

## *Research and Scholarly Activities of ICIC 1998-2005*

### **Lectures**

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**Srikant Sarangi**

**Cardiff University, United Kingdom**

*The intercultural imperative in healthcare delivery: Insights from communication research for practice*

May 28, 2008

**Nataliya Semchynska-Uhl**

**Purdue University**

*Color symbolism in Ukrainian and American political discourse*

April 19, 2007

**Kenichi Namai**

**Waseda University, Japan**

*Japan and the Japanese people: What you won't find in the travel guides*

October 25, 2006

**John Swales**

**University of Michigan**

*Academic writing and academic speech: One grammar or two?*

February 8, 2006

**Srikant Sarangi**

**Cardiff University, United Kingdom**

*Communicative responsibility, discourse analysis, and diversity in healthcare delivery*

November 9, 2005

**Sandra Petronio**

**IUPUI, Communication Studies Department**

*When privacy fails*

September 21, 2005

**Sofija Micic**

**University of Belgrade, Serbia**

*Health communications across cultures: Teaching English at the Belgrade University School of Medicine*

January 18, 2005

**Andrew Cohen**

**University of Minnesota, CARLA**

*Learning styles, learning strategies, and motivation in second language learning*

November 15, 2004

**Jesús Fernández González**

**University of Salamanca, Spain**

*The world according to myself: Cultural communication and miscommunication*

September 24, 2004

**Karen Bishop**

**University of Southern Indiana, Department of English**

*Documenting institutional identity: Strategic writing in the IUPUI comprehensive campaign*

April 12, 2002

**Luis M. Proenza**

**President of The University of Akron**

*Remember the Alamo! Reflections on the Americanization of a Mexican*

April 3, 2001

**Panel discussion: John Parrish-Sprowl, Communication Studies Department, Beth Goering, Communication Studies Department; Aymérou Mbaye, English Department IUPUI**

*Internationalizing campus and curricula at IUPUI*

March 20, 2002

**Aymérou Mbaye,**

**IUPUI, Department of English**

*Trouble spots in ESL composition: the case of writers with French as L1 of instruction*

February 20, 2002

**Gene Halleck**

**Oklahoma State University, English Department**

*Rhetorical moves in successful TESOL conference proposals*

**January 26, 2001**

**Thomas Upton**

**IUPUI, English Department**

*The genre of direct mail letters*

November 8, 2000

**Avon Crismore**

**IUPUI Fort Wayne, English Department**

*Teaching university students to read and write critically*

October 4, 2000

**Paul Kei Matsuda**

**Purdue University, English Department**

*Defining second language writing: The formation of an interdisciplinary field*

April 26, 2000

**Panel discussion: Bengt Perssonrial, Bertil Olsson (Dalarna University), Tommy Andersson, Conny Carlson (Jarnbvaksklubben Metal), and retired U.S. Congressman Andy Jacobs, Jr.**

*A Swedish worker's experience: Working in a non-union American mini-mill*

October 22, 1999

**Thomas Upton**

**IUPUI, English Department**

*Cross-cultural differences in politeness: Data from an international learner English corpus*  
September 22, 1999

**Nils Erik Enkvist**  
**Academy of Finland**

*From sounds to cultures: On the territorial expansion of linguistics in the past half century*  
March 29, 2000

**Mary Theresa Seig**  
**IUPUI, English Department, ICIC**

*Cross-cultural differences in narrative: Japanese and English perspectives"*  
February 28, 2000

**Paul Heacock**  
**Cambridge University Press**

Commissioning Editor, ESL/EFL Reference  
*Using corpora for learners' dictionaries*  
February 16, 2000

**Cynthia Roy**  
**IUPUI, English Department**

*Interpreting as discourse*  
December 1, 1999

**Srikant Sarangi**  
**Cardiff University, United Kingdom**

*Rethinking "intercultural ideologies": The pragmatics and politics of deficit and difference*  
March 5, 1999

**Srikant Sarangi**  
**Cardiff University, United Kingdom**

*To inform and/or to advise?: Managing communicative frames in clinical genetics discourse*  
March 4, 1999

**Marta Antón, Foreign Languages and Cultures Department and Fred DiCamilla,**  
**Department of English**  
**IUPUI**

*Learners' Collaborative Interaction in Foreign Language Classroom*  
October 1, 1998

**Ulla Connor**  
**IUPUI, English Department, ICIC**

*Contrastive rhetoric: New research avenues*  
September 3, 1998

**Leonor Perez Ruiz**  
**Universidad de Valladolid, Spain, English Department,**

*Discussion on EFL teaching in Spain and medical abstracts written in English & Spanish*  
July 17, 1998

**Adina Levine**

**Bar-Ilan University, Israel, English Department**

*Learner retrospection in second- language acquisition on research*

January 4 – 17, 1998

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### **ICIC Visiting Scholars**

#### **2008**

Pornsiri Muangsamai, Ph.D.  
Kasetsart University, Thailand  
April-May 2008

Srikant Sarangi, Ph.D.  
Cardiff University, United Kingdom  
May 2008

#### **2006**

Kenichi Namai, Ph.D.  
Waseda University, Japan  
August-December 2006

#### **2005**

Srikant Sarangi, Ph.D.  
Cardiff University, United Kingdom  
October-November 2005

Dwight Atkinson, Ph.D.  
Temple University Japan  
July 2005

Miguel Ruiz Garrido, Ph.D.  
Universitat Jaume I, Spain  
June-August 2005

Ania Saorín Iborra, Ph.D.  
Universitat Jaume I, Spain  
August 2005

María Pilar Mur Dueñas  
Universidad de Zaragoza, Spain  
June-September 2005

#### **2004**

Lorena Suarez Tejerina  
Universidad de León, Spain  
July-December 2004

Sofija Mičić, Ph.D.

