stand against sedition, and the other party, Zubair, Talha and Aisha(13). The referral had a great impact on the coherence of the negotiating discourse, and its linguistic cohesion, as it achieved the objectives of the imam, and his intention

to clarify the goals, which the other party wants to ignite strife, while the imam intended to prevent this, and preserve the blood of Muslims, and the referral succeeded, as the recipient understood the imam's intention from his negotiating speech, and the internal referral to a previous mention helped to achieve this matter, as he referred the pronoun of backbiting (distraction) in saying: (His party has grumbled and brought it to fetch) on the devil as well as the hidden pronoun (he), which is used only in the internal referral (14), and the matter is repeated with his saying: (and the falsehood returns to its right), and the imam continues in his negotiating speech to refute what they seek to employ the internal tribal referrals; to increase the coherence of the discourse, and its coherence, and this appears with the pronoun (F group) in (they denied, did not make, ask, leave, shed it), Thus, the devil and his party are the pole of the mill, and the other party involved in the negotiation process, and the imam seeks to convince them to refute their lies, and the observation in the negotiating discourse of the subject of research and analysis is the emergence of the phenomenon of referral coupling, which is the participation of a returnee, or returnees, or more with the interpreter, in the referral to the perceived reference, and this is what happened in the multiplicity of referred elements(15).

One of the places of rhetorical negotiation, contained in Nahj al-Balaghah including the internal linguistic reference that refers to the later saying: ((Let me and seek others; we are receiving something that has faces and colors; hearts do not stand for it, and minds do not fix it))(16), the rhetorical negotiating event referred to the negotiating process that took place between the Imam and the Muslim public, and they insist on him to accept their pledge of allegiance to the caliphate, but the Imam confirms his refusal to pledge allegiance to them, without fulfilling his conditions in leading the nation (17), he looks at The near future, and reads events and change their courses, and what things turn out to, what will come in the future, is not based on hearts, and does not prove it minds, and the parties to the negotiation Imam as a negotiator to his audience, who insists on him to accept their allegiance to him. The internal referral has led an important and clear impact on the coherence of the discourse, and its brevity has made it brief, expressive, interconnected, and consistent, the two pronouns have returned distraction in (his) and (it) on the word (command), this means that they referred to one interpreter and these references almost collect studies, despite their abundance compared to the referral to a subsequent element (18), and this referral is successful has enabled the creator of the negotiating discourse to achieve its negotiating purpose and the message to be delivered to the addressee was understood.

And saying: ((works in his command believer, and enjoys the infidel, and God reaches the term and gathers the thousand, and fights the enemy, and secures the ways))(19), negotiates Imam Muslims after the Kharijites raised a slogan (no rule but for God) and called for it and fought for it, and this slogan tickles the feelings of people and makes them prisoners under his letters; There is no command but for God, and that people must have a righteous or immoral prince who works at his command the believer, and the infidel enjoys it))(20), so the imam explained what they themselves and the deviation of their faith, and what they call for leads to the disruption of his role and they want chaos and disturbance of order, and the negotiating parties represent the first party the imam and the other party Kharijites and the public receiving the speech (21), From the above, it is clear that referral has an important impact in opening the horizons of understanding the discourse and enriching its significance, especially the reference to the pronouns that are the subject of research here.

B- Referral by the connector:

The connected of the ambiguous names, and his thumb obliges him to return, it lacks a return, and a sentence, or its likeness, and the sentence may be explicit, or interpreted non-order, nor constructional, this return works to determine its meaning, and clarify its purpose, as well as remove its thumb, and detail its totality, and make it clear meaning, full benefit (22), ((Know that these names - means: connected - are not meanings only links clarified and specialized, and their connections are only sentences, or circumstances, and must be in the link of a pronoun returns to the connected ... The link is only a news sentence, bear the truth and lies))(23), and stands son live (d. 643 e) at the name connected, and its meaning saying: ((meaning connected to not be done by himself, and lacks the words after him, connect him to be a name, if it is beyond it, was ruled by the rule of other names complete, may be located active,

and effect, and added to it, and beginner, and experience))(24), and thus be incomprehensible, without its connection, it is the one that infuses the spirit of meaning, be the link is the original, it is then lacking.

