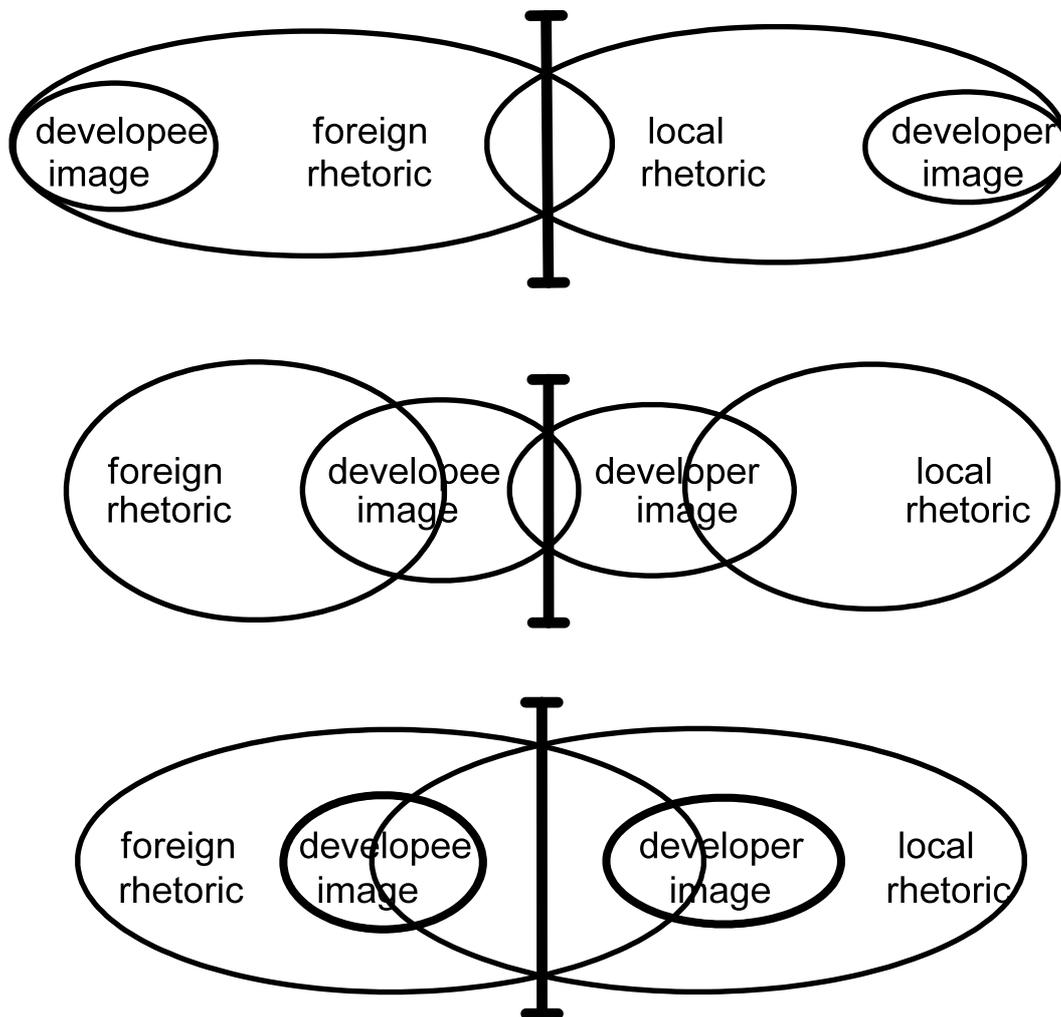


Interface is idiosyncratic, an inter-actional construct with a cognitive basis, historical signifier and political dimensions

Latent Interface Process



Origin: attempts to act upon the encounter, stabilized misunderstandings between foreigners and locals; folk theories and stereotypes about the other firm or country; average communication skill level; strategic behaviour and reluctance to assert individual judgment.

Appears: an interactive filter between rhetoric; foreign rhetoric comprises foreigners' verbal efforts to express themselves (vice versa locals), the developpee (developer) image is within one rhetoric repertoire when aspects of that image can be pronounced, but the developpee (developer) image remains far from the interface when the image is too violent to pronounce it; locals (vice versa foreigners) never understand the foreigners' developer (developpee) identity, these images change, align, evolve without them realizing how; interface shifts occur implicitly. (Grammig 2002: chap.5.3)

These interface formats reflect the structural properties of possible exchanges; 'possible' can only refer to the actors in the two cases. The degree to which most of the developpee (developer) images can be verbalised in one TA event, is the principal property of an interface. The actors' efforts to shape their encounter are a direct function of this property. One can speculate about theoretical interface formats that would allow project actors to reach the other's image. In the third case there should exist a strong power differential so that the interface is not resolved by the actors. By identifying and describing an interface one can not separate it from the actors, it is not an entity with an independent existence. Analysing an interface has the advantage of not describing (isolating) the symbolic content of an encounter. The actors are not bound by the Gringo image, the missionary or the colonist. Instead, we infer that the actors reified a specific interface through their encounter. The actors' realizations are defined by the interactionist outcome, the limit of their mutual understanding.