APPENDIX

There are utterances from the interview transcript that classified as direct speech acts which have the similar sentence type and function as the utterances in the analysis so the utterances are written as appendixes. There are six topics that being the most topics that usually asked by the interviewer and the other utterance which have the different topics from the six topics are grouped in to direct speech acts in declarative sentence type as an assertion about other topics.

a. Direct Speech Acts in Declarative Sentence Type as an Assertion about

Women

1. We started accounting for 50% of college degrees 30 years ago, but progress at the top has stalled.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about women. It can be seen from the utterance that the use of person deixis ‘we’ refers to women and Sheryl Sandberg herself who is also a woman. The speaker uses the utterance to inform that women including her, Sheryl Sandberg started accounting for 50% of college degrees 30 years ago, but progress at the top has stalled. Based on the sentence type and the function, the utterance is a direct speech act.

2. For the past decade women in corporate America have held only about 14% of C-suite jobs and 17% of board seats.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about women in corporate America. The speaker uses the utterance to inform that women in corporate America have held only about 14% of C-suite jobs and 17% of board seats for the past decade. Based on the sentence type and the function, the utterance is a direct speech act.
3. But we also face barriers that exist within ourselves, sometimes as the result of our socialization.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about barriers that are faced by women. The person deixis ‘we’ refers to women and also Sheryl Sandberg who is also a woman. The speaker uses the utterance to inform that she herself as a woman and the other women face barriers that exist within them selves, sometimes as the result of their socialization. Based on the sentence type and the function, the utterance is a direct speech act.

4. That is, they take themselves out of the running for career advancement because they want to have a family.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about women. The person deixis ‘they’ refers to women. The speaker uses the utterance to inform that women take themselves out of the running for career advancement because they want to have a family. Based on the sentence type and the function, the utterance is a direct speech act.

5. But in some cases they're making these decisions years in advance before they even have a partner.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about women. The person deixis ‘they’ refers to women. The speaker uses the utterance to inform that in some cases, women are making decisions to leave years in advance before they even have a partner. Based on the sentence type and the function, the utterance is a direct speech act.
6. There are many reasons women leave from lack of flexibility and discrimination to the desire to pursue other goals.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about women. The speaker uses the utterance to inform that women have many reasons to leave from lack of flexibility and discrimination to the desire to pursue other goals. Based on the sentence type and the function, the utterance is a direct speech act.

7. The fact that so many women from top schools drop out of the workforce is one of the most important causes of the leadership gap.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about one of the most important causes of the leadership gap. The speaker uses the utterance to inform that one of the most important causes of the leadership gap is the fact that so many women from top schools drop out of the workforce. Based on the sentence type and the function, the utterance is a direct speech act.

8. That as women get more successful, they are liked less—both by men and by other women.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about women. The speaker uses the utterance to inform that when women get more successful, they are liked less both by men and by other women. Based on the sentence type and the function, the utterance is a direct speech act.

9. But the struggles I write about are the ones all women face: the struggle to believe in yourself, to not feel guilty, to get enough sleep, to believe that you can be both a good professional and a good parent.

**Declarative sentence type; Assertion**
The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about what Sheryl Sandberg writes in her book. The person deixis ‘I’ refers to Sheryl Sandberg and ‘you’ refers to women. The speaker uses the utterance to inform that she writes the struggles that women face in her book that is the struggle to believe in themselves, to not feel guilty, to get enough sleep, to believe that women can be both a good professional and a good parent. Based on the sentence type and the function, the utterance is a direct speech act.

10. We evolve.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about women. The person deixis ‘we’ refers to women and Sheryl Sandberg herself who is also a woman. The speaker uses the utterance to inform that women including Sheryl Sandberg herself evolve. Based on the sentence type and the function, the utterance is a direct speech act.

11. That's because we want people to conform to our stereotypes.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about the reason why women who get more successful are being liked less both by men and by other women. The person deixis ‘we’ and ‘our’ refers to society. The speaker uses the utterance to inform that the reason why the situation happens because society wants people to conform to the stereotypes in society where women usually don’t success in career but being at home to take care their children. Based on the sentence type and the function, the utterance is a direct speech act.
12. And when they don't, we don't like them as much.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about women who don't conform to stereotypes. The person deixis ‘they’ refers to women and ‘we’ refers to society. The speaker uses the utterance to inform that when women don’t conform to stereotypes, society don’t like them as much. Based on the sentence type and the function, the utterance is a direct speech act.