University of Belgrade, Serbia September  
2004-January 2005

#### **2002**

Ana Moreno, Ph.D.  
Universidad de León, Spain  
July-August 2002

#### **2001**

Gene Halleck, Ph.D.  
Oklahoma State University  
January-May 2001 (on sabbatical)

Gao Ling  
Guizhou University of Technology  
February-July 2001

#### **2000**

Gene Halleck, Ph.D.  
Oklahoma State University  
February 16, 2000

Ana Traversa  
Buenos Aires, Argentina  
January-March 2000

Avon Crismore, Ph.D.  
English Department, IUPU-Fort Wayne  
Spring 2000 (on sabbatical)

#### **1999**

Douglas Biber, Ph.D.  
Northern Arizona University  
November 4-5, 1999

Srikant Sarangi, Ph.D.  
Cardiff University, United Kingdom  
March 1999

Cynthia Mparutsa  
University of Zimbabwe  
March 1999

Dwight Atkinson, Ph.D.  
University of Alabama  
April 1999

Signe-Anita Lindgren  
Åbo Akademi University, Finland  
May 1999

Gene Halleck, Ph.D.  
Oklahoma State University  
June 1999

**1998**

Leonor Perez Ruiz  
Universidad de Valladolid, Spain  
July 1998

Douglas Biber, Ph.D.  
University of Northern Arizona  
August 1998

Tuija Virtanen, Ph.D.  
Växjö University, Sweden  
August 1998

Adina Levine, Ph.D.  
Bar-Ilan University, Israel  
January 1998

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### ICIC National and International Presentations

- Connor, U., & Rozycki, W. (2008, June). *Intercultural study of health literacy and medication adherence*. Fourth Conference on Intercultural Rhetoric and Written Discourse, IUPUI, Indianapolis, IN.
- Orlando, H., Alamyar, M., & Sediqi, F. (2008, June). *Examining the changing English language education and standards: Afghanistan*. Fourth Conference on Intercultural Rhetoric and Written Discourse, IUPUI, Indianapolis, IN.
- Rozycki, W. (2008, April). *ESP instruction and specialized disciplines: Engaging disciplinary language and culture*. Invited speaker at the International Conference on English Education, Shih Chien University, Taipei, Taiwan.
- Connor, U., & López Yunez, A. (2008, March). *Intercultural negotiation and health literacy*. Paper presentation at the AAAL Conference, Washington, D.C.
- Connor, U. (2008, April). *From contrastive to intercultural rhetoric*. Paper presentation at the 2008 TESOL Convention, New York, NY.
- Rozycki, W., Pylitt, L., & Connor, U. (2008, April). *Assessing intercultural competence among international medical graduates*. Paper presentation at the 2008 TESOL Convention, New York, NY.
- Rozycki, W., Pylitt, L., Connor, U., & Logio, L. (2008, March) *Assessing cultural knowledge: The ICA instrument*. Presentation at Faculty Development Day, Indiana Academy of Family Practice, Indianapolis, IN.
- Connor, U. (2008, February). *From contrastive to intercultural rhetoric*. Paper presented at the 3rd International Santa Barbara Conference on Writing Research: Writing Research Across Borders, University of California, Santa Barbara, CA.
- Rozycki, W., & Orlando, H. (2008, January). *Culture in the classroom: Application of traditional and 'small' culture approaches*. Keynote workshop at Institute for Learning and Teaching Excellence at IU Southeast, New Albany, IN.
- Connor, U. (2007, December). *Multidisciplinarity strengthens research*. Invited speaker at IUPUI University Faculty Club's "Reading at the Table" Speaker Series, Indianapolis, IN.
- Rozycki, W. (2007, December). *English language instruction in elementary schools: What can we learn from Korea?* Invited speaker at Hakuoh University, Japan.