In the negotiating speech, the imam denies the charge of participating in the killing of Othman, which was raised by the enemies, and the imam disavowed in brief and eloquent words, stating that he did not order to kill him, if he ordered, he would have killed him, and did not forbid killing him, and if he did so, he would have supported him over the revolutionaries, and the Nasser who we support cannot say let him down who I am better than him and whoever let him down does not say his victory is better than me, and those who participated in the negotiation process are Imam Ali, and his audience and all of his An opinion on this matter represents the other party(25). The negotiating event revolves around clarifying the imam's opinion on the charge against him and their invitation to participate in his murder and the relative name (who) meaning (who) to refer him to his saying: (that whoever supports him, cannot say: Let him down who I am better than him) that Nasser Othman cannot declare that the imam failed him or vice versa, he says: (And whoever fails him, cannot say: His victory is better than me) has employed Imam referral by name connected to raise the ambiguity obtained from the party involved in the negotiating process and it is known that the name connected ambiguous significance and ambiguous and its link clarifies and shows its significance (26), has referred the name connected to the pronoun associated in (let him down) it is ambiguous link showed its meaning, as well as support lexical consistency interview in the discourse negotiating where the references to which the name refers contradictory referred, namely: (Victory, let him down).

One of the negotiating scenes in which the reference was made in the name of the relative was his saying: ((If we were to come, you would not have come, religion would not have a pillar and no green for faith would return))( 27),

This speech was said by the Imam in the story of Ibn al-Hadrami, who presented Basra by Muawiyah, and strife between the tribes of Basra, they were divided between welcoming Ibn al-Hadrami, and another standing against him, and supporting the governor of the Imam, and when the news reached Kufa, the imam began to awaken his supporters to stand against him, but they failed to support him, so he reminded them of the positions of the early Muslims, who sacrificed everything for the elevation of Islam and the support of their prophet, and patience reluctantly pain, and seriousness in the jihad of the enemy, it was the upper negotiation bashing and rebuke for what he mentioned by the first men (28).

### C. Reference by Reference Names:

Reference is embodied in the speech at all levels of language, and words are part of the language system, as each word refers to a specific meaning, but some of them are found in the mental lexicon, without being associated with a fixed meaning, its meaning is not clear except by the mediation of the utterance of the speech in a specific context (29), and such as the names of the signal that was developed to be referred to, the sender creates his speech to indicate the meaning of a sensory signal with limbs and members(30); The presumption to know its significance, it does not make sense unless it has to be referred to, and it refers to the participation of pronouns, and the names of the sign in the thumb, which made some linguists, call it the pronouns of the sign, and they mean the names of the sign, and accordingly the ambiguity and the definition meet, so they are vague in status, and knowledge of use, and they are presented in a synthetic context that defines them(31); This is what unites them with pronouns, but what distinguishes them from them is that they do not refer to the same reference as the conscientious reference, as it is based on determining the location of persons within the indicative places of time and place assigned, while the function of the pronoun is to determine the participation of the characters in communication or absence(32).

Producers of speeches resort to employing referral, in their speeches, and their speech, to gain it (strength in meaning, increase creativity in systems, and extend bridges of communication between its spaced parts; and then it is one of the most important means of consistency and linguistic harmony through its role, in linking the parts of one sentence, on the one hand, and linking sentences to each other... On the other hand, in addition to its semantic and moral role that contributes to the delivery of the intended meaning to the

reader(33), the reference has many techniques and methods, including its use of sign names, in accordance with the requirements of the interest of the discourse, and in order to achieve the objectives of its originator.

The Imam said: ((This matter turned his stomach and back until he prevented me from sleeping))(34), the rhetorical event refers to the negotiating process, which took place between the Imam and the Muslims, who ask to pledge allegiance to him, and what he responded to them after thinking, and flipping the matter, until he agreed to pledge allegiance to him (35).

The imam referred by internal reference through the name of the sign (this), and the names of the sign have a prominent role among the referential elements, because of the designation and identification of the referred to, as well as the other knowledge that determines its meaning, with the heart and sight together(36).

It was called ambiguities because its meaning is only determined by something outside its words, and this ambiguity does not mean ambiguity and strangeness, but rather it is intended to spread the significance, and its totality, and the possibility of launching it on many names, with its constant need for what interprets it, hence the importance of referral in it, to motivate the reader to search for the assignee, the interpreter of the name of the sign, and raise his thumb and interpret it, and then the names of the sign, to build bridges of communication between the spaced parts in the discourse space, they refer to a large number of previous events; to brevity, or away from repetition(37),

Based on the foregoing, it can be said that all the references in the upper negotiating event at which the researcher stood as an analyst are successful; any speech whose creator is unable to understand its recipient is not considered a speech, but rather a language, so how about the speech of the Commander of the Faithful.

## 2- External referral:

Brown and Yule stated that the speech analyst should rely on an opinion that does not contradict the reference, which implies that it is the speaker who refers by using an appropriate expression, as the expression carries a referential function, since it is not something that an expression does, but something that a person can refer to by using a particular expression(38), and therefore in: ((Discourse analysis refers to as an act of the speaker/writer. Thus, in the following passage taken from a conversation, for example, we will say that the speaker uses the phrases (pair My aunt) and (he) to refer to a specific person, while "my mother's sister" is used to refer to another person))(39), and accordingly, references link the phrases within the speech to entities in the world(40), Because he knows the people, knows their intentions, and what the coming days keep secret, so he warned them of them, and coupled his approval with the conditions mentioned, advising them to choose another successor for them, and thus the external linguistic referral contributed distinctively to linking the parts of the speech and enabled its consistency, but led to achieving the goal of the negotiating discourse.

