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# Sources of variability in a pragmatic reference game: effects of reasoning, memory and perspective-taking

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## Abstract

Studying individual differences can shed light onto the processes that underlie pragmatic phenomena. In this work, we investigate whether variability in performance on a pragmatic reference game can be traced back to cognitive traits, namely reasoning ability, working memory and Theory of Mind. We observe positive effects of reasoning and Theory of Mind and, to a lesser extent, of memory. These effects are more pronounced in the simple condition, which requires one-step reasoning, than in the complex condition, which may be overall too difficult as two-step reasoning may be infrequent in everyday pragmatic language interpretation.

**Keywords:** pragmatics, reasoning, individual differences

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