- Rozycki, W. (2007, December). *English as a lingua franca: Implications for teaching English in Asia*. Invited speaker at Hannam University, Korea.
- Connor, U. (2007, November). *English as a lingua franca. Implications for teaching English in Europe*. Invited speaker at Universitat Jaume I, Castelló, Spain.
- Connor, U. (2007, November). *Intercultural communication*. Invited workshop at Universitat Jaume I, Castelló, Spain.
- Connor, U. (2007, November). *Intercultural rhetoric*. Invited speaker at Universitat Jaume I, Castelló, Spain.
- Connor, U. (2007, September). *Intercultural rhetoric*. Plenary speaker presentation at the 5<sup>th</sup> International Conference on Teaching and Researching EFL writing in China at Guiyang, China.
- Connor, U. (2007, October). *From contrastive to intercultural rhetoric*. Plenary speaker presentation at 22<sup>nd</sup> Communication Skills Workshop: Intercultural Communication in Post-Secondary Education, Vaasa, Finland.
- Connor, U. (2007, October). *English as a lingua franca. Implications for teaching English in Europe*. Plenary speaker presentation at 22<sup>nd</sup> Communication Skills Workshop: Intercultural Communication in Post-Secondary Education, Vaasa, Finland.
- Connor, U. (2007, October). *Intercultural communication*. Invited talk in Helsinki, Finland.
- Connor, U., & Rozycki, W. (2007, October). *Health literacy and disease knowledge. Preliminary findings from interviews with diabetes patients*. Talk at the International Conference on Communication in Healthcare in Charleston, SC.
- Rozycki, W., Pylitt, L., Connor, U., & Logio, L. (2007, October). *Assessment of cultural knowledge of international medical graduates: The interpersonal communication assessment (ICA)*. Poster session at the International Conference on Communication in Healthcare in Charleston, SC.
- Connor, U. (2007, November). *Culture, language, and the learner*. Plenary speaker presentation at 2007 INTESOL Conference, Carmel, IN.
- Connor, U., Goering, E., Hamilton, H., & Mac Neill, R. (2007, June). *Exploring health literacies in relation to prescription medication*. Paper presentation at the Communication, Medicine, & Ethics conference (COMET), University of Lugano, Switzerland.
- Connor, U., & Rozycki, W. (2007, June). *Assessing discourse knowledge of medical residents*. Colloquium presentation at the Third Biennial Conference on Intercultural Rhetoric and Discourse: Multiple Literacies Across Cultures, Ohio State University, Columbus, OH.
- Connor, U., & Upton, T.A. (2007, March). *Presentation skills for emergent ELT leaders*. Presentation at 2007 Leadership Development for Professional Growth strand of 2007 Leadership Development Certificate Program, TESOL conference, Seattle, WA.
- Connor, U., & Rozycki, W. (2007, March). *Intercultural communication and ESP. Points of intersection*. Paper presentation at TESOL conference, Seattle, WA.
- Connor, U., & Rozycki, W. (2007, March). *Small cultures in the classroom: Applying a new model of culture*. Edward C. Moore Symposium, Center for Teaching and Learning, IUPUI, Indianapolis.
- Connor, U. (2006, December). *Good practices in the writing center*. Invited speaker presentation at Good Practice Forum at Tsuda College, Tokyo, Japan.
- Connor, U. (2006, November). *Intercultural communication and health discourse*. Talk given to H626: Health Care Human Resource Management course (Natalia Rekhter).
- Connor, U. (2006, October). *Discourse structures and corpus linguistics*. Plenary speaker at American Association for Applied Corpus Linguistics conference (AAACL), Flagstaff, AZ.
- Connor, U. (2006, September). *Intercultural rhetoric and EFL writing*. Plenary speaker via video lecture at the Conference on Teaching EFL Writing. University of International Business and Economics, Beijing, China.
- Connor, U. (August, 2006). *Intersections of culture and language for specific purposes (LSP)*. Plenary speaker at conference on Icelandic as a Second Language/Icelandic as a Foreign Language, University of Iceland, Reykjavík.

- Connor, U., Rozycki, W., & Garrido, M. (2006, June). *Intercultural study of health literacy and medicine labels*. Paper presented at 4<sup>th</sup> Annual Interdisciplinary Conference on Communication, Medicine & Ethics, Cardiff University, United Kingdom.
- Connor, U., Rozycki, W., & Garrido, M. (2006, June). *Intercultural study of health literacy and medicine labels*. Paper presented at the AAAL Annual Conference, Montreal, Canada.
- Connor, U., Rozycki, W., & Garrido, M. (2006, June). *Intercultural study of health literacy and medicine labels*. Paper presented at the ICIC public lecture on health literacy, IUPUI, Indianapolis, IN.
- Connor, U. (2006, June). *Assessing communicative competence*. Plenary speaker at the Third International Symposium on ELT, Shantou University, China.
- Connor, U. (2006, June). *EFL Writing: Intercultural Implications of Testing Communicative Competence*. Keynote talk at the Fourth Symposium on EFL Writing Research and Teaching in China. University of International Business and Economics, Beijing, China.
- Connor, U., & Goering, E. (2006, April). *Writing direct mail letters that work*. Workshop given at the Center on Philanthropy, Indianapolis, IN.
- Connor, U. (2006, March). *Consultation session on issues related to second language writing*. Panel presentation at the 2006 CCCC Convention, Chicago, IL.
- Connor, U. (2006, March). *Intercultural rhetoric and ESL/EFL writing*. Panel organized at the 40<sup>th</sup> Annual TESOL Convention & Exhibit, Tampa Bay, FL.
- Connor, U. (2006, March). *Teaching and researching intercultural rhetoric*. Paper presented at the 40<sup>th</sup> Annual TESOL Convention & Exhibit, Tampa Bay, FL.
- Connor, U. (2005, October). *How like you our fish? International Englishes and the teaching of EFL*. Paper presented at the Chile TESOL 2<sup>nd</sup> National Conference, Universidad de Concepción, Concepción, Chile.
- Connor, U. (2005, October). *Intercultural rhetoric and the teaching of EFL writing*. Paper presented at the Chile TESOL 2<sup>nd</sup> National Conference, Universidad de Concepción, Concepción, Chile.
- Connor, U. (2005, October). *Intercultural rhetoric and the teaching of EFL writing*. Invited lecture at the Universidad de Chile, Santiago, Chile.
- Connor, U. (2005, October). *How like you our fish? International Englishes and the teaching of EFL*. Invited lecture at the Universidad Alberto Hurtado, Santiago, Chile.
- Connor, U. (2005, October). *Intercultural rhetoric*. Invited lecture at the Universidad Metropolitana de Ciencias de la Educación (UMCE), Santiago, Chile.
- Connor, U. (2005, October). *Intercultural rhetoric*. Invited lecture at the Santiago Binational Center workshop, Santiago, Chile.
- Connor, U. (2005, September). *Intercultural rhetoric: New theories, new agendas*. Invited speaker presentation at the University of Helsinki, Finland.
- Anthony, M. (2005, July). *Intercultural rhetoric for the writing center*. Poster session at the Second Intercultural Rhetoric and Written Discourse Analysis Conference, IUPUI, Indianapolis, IN.
- Connor, U., & Anthony, M. (2005, July). *Semantic variation in persuasive appeals of fundraising letters*. Paper presented at the World Congress of Applied Linguistics, Madison, WI.
- Connor, U., & Nagelhout, E. (2005, July). *Research on fundraising letters*. Panel organized for the World Congress of Applied Linguistics, Madison, WI.
- Naghelout, E. (2005, July). *Understanding persuasion in fundraising letters: An experimental approach*. Paper presented at the World Congress of Applied Linguistics, Madison, WI.
- Connor, U. (2005, July). *Intercultural rhetoric – further defined*. Plenary at the Second Intercultural Rhetoric and Written Discourse Analysis Conference, IUPUI, Indianapolis, IN.
- Connor, U., Rozycki, W., & McIntosh, K. (2005, July). *Culture in an ESP program*. Poster presentation at the Second Intercultural Rhetoric and Written Discourse Analysis Conference, IUPUI, Indianapolis, IN.

