

ICIC Corpus Publications and Presentations

Publications

- Barton, E. (1997). Troubling binaries in the rhetoric of fund-raising. *Written discourse in philanthropic fund raising. Issues of language and rhetoric* (pp. 1-16). IU Center on Philanthropy. Working Papers, 98-13. Indianapolis, IN.
- Bazerman, C. (1997). Some informal comments on texts mediating fundraising relationship: Cultural sites of affiliation. *Written discourse in philanthropic fund raising. Issues of language and rhetoric* (pp. 17-26). IU Center on Philanthropy. Working Papers, 98-13. Indianapolis, IN.
- Bhatia, V. K. (1997). Discourse of philanthropic fund-raising. *Written discourse in philanthropic fund raising. Issues of language and rhetoric* (pp. 27-64). IU Center on Philanthropy. Working Papers, 98-13. Indianapolis, IN.
- Connor, U. (1997). Comparing research and not-for-profit grant proposals. *Written discourse in philanthropic fund raising. Issues of language and rhetoric* (pp. 45-64). IU Center on Philanthropy. Working Papers, 98-13. Indianapolis, IN.
- Connor, U. (Ed.). (1997). *Written discourse in philanthropic fund raising. Issues of language and rhetoric*. IU Center on Philanthropy. Working Papers, 98-13, Indianapolis, IN.
- Connor, U. (2000). Variation in rhetorical moves in grant proposals of U.S. humanists and scientists. *Text*, 20(1), 1-28.
- Connor, U. (2002). Case study of the Finnish Federation of Nurses. *The CASE International Journal of Educational Advancement*, 3(1), 67-73.
- Connor, U. (2002). Epilogue: Case studies in cross-cultural fundraising. *The CASE International Journal of Educational Advancement*, 3(2), 173-176.
- Connor, U. (in press). Persuasion in the language of grant proposals. In H. Halmari & T. Virtanen (Eds.), *Linguistic Study of Persuasion*. Amsterdam/Philadelphia: John Benjamins.
- Connor, U., & Gladkov, K. (2002). *Rhetorical appeals in fundraising direct mail letters*. Unpublished manuscript, IUPUI.
- Connor, U., & Mauranen, A. (1999). Linguistic analysis of grant proposals: European Union research grants. *English for Specific Purposes*, 18(1), 47-62.
- Connor, U., & Precht, K. (1998). Business English: Learner data from Belgium and the U.S. In J. Hung, & S. Granger (Eds.), *Proceedings of the First Annual Symposium on Computer Learner Corpora, Second Language Acquisition and Foreign Language Teaching, 14-16 December 1998* (pp. 25-33). Hong Kong: Department of English, The Chinese University of Hong Kong.
- Connor, U., Precht, K., & Upton, T. (2002). Business English: Learner data from Belgium, Finland, and the U.S. In S. Granger, J. Hung, & S. Petch-Tyson (Eds.), *Computer learner corpora, second language acquisition, and foreign language teaching* (pp. 175-194). Amsterdam/Philadelphia: Benjamins.
- Connor, U., & Upton, T. (2003). Linguistic dimensions of direct mail letters. In C. Meyer & P. Leistyna (Eds.), *Corpus analysis. Language structure and language use* (pp. 71-86). Amsterdam: Rodopi Publishers.
- Connor, U., & Upton, T. (Eds.). (in press). *Corpus linguistics in North America 2002: Selections from the Fourth North American Symposium of the American Association for Applied Corpus Linguistics*. Amsterdam: Rodopi Publishers.
- Connor, U., & Upton, T. (Eds.). (in press). *Discourse in the professions: A corpus-based approach*. Amsterdam/Philadelphia: Benjamins.