13. But they are still doing far less than half the child care and housework.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about women. The person deixis ‘they’ refers to women. The speaker uses the utterance to inform that women are still doing far less than half the child care and housework. Based on the sentence type and the function, the utterance is a direct speech act.

14. If we could get to a place of true equality, where what we do in life is determined not by gender but by our passions and interests, our companies would be more productive and our home lives not just better balanced but happier.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about women. The person deixis ‘we’ refers to women. The speaker uses the utterance to inform that if women could get to a place of true equality, where what they do in life is determined not by gender but by passions and interests, companies would be more productive and home lives not just better balanced but happier. Based on the sentence type and the function, the utterance is a direct speech act.
15. But we're human, and it's important to broaden the kinds of behaviors that are acceptable at work.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about an important thing that women have to do. The person deixis ‘we’ refers to women including Sheryl Sandberg herself. The speaker uses the utterance to inform that it is important for women as human to broaden kinds of behaviors that are acceptable at work. Based on the sentence type and the function, the utterance is a direct speech act.

16. When we measure ourselves against people at work who don't have other responsibilities, we feel we fall short.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about what career women in the feel. The person deixis ‘we’ refers to women. The speaker uses the utterance to inform that when women measure themselves against people at work who don't have other responsibilities, they feel they fall short. In here, people at work who don’t have other responsibilities refer to man. Men usually don’t have other responsibilities at home and in the other side women have the other responsibilities. The speaker wants to assert that women usually feel short when they measure themselves against men. Based on the sentence type and the function, the utterance is a direct speech act.

17. And when we measure ourselves against women who are with their children all day, we feel the same way.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about what career women feel. The person deixis ‘we’ refers to women. The speaker uses the utterance to inform that when career women measure themselves against
women who are with their children all day, they feel the same way. Based on the sentence type and the function, the utterance is a direct speech act.

b. Direct Speech Acts in Declarative Sentence Type as an Assertion about the

Speaker herself, Sheryl Sandberg

1. Had you asked me that when I was in college, I would have said I was not.
   Declarative sentence type; Assertion
   The utterance above is produced in declarative sentence type (conditional sentence) which has function to give an assertion or to convey information about Sheryl Sandberg’s answer. The person deixis ‘I’ refers to Sheryl Sandberg and ‘you’ refers to the interviewer. The speaker uses the utterance to assert that if the interviewer asked her when she was in college, she would have said she was not. Based on the sentence type and the function, the utterance is a direct speech act.

2. For most of my professional life, no one ever talked to me about the ways I held myself back.
   Declarative sentence type; Assertion
   The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s professional life. The speaker uses the utterance to inform that for most of her professional life, Sheryl Sandberg’s professional life, no one ever talked to her about the ways she held herself back. Based on the sentence type and the function, the utterance is a direct speech act.

3. I'm helping them see the power they've got and encouraging them to use it.
   Declarative sentence type; Assertion
   The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about what Sheryl Sandberg does. The person deixis ‘I’ refers to Sheryl Sandberg, ‘them’ and ‘they’ refer to women and ‘it’ refers to the power. The speaker uses the utterance to inform that she, Sheryl Sandberg is helping women to see the
power that they have got and encouraging them to use it. Based on the sentence type and the function, the utterance is a direct speech act.

4. But I think there are things we’re encouraged to do as women that can be good for all leaders.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s thought. The person deixis ‘I’ refers to Sheryl Sandberg and the person deixis ‘we’ refers to women and Sheryl Sandberg herself who is also a woman. The speaker uses the utterance to inform that she thinks there are things they’re encouraged to do as women that can be good for all leaders. Based on the sentence type and the function, the utterance is a direct speech act.

5. I think we want to understand the differences and celebrate them.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s thought. The person deixis ‘I’ refers to Sheryl Sandberg and ‘we’ refers to society. The speaker uses the utterance to inform that she thinks that society wants to understand the differences and celebrate them. Based on the sentence type and the function, the utterance is a direct speech act.

6. One of my goals is to make gender an open and honest topic in the workplace.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s goal. The speaker uses the utterance to inform that one of her goals is to make gender an open and honest topic in the workplace. Based on the sentence type and the function, the utterance is a direct speech act.
7. Had you asked me that question five years ago, I would have said the same thing.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type (conditional sentence) which has function to give an assertion or to convey information about Sheryl Sandberg’s answer. The person deixis ‘I’ refers to Sheryl Sandberg and ‘you’ refers to the interviewer. The speaker uses the utterance to assert that if the interviewer asked her what she would have said if she was asked the question five years ago, she would have said the same thing. Based on the sentence type and the function, the utterance is a direct speech act.