- Connor, U., Robillard, M., & Añino, A. (2005, July). *Literacy case study and intercultural rhetoric as an alternative method to assess elementary school second language learners*. Paper presented at the Second Annual Intercultural Rhetoric and Written Discourse Analysis Conference, IUPUI, Indianapolis, IN.
- Connor, U., & Upton, T.A. (2005, May). *Understanding the moves of grant proposals: Exploring the role of stance*. Paper presented at the American Association for Applied Corpus Linguistics Conference, Ann Arbor, MI.
- Connor, U. (2005, March). *Autoethnography of public speaking*. Paper presented at the International Teachers of English to Speakers of Other Languages Conference, San Antonio, TX.
- Connor, U. (2005, March). *Methods of intercultural rhetoric research*. Paper presented at International Teachers of English to Speakers of Other Languages Conference, San Antonio, TX.
- Connor, U. (2005, March). *New trends in contrastive and intercultural rhetoric*. Paper presented at International Teachers of English to Speakers of Other Languages Conference, San Antonio, TX.
- Connor, U., & Anthony, M. (2005, March). *Internationalizing the classroom: Contrastive rhetoric in composition instruction*. Paper presented at Conference on College Composition and Communication, San Francisco, CA.
- Connor, U., Robillard, M., & Añino, A. (2005, March). *Case study and contrastive/intercultural rhetoric as alternative methods to assess bilingual children's literacy*. Invited paper and workshop for Teachers of English to Speakers of Other Languages (TESOL) Research Symposium: Left Behind: The Contribution of Alternative Research Methodologies to Understanding and Evaluating English Language Policy and Practice in the No Child Left Behind Age, San Antonio, TX.
- Rozycki, W. & Pocock, A. (2005, March). *Pilot training program for international postdoctoral researchers*. Paper presented at International Teachers of English to Speakers of Other Languages Conference, San Antonio, TX.
- Connor, U. (2004, November). *From contrastive to intercultural rhetoric*. Lecture presented in the Distinguished Lecture Series, Temple University Japan, Tokyo and Osaka, Japan.
- Goering, E. (2004, November). *Framing matters: Communicating relationships through metaphor in fundraising texts*. Paper presented at the National Communication Association Conference, Chicago, IL.
- Nagelhout, E., Connor, U., Goering, E., & Steinberg, R. (2004, November). *Development and implications of a taxonomy for fundraising letters*. Paper presented at the Association for Research on Nonprofit Organizations and Voluntary Action Conference, Los Angeles, CA.
- Vasilopoulos, T., Goering, E., & Nagelhout, E. (2004, November). *Persuasion in fundraising letters: An interdisciplinary study*. Paper presented at the Association for Research on Nonprofit Organizations and Voluntary Action Conference, Los Angeles, CA.
- Connor, U. (2004, July). *What is in a name? From contrastive to intercultural rhetoric*. Plenary presentation at the Contrastive Rhetoric and Written Discourse Analysis Conference, IUPUI, Indianapolis, IN.
- Nagelhout, E. (2004, July). *An overview of qualitative research methods*. Paper presented at the ICIC Summer Institute on Contrastive Rhetoric, IUPUI, Indianapolis, IN.
- Connor, U. (2004, May). *Written discourse analysis. Focus on methods*. Paper presented at the 2004 American Association of Applied Linguistics Annual Conference, Portland, OR.
- Connor, U. (2004, May). *Intercultural rhetoric research: Beyond texts*. Paper presented at the 2<sup>nd</sup> Symposium on Intercultural, Cognitive, and Social Pragmatics, Seville, Spain.
- Connor, U., & Upton, T. (2004, May). *Stance in nonprofit grant proposals*. Paper presented at the 2004 American Association of Applied Linguistics Annual Conference, Portland, OR.
- Connor, U., Gao, J., & Nagelhout, E. (2004, May). *Semantic variation in persuasive appeals of fundraising letters*. Paper presented at the American Association of Applied Corpus Linguistics Conference Montclair State University, Upper Montclair, NJ.

