## Abstract

This study attempts to analyze the categories of failures which were found in the data and discover the causes of the failures. It is based on 2 sets of data, one from writing down the spontaneous communication another from interviewing 18 American-English speakers and Chinese speakers who has Thai as a foreign language and can speak the language fluently.

According to the data, the failures which appeared in the communication between American-English speakers and Thais as well as between Chinese speakers and Thais can be broadly categorized in to 3 types: failures in using linguistic rules, failures in expressing forces and failures in interpreting forces. Based on Searle's concept of "illocutionary point" (1975), failures in expressing forces can be further divided into 2 sub-categories: completely wrong expressing illocutionary point and partially wrong expressing illocutionary point. In the same way, failures in interpreting forces can be divided into 2 sub-categories that are completely wrong interpreting illocutionary point and partially wrong interpreting illocutionary point. The division of sub-categories based on the concept of "illocutionary point" shows that the pragmatic failure which tend to cause trouble in relationship between people is mostly the failure that related to "expressive" illocutionary point.

Moreover, the findings reveal that the failures in the communication between American-English speakers and Thais as well as between Chinese speakers and Thais were caused mainly by 4 sociopragmatic concepts. The concepts of power distance and high-low context culture tend to be the root of failures in the communication between American-English speakers and Thais. The concept of politeness and "face" tends to be root of failures in the communication between Chinese speakers and Thais. In addition, the Thai concept of "kwa:m kre:ngjai" tends to be root of failures between both American-English speakers and Thais as well as between Chinese speakers and Thais.