



professional expertise and put their qualities forward, and highlights the linguistic features that succeed (or fail) to make a good impression on interviewers. Using extracts from authentic job interviews, Lipovsky illustrates the influence of candidates' communicative styles on the impression they make on their interviewers, and the part that candidates' semantic and lexico-grammatical choices play in defining the personal affinity between interviewer and candidate, and consequently in the hiring decision.

"...This is a very interesting and useful monograph. It is written in clear, accessible prose. Lipovsky compares her findings to those reported in the popular literature on job interviews, which aim to help jobseekers achieve success, and concludes with the hope that her book will contribute to this same enterprise. *Negotiating Solidarity: A Social Linguistic Approach to Job Interviews* is therefore an example of an academic book that will have a readership beyond academia. Within academic circles, it will be of interest to researchers working with systemic functional analysis, face, and politeness theories." Laura Cullahan, *Linguist List* 22.2871, July 2011. About the Author Caroline Lipovsky is a Lecturer in the School of Languages Cultures at the University of Sydney, Australia. Caroline has published on a range of topics including impression management, native and non-native English-speaking teachers in TESOL, and ESL learners' use of Appraisal and Graduation. Her work has appeared in journals including *Journal of Pragmatics* and *Discourse Communication*, and she is the co-editor (with Ahmar Mahboob) of *Studies in Applied Linguistics and Language Learning* (2009).