- Upton, T., & Connor, U. (2004, May). *Investigating stance in the rhetorical moves of grant proposals*. Paper presented at the annual meeting of the American Association of Applied Linguistics, Portland, OR.
- Connor, U., Rozycki, W., & McIntosh, K. (2004, April). *Culture in ESP*. Paper presented at the 2004 Annual Teachers of English to Speakers of Other Languages Convention, Long Beach, CA.
- Connor, U. (2003, December). *Ask and ye shall receive: Corpus linguistic analyses of philanthropic fundraising letters*. Paper presented at Åbo Akademi University, Finland.
- Connor, U. (2003, May). *Grant proposals as an academic genre*. Paper presented at the Universidad Politécnica de Madrid, Madrid, Spain.
- Mbaye, A. (2003, May). *The diverse world of Islam: The example of Senegal in West Africa*. Paper presented at a workshop for grades 3-8 teachers organized by the Indiana Department of Education and the Geography Educators Network of Indiana, Washington Township Administration Building, Indianapolis, IN.
- Mbaye, A. (2003, April). *International postdocs challenges in research labs: Language, situated literacy and big D Discourse*. Paper presented at the 4<sup>th</sup> IUPUI Symposium highlighting the Research of Minority Faculty, IUPUI, Indianapolis, IN.
- Connor, U., & Upton, T. A. (2003, March). *The genre of grant proposals: A corpus linguistic analysis*. Paper presented at the meeting of the American Association of Applied Linguistics Conference, Arlington, VA.
- Connor, U., & Gladkov, K. (2003, March). *Linguistic and rhetorical analysis of philanthropic discourse*. Paper presented at the Conference on College Composition and Communication, New York, NY.
- Mbaye, A. (2003, March). *Learning about Africa through ICIC programs*. Paper presented at the Spring Indiana Consortium for International Programs conference, ICIP. Abe Martin Lodge, Brown County State Park, Brown County, IN.
- Mbaye, A. (2003 February). *Panel presentation on African Americans and Africans relationship*. IUPUI International House Forum on the occasion of Black History Month, Indianapolis, IN.
- Connor, U. (2003, January). *Language death: Is Finnish finished?* Presented at the Indianapolis Woman's Club, Indianapolis, IN.
- Connor, U. (2002, January). *Discourse of fundraising*. Paper presented at the School of Business, Aarhus University, Aarhus, Denmark.
- Connor, U. (2002, March). *Culture, identity, and contrastive rhetoric*. Paper presented at the Conference on College Composition and Communication, Chicago, IL.
- Connor, U. (2002, April). *Contrastive rhetoric and the teaching of L2 academic writing to multilingual learners*. Paper presented at the International TESOL Conference, Salt Lake City, UT.
- Connor, U. (2002, April). *Discourse in the professions: Practical implications of specialized corpora*. Organized and chaired a session at the AAAL Conference in Salt Lake City, UT.
- Connor, U. & Mbaye, A. (2002, April). *Cross-cultural issues of academic literacy in U.S. research labs: Fronting the socialization dimension*. Paper presented at the AAAL Conference in Salt Lake City, UT.
- Connor, U. (2002, October). *A research agenda for contrastive rhetoric in the 21<sup>st</sup> century*. Paper presented at the Roundtable on Contrastive Rhetoric, Purdue University, Lafayette, IN.
- Connor, U. (2002, October). *Cultural diversity*. Presented at the 12<sup>th</sup> Annual Asian Festival, Indianapolis, IN.
- Connor, U. (2002, November). *Contrastive rhetoric: New agendas for the 21<sup>st</sup> century*. Invited lecture for the department of second language studies at the University of Illinois, Champaign-Urbana, IL.
- 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. (2002, December). *Directions and challenges for contrastive rhetoric in the 21<sup>st</sup> century*. Invited lecture for the Societas Scientiarum Fennica, Helsinki, Finland.
- Upton, T. (2001, February). *A moves analysis of philanthropic direct mail letters*. In T. Upton (Chair), *How to make a better pitch: Analyzing philanthropic discourse through corpus linguistics*. Colloquium conducted at the annual meeting of the American Association of Applied Linguistics, St. Louis, MO.
- Connor, U. (2001, February). *Persuasive appeals in direct mail letters: A pilot study*. Paper presented at the American Association of Applied Linguistics Conference, St. Louis, MO.
- Halleck, G., & Connor, U. (2001, February). *Rhetorical moves in TESOL conference proposals*. Paper presented at the American Association of Applied Linguistics Conference, St. Louis, MO.
- Connor, U. (2001, February). *Contrastive rhetoric: New directions*. Paper presented at the meeting of the Teachers of English to Speakers of Other Languages, St. Louis, MO.
- Connor, U., & Upton, T. (2001, February). *Teaching argumentative writing in the ESL composition class*. Paper presented at the meeting of the Teachers of English to Speakers of Other Languages, 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. (2001, March). *Contrastive rhetoric: New directions*. Presented at the Second International Conference on Contrastive Rhetoric: Linguistics, Culture and Teaching, Cairo, Egypt.
- Connor, U. (2001, April). *Rhetorical appeals in fundraising discourse*. Presented in the Lecture Series of the Department of English, Miami University of Ohio.
- Connor, U. (2001, May). *Changing currents in contrastive rhetoric: An argument for a new research paradigm*. Plenary Speaker Presentation at the AESLA Conference, León, Spain.
- 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 Conference, Vancouver, British Columbia.
- Connor, U. (2000, March). *Changing currents in contrastive rhetoric: An emerging research paradigm*. Paper presented at the meeting of the Teachers of English to Speakers of Other Languages, Vancouver, British Columbia.
- Connor, U., & Duerksen, A. (2000, March). *Competence of ITAs: Lessons from genre analysis and academic literacy*. Paper presented at the meeting of the Teachers of English to Speakers of Other Languages, Vancouver, British Columbia.
- Connor, U. (2000, April). *Changing currents in contrastive rhetoric*. Paper presented at the Conference on College Composition and Communication, Minneapolis, MN.
- 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.
- Connor, U. (2000, November). *Contrastive Rhetoric: New paradigms*. Opening Plenary at the Regional English Conference on Language and Change, Lebanese American University, Beirut, Lebanon.
- 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, Finland.
- Connor, U. (1999, February). *Linguistic corpora for ESP instruction*. Lecture presented at the meeting of the TESOL Club, University of Cincinnati, OH.
- Connor, U. (1999, February). *Contrastive rhetoric and its applications*. Presentation at the Lecture Series of the English Language Institute, University of Michigan, Ann Arbor, MI.
- Connor, U. (1995, February). *Textlinguistics and the Finnish writer*. Presentation at the Lecture Series of the Department of Linguistics, University of Michigan, Ann Arbor, MI.
- Connor, U. (1999, March). *Grant proposals as persuasive genre: A corpus approach*. Paper presented at the American Association for Applied Linguistics Conference, Stamford, CT.
- Levine, A., Oded, B., Connor, U., & Asons, I. (1999, March). *Variation in EFL/ESL peer response*. Paper presented at the TESOL Conference, New York City, NY.
- Precht, K. (1999, March). *Teaching effective hedging and metalanguage use*. Presentation at TESOL '99: Avenues to success, New York City.
- 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, Ann Arbor, MI.
- Connor, U. (1999, May). *Business English corpus: Learner data from three countries*. Presentation at the Polytechnic University of Hong Kong, Hong Kong, China.
- Connor, U., & Precht, K. (1999, May). *Developing a corpus of fund-raising materials for the use of researchers and practitioners*. Conference on North American Corpus Linguistics, University of Michigan, Ann Arbor, MI.
- Connor, U. (1999, May). *Business English corpus: Learner data from three countries*. Presentation to the Applied Linguistics Club, Polytechnic University of Hong Kong, China.
- Connor, U., & Upton, T. (1999, July). *Variation in politeness strategies in letters of application across cultures*. Paper presented at the international Learner Corpus Workshop, Showa Women's University, Tokyo, Japan.
- Upton, T., & Connor, U. (1999, August). *Variation in politeness strategies in letters of application across cultures*. Paper presented at the International Congress of Applied Linguistics, Tokyo, Japan.
- Connor, U. (1998, February). *Contrastive rhetoric*. Invited presentation to the Department of English, University of Madrid, Spain.
- Connor, U., & Schumacher, S. (1998, March). *Mapping discourses of management: Data from the U.S. pilot projects*. Paper presented at the American Association for Applied Linguistics Conference, Seattle, WA.
- Connor, U. (1998, April). *Contrastive rhetoric: Issue of genre*. Paper presented at the Conference on College Composition and Communication, Chicago, IL.
- Connor, U. (1998, April). *The discourse of international business communication*. Plenary speaker presentation at the Discourse Symposium at Växjö University College, Sweden.
- Connor, U. (1998, May). *Contrastive rhetoric research*. Invited speaker presentation to the Department of English, Gothenburg University, Sweden.
- Connor, U. (1998, May). *Teaching EFL writing*. Invited workshop presented to the Department of English, Lund University, Sweden.

