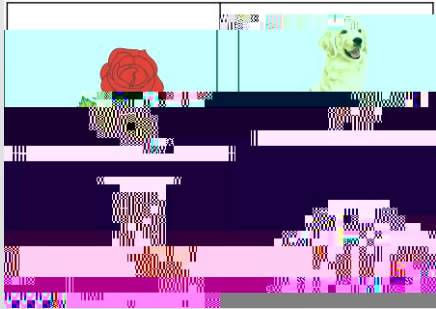


# How people establish reference in three-party conversation

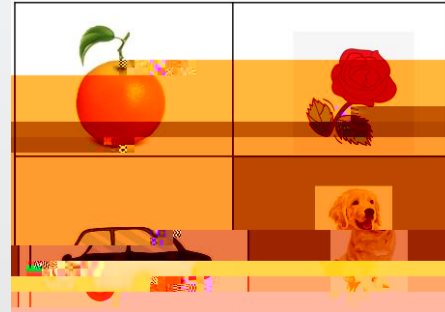




# Method

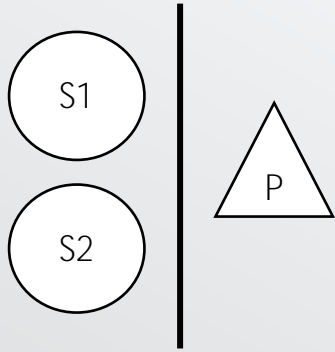


competitor condition

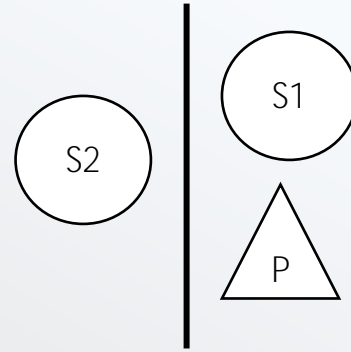


non-competitor condition

# The



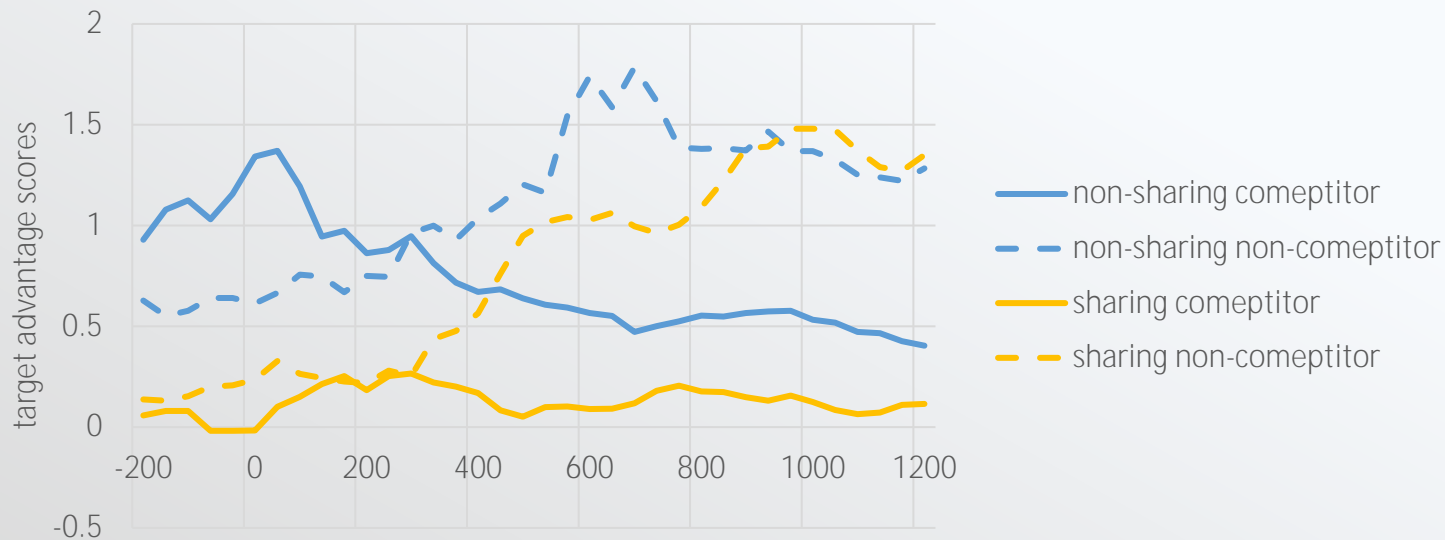
non-sharing condition



sharing condition

# The shareability condition was based on the perspective.





- In the non-competitor condition, there was no difference between sharing and non

# Conclusion

- He e e ca ee I

**Thank you!**