8. And since I've become more public on women's issues, we've had a great track record of getting amazing women to apply and to stay.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg. The person deixis ‘I’ refers to Sheryl Sandberg and ‘we’ refers to society. The speaker uses the utterance to inform that she has become more public on women's issues, so society had a great track record of getting amazing women to apply and to stay. Based on the sentence type and the function, the utterance is a direct speech act.

9. I'm not trying to be prescriptive.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s assertion or statement. The speaker uses the utterance to inform that she is not trying to be prescriptive. Based on the sentence type and the function, the utterance is a direct speech act.
10. I'm not recommending that if you want to get to the top, you should break out the tissues.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s assertion or statement. The person deixis ‘I’ refers to Sheryl Sandberg and ‘you’ refers to women. The speaker uses the utterance to inform that she is not recommending that if women want to get to the top, they should break out the tissues. Based on the sentence type and the function, the utterance is a direct speech act.

11. My goal is to change that conversation.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s goal. The person deixis ‘my’ refers to Sheryl Sandberg and ‘that conversation’ refers to the conversation which says that women can’t and men can. The speaker uses the utterance to inform that her goal is to change the conversation which says that women can’t and men can. Based on the sentence type and the function, the utterance is a direct speech act.

12. I'm lucky I'm not in an industry where that matters.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s assertion or statement. The person deixis ‘I’ refers to Sheryl Sandberg and ‘that’ refers to the conversation which says women can’t and men can. The speaker uses the utterance to inform that she is lucky because she is not in an industry where the conversation which says women can’t and men can matters. Based on the sentence type and the function, the utterance is a direct speech act.
13. I care tremendously about Facebook's being the very best place it can be.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s care. The speaker uses the utterance to inform that she cares tremendously about Facebook's being the very best place it can be. Based on the sentence type and the function, the utterance is a direct speech act.


**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about how Sheryl Sandberg has worked. The speaker uses the utterance to inform that she has worked hard. Based on the sentence type and the function, the utterance is a direct speech act.

15. I had something I needed to overcome.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about what Sheryl Sandberg had. The speaker uses the utterance to inform that she had something she needed to overcome. Based on the sentence type and the function, the utterance is a direct speech act.

16. And in that case it had to do with gender.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about a case or the thing that Sheryl Sandberg needed to overcome. The speaker uses the utterance to inform that in the case where she needed to overcome, it had to do with gender. Based on the sentence type and the function, the utterance is a direct speech act.
17. But I think now is our time.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s thought. The person deixis ‘I’ refers to Sheryl Sandberg and ‘our’ refers to women and Sheryl Sandberg herself. The speaker uses the utterance to inform that she thinks now is their, women and Sandberg’s time. Based on the sentence type and the function, the utterance is a direct speech act.

c. Direct Speech Acts in Declarative Sentence Type as an Assertion about the

**Other topics**

1. Warren Buffett has said, quite graciously and famously, that one of the reasons for his success is that he had to compete with only half the population.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about one of the reasons for Warren Buffett success. The speaker uses the utterance to inform that Warren Buffett has said, quite graciously and famously, that one of the reasons for his success is that he had to compete with only half the population. Based on the sentence type and the function, the utterance is a direct speech act.

2. The more people who get in the race, the faster the running times will be.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about what Warren Buffett has said. The speaker uses the utterance to inform that Warren Buffett has said that the more people who get in the race, the faster the running times will be. Based on the sentence type and the function, the utterance is a direct speech act.
3. There's a great quote from Alice Walker: "The most common way people give up their power is by thinking they don't have any"

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about a great quote from Alice Walker. The speaker uses the utterance to inform that there is a great quote from Alice Walker that is "The most common way people give up their power is by thinking they don't have any." Based on the sentence type and the function, the utterance is a direct speech act.

4. One important way, as I write in the book, is that they "leave before they leave."

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about what Sheryl Sandberg write in her book. The person deixis ‘I’ refers to Sheryl Sandberg and ‘they’ refers to women. The speaker uses the utterance to inform that as what she writes in her book, one important way is that women leave before they leave. Based on the sentence type and the function, the utterance is a direct speech act.

5. That should be a time when they lean in, not pull back.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about a situation where women take themselves out of the running for career advancement because they want to have a family. The person deixis ‘they’ refers to women. The speaker uses the utterance to inform that the situation where women take themselves out of the running for career advancement because they want to have a family should be a time when they lean in, not pull back. Based on the sentence type and the function, the utterance is a direct speech act.
6. At the same time, the world still isn't very welcoming or respectful toward full-time at-home dads. 