- Connor, U., & Wagner, L. (1998, August). *Language use in grant proposals crossculturally: Spanish and English*. Invited presentation at the 11<sup>th</sup> Annual Symposium of the Indiana University Center on Philanthropy, "The Language and Rhetoric of Fund Raising," IUPUI, Indianapolis, IN.
- Connor, U. (1998, September). *Contrastive rhetoric: New research avenues*. Opening Plenary presentation at the British Association of Applied Linguistics, Manchester, England.
- Connor, U. (1998, September). *Text analysis and EFL writing assessment: Evidence from crosscultural learner corpora*. Featured speaker presentation at a Symposium on Second Language Writing, Purdue University, West Lafayette, IN.
- Schumacher, S. (1998, November). *Two U.S. managers: A case study comparison of spoken & written discourse*. Presentation at Association for Business Communication. Presentation at the Annual Convention, San Antonio, TX.
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### ICIC Publications

- Connor, U., Rozycki, W., Ruiz-Garrido, M., Goering, E., Koehler, J., & Kinney, E. (in press). Intercultural study of patient-directed medicine labeling: Text differences between the United States and Spain. *Communication & Medicine*.
- Connor, U. (2008). Mapping multidimensional aspects of research: Reaching to intercultural rhetoric. In U. Connor, E. Nagelhout, & W. Rozycki (Eds.), *From contrastive to intercultural research in rhetoric*. Amsterdam: John Benjamins.
- Connor, U., Nagelhout, E., & Rozycki, W. (2008). Introduction. In U. Connor, E. Nagelhout, & W. Rozycki (Eds.), *From contrastive to intercultural research in rhetoric*. Amsterdam: John Benjamins.
- Goering, E., Steinberg, R., Connor, U., & Nagelhout, E. (2008). Persuasion in fundraising letters: An interdisciplinary study. Manuscript submitted for publication to *Nonprofit and Voluntary Sector Quarterly*.
- Atkinson, D., & Connor, U. (2007). Multilingual writing development. In C. Bazerman (Ed.), *Handbook of writing research. History, society, school, individual, text* (pp. 515-532). New York: Lawrence Erlbaum Associates.
- Biber, D., Connor, U., & Upton, T.A. (2007). *Discourse on the move. Using corpus analysis to describe discourse structure*. Amsterdam: John Benjamins.
- Connor, U. (2007). EFL writing: Intercultural implications of testing communicative competence. In J. Liu (Ed.). *English language teaching: New approaches, perspectives and standards*. London: Continuum.
- Connor, U., Nagelhout, E., & Rozycki, W. (Eds.) (2007). *Contrastive rhetoric: Reaching to intercultural rhetoric*. Amsterdam: John Benjamins.
- Wolf, M. S., Lee, C., Clayman, M., Osborne, C., Connor, U., Parker, R. M., & Davis, T. C. (2007). Health literacy and cognition directed at prescription medication use. *Patient Education & Counseling*.
- Connor, U. (2006). Fear and loathing on the convention stage. *Essential Teacher*, 3(4), 22-24.
- Connor, U., Rozycki, W., & McIntosh, K. (2006). Culture in an English-language training program. *Asian Journal of English Language Teaching*, 16, 89-112.
- Connor, U., Ruiz-Garrido, M., Fortanet, I., & Palmer, J.C. (2006). *Análisis contrastivo de la comunicabilidad del prospecto de los medicamentos en España y en Estados Unidos*. [Contrastive analysis on the communicability of medication information from Spain and the United States.] In B. Gallardo Pauls, C. Hernández Sacristán, & V. Moreno Campos (Eds.), *Lingüística Clínica y Neuropsicología Cognitiva. Actas del Primer Congreso Nacional de Lingüística Clínica. Vol. 3. Lingüística Interaccional en Ámbitos de Salud* (pp. 140-152). Valencia, Spain: Universitat Jaume I.
- Halleck, G., & Connor, U. (2006). Rhetorical moves in TESOL conference proposals. *Journal of English for Academic Purposes*, 5, 70-86.

