

Line	Speaker	Conversation	Linguistic Features	Paralinguistic features
1	Doc:	You've (.) received the <u>support</u> line of	The clinician starts the intervention by stating that the patient has 'received the support line' of the study "and then defers all subsequent details to the researchers, or trial team.	The GP displays no paralinguistic features which explicitly convey positivity or negativity. Although there are hesitations at lines 2 and 3 these do not act to delay discussion of the referral.
2		the u:m >of the study< (.) meaning that		
3		um after you've fini:shed with me you go back out and (0.3)		
4		um you will discuss with the researchers		
5		um local weight ↑loss programmes. Which		
6		might help you to lose some weight.		

Figure 4 - Neutral Approach