The end:

The linguistic referrals have succeeded in achieving the objectives of the product of the various negotiating discourse, including the enforcement of the argument by the imam to the party participating in the negotiating process, to achieve peace, or the unification of God Almighty, and return to him, or asceticism in governance, leaving the caliphate, and not agreeing to pledge allegiance except by achieving the conditions of the imam, the concept that the discourse analyst is interested in is not the validity of the referral, but the successful referral and the success of the referral process depends on the listener's ability to identify the name intended by the speaker using the phrases referred to be Understanding the linguistic message addressed to him, and this is illustrated in the evidence analyzed(41), as the presence of the referral had a significant impact on the reception, which contributed to reaching common ground among the participants in the negotiating process, casting the discourse, its coherence and cohesion.

Margins:

- 1) Language and Power: 182-183.
- 2) See: Patterns of Referral and Discourse Strands in the Narrative Text: 109.
- 3) See: Applied Linguistic Studies in the Relationship between Structure and Semantics: 98.
- 4) See: Reference in Text: 69.
- 5) Discourse analysis: 246.
- 6) See *ibid.*, 238-239.
- 7) See: Sibawayh's book: 2/6 and Sharh al-Radhi al-Maarouf Sharh Kafiyya Ibn al-Hajib: 2/401.
- 8) Sibawayh's book: 2/6.
- 9) Concise: 4/280
- 10) See: Characteristics 2/195.
- 11) See: Patterns of referral in the Qur'anic stories, the story of Moses, peace be upon him, as a model: 373.
- 12) Arabic syntax: 110.
- 13) See: Sharh Nahj al-Balaghah, Ibn Abi al-Hadid: 1/191-195 and Sharh Nahj al-Balaghah, Abbas al-Musawi: 188-191.
- 14) See: Discourse analysis: 256.
- 15) See: Synthetic phenomena in the sockets of Abu Hayyan al-Tawhidi (a study in the relationship between structure and significance): 415.
- 16) Nahj al-Balaghah, 1/158.
- 17) See: Sharh Nahj al-Balaghah, Ibn Abi al-Hadid: 7/23-30 and Nafhat al-Wilayat, Makarem al-Shirazi, 123-124.
- 18) See: Referral Buildings in the Ruling of Nahj al-Balaghah by Imam Ali, research by (Dr. Muhammad Khan and Hadia Attia): 541.
- 19) Nahj al-Balaghah, 1/84.
- 20) *Ibid.*, 1/84.
- 21) See: Sharh Nahj al-Balagha, Abbas al-Musawi: 1/311.
- 22) See: the detailed workmanship of expression: 183 and the explanation of sufficient healing: 1/252 and the explanation of the facility: 1/186 and the adequate grammar: 1/341, 373.
- 23) Al-Lamaa in Arabic: 2/371.
- 24) Detailed explanation: 2/371.
- 25) See: Sharh Nahj al-Balagha, Ibn Abi al-Hadid: 2/304-326 and Sharh Nahj al-Balagha, Abbas al-Musawi: 1/247-248.
- 26) See: Asrar al-Arabiya: 415.
- 27) Nahj al-Balaghah, 1/96.
- 28) See: Sharh Nahj al-Balaghah, Ibn Abi al-Hadid, 4/243-256.
- 29) See: Discourse Strategies: A Pragmatic Linguistic Approach: 79.
- 30) See: Sharh al-Radhi, 2/472.
- 31) See: Sibawayh's book: 2/77-78 and the fabric of the text, research on what the word is a text: 118 and applied linguistic studies in the relationship between structure and semantics: 134 and the origins of discourse analysis in Arabic grammatical theory: 2/1069 and discourse strategies a pragmatic linguistic approach: 80.
- 32) See: Basic Terms in Text Linguistics and Discourse Analysis, Lexical Study: 87 and Text Texture: 117.
- 33) Patterns of referral in Qur'anic stories: 365-366.
- 34) Nahj al-Balaghah, 1/94.
- 35) See: Sharh Nahj al-Balagha, Abbas al-Musawi, 1/361-362.
- 36) See: Sharh al-Mufassal, Ibn Ya'ish, 2/352.
- 37) See: Detailed Explanation: 2/352 and the Arabic language meaning and structure: 113 and applied linguistic studies in the relationship between structure and semantics: 143.
- 38) See: *ibid.*, 36.
- 39) See: *ibid.*, 36.
- 40) See *ibid.*, 244-245.

41) See: Discourse Analysis: 246.

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