- Connor, U. (2005). Comment on "Toward critical contrastive rhetoric" by Ryuko Kubota and Al Lehner. *Journal of Second Language Writing*, 14(2), 132-136.
- Connor, U., & Moreno, A. (2005). Tertium comparationis. A vital component in contrastive rhetoric research. In P. Bruthiaux, D. Atkinson, W. G. Eggington, W. Grabe, & V. Ramanathan (Eds.) *Directions in applied linguistics* (pp. 153-164). Clevedon, England: Multilingual Matters.
- Folman, S., & Connor, U. (2005). Writing from sources in two cultural contexts. In T. Kostouli (Ed.), *Writing in context(s): Textual practices and learning processes in sociocultural settings* (pp. 165-184). New York: Springer. (Reprinted from *Megamot – Behavioral Sciences Quarterly*, 38(2), 1997).
- Connor, U., & Moreno, A. (2005). Tertium comparationis. A vital component in contrastive rhetoric research. In P. Bruthiaux, D. Atkinson, W.G. Eggington, W. Grabe, V. Ramanathan (Eds.), *Directions in applied linguistics* (pp. 153-164). Clevedon, England: Multilingual Matters.
- Connor, U., & Gladkov, K. (2004). Rhetorical appeals in fundraising direct mail letters. In U. Connor & T. Upton (Eds.), *Discourse in the professions: Perspectives from corpus linguistics* (pp. 257-286). Amsterdam/Philadelphia: John Benjamins.
- Connor, U., & Mbaye, A. (2004). International postdoc challenges in research labs: Language, situated literacy, and "Big D" discourse. In I. Bäcklund, U. Börestam, U. M. Marttala, & H. Näslund (Eds.), *Text i arbete/Text at work: Essays in honour of Britt-Louise Gunnarrson. 12 January 2005* (pp. 280-288). Uppsala, Sweden: Uppsala University Press.
- Connor, U., & Upton, T. (Eds.). (2004). *Applied corpus linguistics: A multidimensional perspective*. Amsterdam/New York: Rodopi Publishers.
- Connor, U., & Upton, T. (Eds.). (2004). *Discourse in the professions: Perspectives from corpus linguistics*. Amsterdam/Philadelphia: John Benjamins.
- Connor, U., & Upton, T. (2004). The genre of grant proposals: A corpus linguistics analysis. In U. Connor & T. Upton (Eds.), *Discourse in the professions: Perspectives from corpus linguistics* (pp. 235-256). Amsterdam/Philadelphia: John Benjamins.
- Goering, E. (2004). Framing matters: Communicating relationships through metaphor in fundraising texts. In T. Upton & U. Connor (Eds.), *Discourse in the professions: Perspectives from corpus linguistics*. (pp. 287-306). Amsterdam/Philadelphia: John Benjamins.
- Halleck, G., & Connor, U. (2004). Rhetorical moves in TESOL conference proposals. *Journal of English for Academic Purposes*.
- Connor, U. (2003). Changing currents in contrastive rhetoric: Implications for teaching and research. In B. Kroll (Ed.), *Exploring the dynamics of second language writing* (pp. 218-241). New York: Cambridge University Press.
- 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. (2003). Directions and challenges for contrastive rhetoric in the 21<sup>st</sup> century. *Sphinx. Yearbook 2002-2003. Societas Scientiarum Fennica* (pp. 61-71). Helsinki, Finland: Multiprint OY.
- Connor, U. (2003). Persuasion in the language of grant proposals. In H. Halmari & T. Virtanen (Eds.), *Linguistic study of persuasion*. Amsterdam/Philadelphia: John Benjamins.
- 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). Contrastive rhetoric & academic writing: Multiple texts, multiple identities. *Forum. Applied Linguistics Newsletter* 23, 1, 1, 6.
- Connor, U. (2002). Epilogue: Case studies in cross-cultural fundraising. *The CASE International Journal of Educational Advancement* 3(2), 173-176.
- Connor, U. (2002). New directions in contrastive rhetoric. *TESOL Quarterly* 36(4), 493-510.
- Connor, U., & Mbaye, A. (2002). Discourse approaches to writing assessment. *Annual Review of Applied Linguistics* 22, 263-278.

