Discourse participants in general endeavor to inform or persuade the audience by employing diverse strategies at all levels of language from diction to grammatical structures. This extensiveness of strategic language use suggests its frequent involvement in grammaticalization. Some of such discourse strategies may be manipulative even to the point of being insincere or false in analytical terms.

This talk introduces some of such cases in Korean, focusing on, among others, fake quotations, false promises, and feigned questions. These instances of seemingly deceitful language use are responsible for the emergence of diverse grammatical forms such as connectives, sentence-final particles, mood markers, and discourse markers.

It also addresses how similarly formed expressions, especially strategic questions, develop into grammatical forms across languages, and discusses their theoretical implications in grammaticalization. The talk supports the grammaticalizationist view that discourse is the locus of grammaticalization and thus discursive strategies are extensively involved in the emergence of grammatical forms.