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about the society’s respect. The speaker uses the utterance to inform that the world or the society still isn’t very welcoming or respectful toward dads who are full time at home. Based on the sentence type and the function, the utterance is a direct speech act.

7. No one talks about gender in the workplace, because if you say the words "I am a woman," the other person is likely to hear "I want special treatment" or "I'm going to sue you.”

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about gender. The person deixis ‘you’ and ‘I’ refer to woman. The speaker uses the utterance to inform that no one talks about gender in the workplace because if a woman say the words "I am a woman,” the other person is likely to hear "I want special treatment" or "I'm going to sue you.” Based on the sentence type and the function, the utterance is a direct speech act.

8. A man who runs a large organization told me it's easier to talk in public about your sex life than it is to talk about gender.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about what a man who runs a large organization told to Sheryl Sandberg. The person deixis ‘me’ refers to Sheryl Sandberg. The speaker uses the utterance to inform that it's easier to talk in public about your sex life than it is to talk about gender according to a man who runs a large organization. Based on the sentence type and the function, the utterance is a direct speech act.
9. But there are real gender-based issues: how we understand ourselves, how we experience each other.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about real gender issues. The speaker uses the utterance to inform that there are gender-based issues: how we understand ourselves, how we experience each other. Based on the sentence type and the function, the utterance is a direct speech act.

10. The data show that success and likability are positively correlated for men and negatively correlated for women.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about a data. The speaker uses the utterance to inform that the data show that success and likability are positively correlated for men and negatively correlated for women. Based on the sentence type and the function, the utterance is a direct speech act.

11. And that's just much easier for men.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about the situation which society wants to promote and hire people who are both competent and liked. The speaker uses the utterance to inform that this situation is just much easier for men. Based on the sentence type and the function, the utterance is a direct speech act.

12. That's not how it works.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about the situation where women are kept told by society how important connections are, so they walk
up to virtual stranger and then ask the stranger to be their mentor. The person deixis ‘it’ refers to the situation. The speaker uses the utterance to inform that that’s not how the situation should works. Based on the sentence type and the function, the utterance is a direct speech act.

13. At the same time, senior men in the workplace are afraid to be alone with women, because people might assume something inappropriate is happening.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about senior men in a workplace. The speaker uses the utterance to inform that senior men in workplace are afraid to be alone with women, because people might assume something inappropriate is happening at the same time. Based on the sentence type and the function, the utterance is a direct speech act.

14. But mentorship is all about being alone with a person and talking one-on-one, and we need to encourage that.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about mentorship. The speaker uses the utterance to inform that mentorship is all about being alone with a person and talking one-on-one, and it is needed to be encouraged. Based on the sentence type and the function, the utterance is a direct speech act.

15. It's all complementary.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about the situation where senior men in the workplace are afraid to be alone with women, because people might assume something inappropriate is happening. The speaker uses the utterance to inform that the situation is all complementary. Based on the sentence type and the function, the utterance is a direct speech act.
16. Crying at work is not a best practice.  

**Declarative sentence type; Assertion**  

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about crying at work. The speaker uses the utterance to inform that crying at work is not a best practice. Based on the sentence type and the function, the utterance is a direct speech act.

17. Tina Fey remembers going on the road with Steve Carell.  

**Declarative sentence type; Assertion**  

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Tina Fey. The speaker uses the utterance to inform that Tina Fey remembers going on the road with Steve Carell. Based on the sentence type and the function, the utterance is a direct speech act.

18. They were both doing sitcoms and raising kids.  

**Declarative sentence type; Assertion**  

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Tina Fey and Steve Carell. The person deixis ‘they’ refers to Tina Fey and Steve Carell. The speaker uses the utterance to inform that Tina Fey and Steve Carell were both doing sitcoms and raising kids. Based on the sentence type and the function, the utterance is a direct speech act.

19. Every interviewer asked her, "How do you do it all?"  

**Declarative sentence type; Assertion**  

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Tina Fey. The person deixis ‘her’ refers to Tina Fey and ‘it’ refers to the situation where Tina Fey and her husband did sitcoms and raise children together. The speaker uses the utterance to inform that Tina Fey is asked by every interviewer about how she does to make her and her husband can doing sitcoms and raising children
together. Based on the sentence type and the function, the utterance is a direct speech act.