- Connor, U., & Wagner, L. (1999). Language use in grant proposals by nonprofits: Spanish and English. *New Directions for Philanthropic Fundraising* 22, 59-74.
- Crismore, A. (1997). Visual rhetoric in an Indiana University Foundation "Annual Report." *Written discourse in philanthropic fund raising. Issues of language and rhetoric* (pp. 65-100). IU Center on Philanthropy. Working Papers, 98-13. Indianapolis, IN.
- Fisher, M. L. (2002). Practitioners' perspectives of the nursing papers. *The CASE International Journal of Educational Advancement*, 3(1), 41-43.
- Goering, E. M. (2002). A case study of the Deutscher Berufsverband für Pflegeberufe (DBfK). *The Case International Journal of Educational Advancement*, 3(2), 151-162.
- Goering, E. M. (2002). Case study of the American Nurses Association. *The CASE International Journal of Educational Advancement*, 3(1), 45-55.
- Lauer, J. (1997). Fund-raising letters. *Written discourse in philanthropic fund raising. Issues of language and rhetoric* (pp. 101-108). IU Center on Philanthropy. Working Papers, 98-13. Indianapolis, IN.
- McCagg, P. (1997). Metaphorical morality and the discourse of philanthropy. *Written discourse in philanthropic fund raising. Issues of language and rhetoric* (pp. 109-120). IU Center on Philanthropy. Working Papers, 98-13. Indianapolis, IN.
- Myers, G. (1997). Wednesday morning and the millennium: Notes on time in fund-raising texts. *Written discourse in philanthropic fund raising. Issues of language and rhetoric* (pp. 121-134). IU Center on Philanthropy. Working Papers, 98-13. Indianapolis, IN.
- Seig, M. T., & Asaoka, C. (2002). *Omachishiteimasu!* Case study of the Japanese Nursing Association. *The CASE International Journal of Educational Advancement*, 3(1), 41-43.
- Sullivan, P. (1997). Visual rhetoric: Issues for print...and beyond. *Written discourse in philanthropic fund raising. Issues of language and rhetoric* (pp. 135-141). IU Center on Philanthropy. Working Papers, 98-13. Indianapolis, IN.
- Upton, T. (2002). Editorial: Nursing papers. *The CASE International Journal of Educational Advancement*, 3(1), 41-43.
- Upton, T. (2002). Understanding direct mail letters as a genre. *International Journal of Corpus Linguistics*, 7(1), 65-85.
- Upton, T., & Connor, U. (2001). Using computerized corpus analysis to investigate the textlinguistic discourse moves of a genre. *English for Specific Purposes: An International Journal*, 20, 313-329.
- Upton, T., & de Rovzar, M. (2002). Case study of the American British Cowdray School of Nursing (ABCSN). *The CASE International Journal of Educational Advancement*, 3(2), 163-172.

Presentations

- Connor, U. (1998, September). *Text analysis and EFL writing assessment: Evidence from cross-cultural learner corpora*. Featured speaker presentation at a Symposium on Second Language Writing, Purdue University, West Lafayette, IN.
- Connor, U. (1999, February). *Linguistic corpora for ESP instruction*. Lecture presented at the meeting of the TESOL Club, University of Cincinnati, Cincinnati, OH.
- Connor, U. (1999, March). *Grant proposals as a persuasive genre: A corpus approach*. Paper presented at the American Association for Applied Linguistics Conference (AAAL), Stamford, CT.

- Connor, U. (1999, May). *Business English corpus: Learner data from three countries*. Presented to the Applied Linguistics Club, Polytechnic University of Hong Kong, Hong Kong, China.
- Connor, U. (2000, December). *Designing corpora for multiple uses: Balancing the needs of linguists and philanthropic fundraisers*. Presented at the Lecture Series of the Department of English, University of Helsinki, Helsinki, Finland.
- Connor, U. (2001, February). *Persuasive appeals in direct mail letters: A pilot study*. Paper presented at the American Association of Applied Linguistics (AAAL) Conference, St. Louis, MO.
- Connor, U. (2001, April). *Rhetorical appeals in fundraising discourse*. Presented in the Lecture Series of the Department of English, Miami University of Ohio, Oxford, OH.
- Connor, U. (2001, May). *Discourse of fundraising*. Seminar conducted at the Asociación Española de Lingüística Aplicada/Spanish Association of Applied Linguistics (AESLA) Conference, León, Spain.
- Connor, U. (2002, April). *Discourse in the professions: Practical implications of specialized corpora*. Paper presented at the American Association of Applied Linguistics (AAAL) Conference, Salt Lake City, UT.
- Connor, U., Gao, J., & Nagelhout, E. (2004, May). *Semantic Variation in Persuasive Appeals of Fundraising Letters*. Paper presented at the American Association for Applied Corpus Linguistics Conference (AAACL), Montclair State University, Upper Montclair, NJ.
- Connor, U., & Gladkov, K. (2002, November). *Rhetorical appeals in fundraising direct mail letters*. Poster session presented at the Fourth North American Symposium on Corpus Linguistics and Language Teaching, Indianapolis, IN.
- Connor, U., & Gladkov, K. (2003, March). *Linguistic and rhetorical analysis of philanthropic discourse*. Paper presented at the Conference on College Composition and Communication (CCCC), New York City, NY.
- Connor, U., & Precht, K. (1999, May). *Designing corpora for multiple uses: Balancing the needs of linguists and philanthropic fundraisers*. Paper presented at the First North American Symposium on Corpora in Linguistics and Language Teaching, University of Michigan, Ann Arbor, MI.
- Connor, U., & Upton, T. (2000, March). *Computer learner corpora: Uses for research and testing*. Colloquium co-organizers at the annual meeting of the American Association of Applied Linguistics, Vancouver, British Columbia.
- Connor, U., & Upton, T. (2000, March). *Cross cultural differences in politeness: Data from a business English learner corpus*. Paper presented at the meeting of the American Association of Applied Linguistics (AAAL) Conference, Vancouver, British Columbia.
- Connor, U. & Upton, T. (2003, March). *The genre of grant proposals: A corpus linguistic analysis*. Paper presented at the meeting of the American Association of Applied Linguistics (AAAL) Conference, Arlington, VA.
- Connor, U., Upton, T., & Huh, Y. (2002, November). *Linguistic dimensions of non-profit grant proposals*. Poster presented at the Fourth North American Symposium of the American Association for Applied Corpus Linguistics, Indianapolis, IN.
- Connor, U., & Wagner, L. (1998, August). *Language use in grant proposals crossculturally: Spanish and English*. Invited presentation at the 11th Annual Symposium of the Indiana University Center on Philanthropy, "The Language and Rhetoric of Fund Raising," IUPUI, Indianapolis, IN.