- 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: John Benjamins.
- Levine, A., Oded, B., Connor, U., & Asons, I. (2002). Variation in EFL-ESL peer response. *TESL-EJ. Teaching English as a Second or Foreign Language* 6, 3.
- Connor, U. (2001). Contrastive rhetoric redefined. Preface in C. G. Panetta (Ed.), *Contrastive rhetoric theory revisited and redefined* (pp. 75-78). Mahwah, NJ: Lawrence Erlbaum Associates.
- Connor, U. (2001). Contrastive rhetoric: New directions. In M. Gill, A. W. Johnson, L. M. Koski, R. D. Sell, & G. Wårvik (Eds.), *Language, learning, literature. Studies presented to Håkan Ringbom* (pp. 33-58). Turku, Finland: Åbo Akademi University Press.
- Connor, U. (2001). Changing currents in contrastive rhetoric: New paradigms. In V. Colwell & A. I. Moreno (Eds.), *Recent perspectives on discourse* (pp. 27-56). León, Spain: University of León Press.
- Connor, U. & Seig, M. (2001). *Language and the global workplace. A handbook for Indiana businesses*. Indianapolis, Indiana: ICIC. (44 pp.).
- Belcher, D., & Connor, U. (Eds.). (2001). *Reflections on multiliterate lives*. Clevedon, Avon: Multilingual Matters.
- 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.
- Connor, U. (2000). Variation in rhetorical moves in grant proposals of U.S. humanists and scientists. *Text* 20(1), 1-28.
- Connor, U. (1999). My journey through contrastive rhetoric: A literacy autobiography. In G. Braine (Ed.), *Non-native educators in English language teaching* (pp. 29-42). Mahwah, NJ: Lawrence Erlbaum Associates.
- Connor, U. (1999). How like you our fish? Accommodation in international business communication. In M. Hewings & C. Nickerson (Eds.), *Business English: Research into practice* (pp. 115-128). New York: Longman.
- Connor, U. (1999). Second language writing. In B. Spolsky (Ed.), *Concise encyclopedia of educational linguistics*. London: Elsevier. (Reprinted, with updates, from *Encyclopedia of language and linguistics*, Pergamon, 1995.)
- Connor, U., & Mauranen, A. (1999). Linguistic analysis of grant proposals: European Union research grants. *English for Specific Purposes* 18(1), 47-62.
- Connor, U., & Wagner, L. (1999). Language use in grant proposals by nonprofits: Spanish and English. *New directions for philanthropic fundraising* 22, 59- 74.
- Connor, U. (1998). Comparing research and not-for-profit grant proposals. *Written discourse in philanthropic fund raising. Issues of language and rhetoric* (pp. 45-64). Indiana University Center on Philanthropy. Working Papers, 98-113. Indianapolis, IN.
- Connor, U. (1998). Contrastive rhetoric: Developments and challenges. *Studia Anglica Posnaniensia* 33, 105-116.
- 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.

## Grants

### 2008

IUPUI Office of Academic Affairs, "Conference on Intercultural Rhetoric and Discourse" (\$3,000)

**2007**

2007-2009, Eli Lilly Foundation, "Project for Health Literacy and Patient Adherence," (\$480,000)

**2005**

IU European Union Center of Excellence, "Workshop on Medical Discourse EU-US" (ca. \$6,000).

International Development Fund grant, "Medicine Labeling: Intercultural Accessibility and Compliance" (\$5,000).

IU New Frontiers in Arts & Humanities Program Grant, "Visionary Scholar" (\$16,407).

The Department of Research and Graduate Education, Development funding for international postdoc training pilot program (\$19,000).

**2004**

Central Indiana Community Foundation, The Indianapolis Foundation Grant, "Workshops for ESL volunteer tutors," with C. Fischer (\$4,140)

IU Center on Philanthropy, "Persuasion in fundraising letters: An interdisciplinary study," with E. Nagelhout (\$44,260)

**2003**

Indiana University Center on Philanthropy Grant, "Persuasion in Fundraising Letters: An Interdisciplinary Study," with E. Nagelhout (\$44,260)

Central Indiana Community Foundation, The Indianapolis Foundation Grant, "Workshops for ESL Volunteer Tutors," with C. Fischer (\$4,140)

**2002**

IUPUI International Development Fund Grant, "Expanding and Diversifying ICIC Programs with Overseas Participants," with A. Mbaye (\$8,848).

IUPUI International Development Fund Grant, "Development of an EFL Program for Kabul University, Afghanistan" (\$12,000).

IUPUI Small Grants for Teaching Using New Technology, "Creating a CD ROM of Philanthropic Fundraising Discourse," with K. Gladkov (\$2,423).

IUPUI Small Grants for Teaching Using New Technology, "Creating Computer Lessons for Teaching Linguistic Discourse through Philanthropic Fundraising Corpus," with K. Gladkov (\$3,368).

**2000**

Indiana University Center on Philanthropy, "Fundraising Practices Internationally: A Planning Study," with Thomas Upton (\$49,910).

**1999**

Indiana University Center on Philanthropy, "Development of Linguistic Corpus of Fund Raising Texts" (\$49,000).

International Development Fund Grant, IUPUI (\$7,000).

**1998**

IUPUI Research Incentive Fund, "Development of Linguistic Textbanks" (\$159,000).

Indiana Humanities Council, "Development of Linguistic Corpus of Philanthropic Fund Raising Materials – A Conference" (\$980).

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**Conferences Organized**

**2008**

Fourth Conference on Intercultural Rhetoric and Written Discourse, IUPUI, Indianapolis, IN, June 3-5, 2007

**2005**

Second Annual Intercultural Rhetoric and Written Discourse Analysis Conference, IUPUI, Indianapolis, IN, July 22-23, 2005

**2004**

Contrastive Rhetoric and Written Discourse Analysis Conference, IUPUI, Indianapolis, IN, July 31, 2004

**2002**

Ulla Connor, Co-Chair, Roundtable on Contrastive Rhetoric, Purdue University, Lafayette, IN, October 2002.

Ulla Connor, Co-Chair, The Fourth North American Symposium of the American Association for Applied Corpus Linguistics, Indianapolis, IN, November 1-3, 2002.

**1998**

Ulla Connor, Member, Planning Committee of the International Symposium "Taking Fund Raising Seriously: Issues of Language and Rhetoric," Indianapolis, Indiana, August 1998.