20. They never asked that of him.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about interviewers. The person deixis ‘they’ refers to interviewers, ‘that’ refers to a question how Tina Fey and Steve Carell did sitcoms and raise children together, ‘him’ refers to Steve Carell. The speaker uses the utterance to inform that the interviewers never asked Steve Carell how he and his wife, Tina Fey did sitcoms and raise children together. Based on the sentence type and the function, the utterance is a direct speech act.

21. There's this assumption that women can't and men can.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about an assumption. The speaker uses the utterance to inform that there is an assumption that women can’t and men can. Based on the sentence type and the function, the utterance is a direct speech act.

22. Silicon Valley is awesome;

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Silicon Valley. The speaker uses the utterance to inform that Silicon Valley is awesome. Based on the sentence type and the function, the utterance is a direct speech act.

23. Well, as Gloria Steinern says, this is about consciousness, not biology.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about what Gloria
Steinern says. The speaker uses the utterance to inform that Gloria Steinern says that this is about consciousness, not biology. Based on the sentence type and the function, the utterance is a direct speech act.

24. For example, humans are biologically programmed to be obese.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about an example same like how women evolve. The speaker uses the utterance to inform about an example same with how women evolve that the example is humans are biologically programmed to be obese. Based on the sentence type and the function, the utterance is a direct speech act.

25. Our bodies were made to store fat and sugar so that we could survive when the hunting season was over.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about human’s bodies including Sheryl Sandberg’s body. The person deixis ‘our’ refers to all people including Sheryl Sandberg. The speaker uses the utterance to inform that human’s bodies including Sheryl Sandberg’s body were made to store fat and sugar so that people could survive when the hunting season was over. Based on the sentence type and the function, the utterance is a direct speech act.

26. But we can curb this impulse, and we do.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about human. The person deixis ‘we’ refers to all human including Sheryl Sandberg and ‘this impulse’ refers to the condition of human’s bodies which were made to store fat and sugar so that we could survive when the hunting season was over. The speaker uses the utterance to inform that human can curb the impulse and they
do. Based on the sentence type and the function, the utterance is a direct speech act.

27. It's the single most important career decision a woman makes.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about being leadership. The person deixis ‘it’ refers to being a leadership. The speaker uses the utterance to inform that being a leadership is the single most important career decision a woman makes. Based on the sentence type and the function, the utterance is a direct speech act.

28. And by "support:" I mean getting up in the middle of the night half the time to change diapers.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about a support to be a leadership. The speaker uses the utterance to inform that the support to be a leadership is the situation where women are getting up in the middle of the night half the time to change diapers. Based on the sentence type and the function, the utterance is a direct speech act.

29. That's a hard question to answer.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s opinion toward the interviewer’s question which the question is ‘do you feel you have succeeded despite being a woman or because you’re a woman?’ The speaker uses the utterance to inform that the interviewer’s question is a hard question to answer. Based on the sentence type and the function, the utterance is a direct speech act.
30. But the success versus likability thing has been difficult.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about success and likability thing. The speaker uses the utterance to inform that success versus likability thing has been difficult. Based on the sentence type and the function, the utterance is a direct speech act.

31. When I had my first performance review with [Facebook CEO] Mark Zuckerberg, he said, "You care too much about being liked, and it's going to hold you back."

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about what Mark Zuckerberg said to Sheryl Sandberg. The person deixis ‘I’ refers to Sheryl Sandberg. The speaker uses the utterance to inform that Mark Zuckerberg (Facebook CEO) said to Sheryl Sandberg that she cares too much about being liked, and it's going to hold her back when she had her first performance review with him. Based on the sentence type and the function, the utterance is a direct speech act.

32. The external barriers now are just so much lower.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about the external barriers that are faced by women. The speaker uses the utterance to inform that the external barriers that are faced by women are just lower now. Based on the sentence type and the function, the utterance is a direct speech act.

33. It's not that hard.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about the external
barrier. The person deixis ‘It’ refers to the external barrier. The speaker uses the utterance to inform that the external barrier is not that hard because it is just lower now. Based on the sentence type and the function, the utterance is a direct speech act.

34. My mother was told by everyone that she had two choices: She could be a nurse or a teacher.

**Declarative sentence type; Assertion**

The utterance above is produced in declarative sentence type which has function to give an assertion or to convey information about Sheryl Sandberg’s mother. The speaker uses the utterance to inform that her mother was told by everyone that her mother had two choices that she could be a nurse or a teacher. Based on the sentence type and the function, the utterance is a direct speech act.