- Crismore, A. (2001, February). *Rhetorical roles of metadiscourse and pronouns in Fundraising Letters*. Paper presented at the American Association of Applied Linguistics (AAAL) Conference, St. Louis, MO.
- Crismore, A. (2002, November). *Rhetorical roles of metadiscourse and pronouns in fundraising letters*. Poster session presented at the Fourth North American Symposium on Corpus Linguistics and Language Teaching, Indianapolis, IN.
- Goering, E. M. (2001, April). *From stranger to friend? business partner? assistant?: An analysis of fundraising discourse as relational communication*. Paper presented to the Organizational and Professional Communication Interest Group at the 2001 convention of the Central States Communication Association, Cincinnati, OH.
- Goering, E. M. (2002, June). *Show me the money: A cross-cultural comparison of fundraising as organizational communication*. Paper presented at the first meeting of the Russian Communication Association, Pyatigorsk, Russia.
- Goering, E. M. (2002, November). *Framing matters: An analysis of the metaphoric frames placed on relationships in fundraising letters*. Poster session presented at the Fourth North American Symposium on Corpus Linguistics and Language Teaching, Indianapolis, IN.
- Nagelhout, E., Connor, U., Goering, E., Steinberg, R. (2004, November). *Development and implications of a taxonomy for fundraising letters*. Paper presented at Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA), Los Angeles, CA.
- Upton, T. (2000, May). *Analyzing the grammatical, lexical, and rhetorical aspects of persuasion in non-profit direct mail letters*. In C. Roy (Chair) Investigating Communication Across Language Borders in the Community. International roundtable sponsored by IUPUI American Sign Language/English Interpreting Program and an IUPUI Interdisciplinary Project Grant, IUPUI, Indianapolis, IN.
- Upton, T. (2000, September). *A corpus analysis of EFL writers negotiating cross-cultural differences in politeness*. Paper presented at the International Symposium on Second Language Writing, Purdue University, West Lafayette, IN.
- Upton, T. (2000, November). *How to make a better pitch: Analyzing philanthropic discourse to inform practice*. Paper presented at the Indiana Center for Intercultural Communication's Brownbag series in Applied Language Studies, IUPUI, Indianapolis, IN.
- Upton, T. (2000, November). *How to make a better pitch: Analyzing philanthropic discourse to inform practice*. Paper presented at International Conference on Research & Practice in Professional Discourse, Hong Kong, China.
- Upton, T. (2001, February). *A moves analysis of philanthropic direct mail letters*. Paper presented at the American Association of Applied Linguistics (AAAL) Conference, St. Louis, MO.
- Upton, T., & Connor, U. (2001, March). *Moves and dimensions: The rhetorical and linguistic features of direct mail letters*. Paper presented at the annual meeting of the North American Symposium on Corpus Linguistics and Language Teaching, Boston, MA.
- Connor, U. (2002, April). *Discourse in the Professions: Practical Implications of Specialized Corpora*. Session organizer and chair, American Association of Applied Linguistics (AAAL) Conference, Salt Lake City, UT.
- Connor, U., & Gladkov, K. (2002, November). *Rhetorical Appeals in Direct Mail Fundraising Letters*. Poster presented at the Fourth North American Symposium of the American Association for Applied Corpus Linguistics, Indianapolis, IN.

- Connor, U., Upton, T., & Huh, Y. (2002, November). *Linguistic Dimensions of Non-Profit Grant Proposals*. Poster presented at the Fourth North American Symposium of the American Association for Applied Corpus Linguistics, Indianapolis, IN.
- Connor, U., & Gladkov, K. (2003, March). *Linguistic and rhetorical analysis of philanthropic discourse*. Paper presented at the Conference on College Composition and Communication (CCCC), New York City, NY.
- Connor, U. & Upton, T. (2003, March). *The genre of grant proposals: A corpus linguistic analysis*. Paper presented at the meeting of the American Association of Applied Linguistics (AAAL) Conference, Arlington, VA.
- Vasilopoulos, T., Goering, E., & Nagelhout, E. (2004, November). *Persuasion in fundraising letters: An interdisciplinary study*. Paper presented at Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA), Los Angeles, CA.