

## Publications

1. Nickerson, C. and Crawford Camiciottoli, B. (2013) Business English as a Lingua Franca in advertising texts in the Gulf: Analyzing the attitudes of the Emirati community. *Journal of Business and Technical Communication*, 27, 3, 329-352.
2. Crawford Camiciottoli, B. (2012) "Bigger, a lot bigger, massively much bigger": A comparative study of hyperbole in business and economics lectures. In Herrera Soler, H. and White, M. (eds.), *Metaphors and Mills. The Use of Figurative Language in Business and Economics*, Berlin: De Gruyter Mouton, pp. 201-222. (invited contribution)
3. Crawford Camiciottoli, B. (2012) Oral financial reporting: a rhetorical analysis of earnings calls. *Financial Reporting*, n. 4/2012, pp. 15-34.
4. Crawford Camiciottoli, B. (2012) Downplaying the downturn: A critical analysis of interdiscursivity in earnings calls". In Gillaerts, P., de Groot, E., Dieltjens, S., Heynderickx, P. (eds.) *Researching Discourse in Business Genres. Cases and Corpora*. Bern: Peter Lang, pp. 163-180.
5. Crawford Camiciottoli, B. (2012) Variation in persuasive financial discourse: face-to-face vs. teleconference earnings presentations, *Anglistica AION An Interdisciplinary Journal*, 16:1-2, 41-56.
6. Crawford Camiciottoli, B. (2011) Ethics and ethos in financial reporting: Analyzing persuasive language in earnings calls. *Business Communication Quarterly*, 74, 3, 298-312.
7. Crawford Camiciottoli, B. (2010) Earnings calls: exploring an emerging financial reporting genre. *Discourse & Communication*, 4, 4, 343-359.
8. Crawford Camiciottoli, B. (2010) A corpus-informed approach to teaching lecture comprehension skills in English for Business Studies. In M.C. Campoy-Cubillo, B. Bellés Fortuño, L. Gea-Valor (eds.), *Corpus-Based Approaches to ELT*. London and New York: Continuum, 95-106.
9. Crawford Camiciottoli, B. (2010) Meeting the challenges of European student mobility: Preparing Italian Erasmus students for business lectures in English, *English for Specific Purposes*, 29, 4, 268-280.
10. Crawford Camiciottoli, B. (2010) Discourse connectives in genres of financial disclosure: earnings calls vs. earnings releases. *Journal of Pragmatics*, 42, 3, 650-663.
11. Crawford Camiciottoli, B. (2009) 'Just wondering if you could comment on that': indirect requests for information in corporate earnings calls. *Text & Talk*, 29, 6, 661-681.
12. Crawford Camiciottoli, B. (2009) The teaching style of the business educator: A corpus-based investigation of the relationship between language and identity. *International Journal of Business & Economics*, 9, 117-136. Also published in F. Ciampi (Ed.) *Emerging Issues and Challenges in Business & Economics: Selected Contributions from the 8th Global Conference*. Firenze: Firenze University Press, 213-233.
13. Crawford Camiciottoli, B. (2009) Collective and individual identities in business studies lectures. In M. Gotti (ed.) *Commonality and Individuality in Academic Discourse*. Bern: Peter Lang, 141-160.
14. Crawford Camiciottoli, B. (2008) Interaction in academic lectures vs. written text materials: the case of questions, *Journal of Pragmatics*, 40, 7, 1216-1231.
15. Crawford Camiciottoli, B. (2007) *The Language of Business Studies Lectures: A corpus-assisted analysis*. [Pragmatics & Beyond New Series n. 157] Amsterdam/Philadelphia John Benjamins.  
Reviewed in:
  - *Applied Linguistics*, 30:3 (2009), 453-456, G. Jacobs.
  - *Linguistics and Education*, 19:2 (2008), 200-201, J. Salehzadeh.
  - *International Journal of Corpus Linguistics* (2008), 13 (1): 135-138, P. Thompson.
  - *Linguist List* (2008), LL Issue: 19.1066. <http://linguistlist.org/pubs/reviews>, B. Loudermilk.
16. Crawford Camiciottoli, B. (2006) Rhetorical strategies of company executives and investment analysts: Textual metadiscourse in corporate earnings calls. In V. K. Bhatia and M. Gotti (eds.) *Explorations in Specialized Genres*. Bern: Peter Lang, 115-133.
17. Crawford Camiciottoli, B. (2006) Corporate earnings calls: a hybrid genre? In I. Fortanet Gómez, J.C. Palmer Silveira, M. Ruiz Garrido (eds.) *English for International and Intercultural Business Communication*. Bern: Peter Lang, 109-138.
18. Del Lungo Camiciotti, G. Dossena, M. e Crawford Camiciottoli, B. (a cura di) (2006) *Variation in Business and Economics Discourse: Diachronic and Genre Perspectives*. Rome: Officina Edizioni.
19. Crawford Camiciottoli, B. (2005) Adjusting a business lecture for an international audience: a case study. *English for Specific Purposes*, 24, 2, 183-199.
20. Crawford Camiciottoli, B. (2004) Interactive discourse structuring in L2 guest lectures: some insights from a comparative corpus-based study, *Journal of English for Academic Purposes*, 3, 1, 39-54

21. Crawford Camiciottoli, B. (2004) Audience-oriented relevance markers in business studies lectures. In G. Del Lungo Camiciotti and E. Tognini Bonelli (eds.). *Academic Discourse: Linguistic Insights into Evaluation*, Bern 2004: Peter Lang, pp. 81-97.
22. Crawford Camiciottoli, B. (2004) Interacting with the audience: modality in cross-cultural business lectures. In R. Facchinetti and F. Palmer (Eds.) *English Modality in Perspective. Genre Analysis and Contrastive Studies*. Frankfurt am Main: Peter Lang, pp. 27-43.
23. Crawford Camiciottoli, B. (2004) Walking on unfamiliar ground: interactive discourse markers in guest lectures. In L. Haarman, J. Morley and A. Partington (Eds.) *Corpora and Discourse*. Bern: Peter Lang, pp. 91-106.
24. Crawford Camiciottoli, B. (2004) Non-verbal communication in intercultural lectures. In M. Bondi, L. Gavioli, M. Silver (eds.) *Academic Discourse, Genre and Small Corpora*. Roma: Officina Edizioni, pp. 35-52.
25. Crawford Camiciottoli, B. (2004) Metaphor as evaluation in business studies lectures. In L. Anderson, and J. Bamford, (eds.) *Evaluation in Spoken and Written Academic Discourse*. Rome: Officina Edizioni, pp. 53-68.
26. Crawford Camiciottoli, B. (2003) Metadiscourse and ESP reading comprehension: an exploratory study *Reading in a Foreign Language*, 15, 1, 28-44.
27. Crawford Camiciottoli, B. (2002) Sustained content in EAP/ESP reading instruction, *Quaderni del Dipartimento di Linguistica* (12), Florence: Unipress, pp. 169-181.
28. Walsh, P. and Crawford Camiciottoli, B. (2001) Lecturing to an unfamiliar audience: some functions of interaction in business lectures by visiting academics, *Quaderni del Dipartimento di Linguistica* (11), Florence: Unipress, pp. 171-183.
29. Crawford Camiciottoli, B. (2001) Understanding modality in economic texts. In M. Gotti and M. Dossena (eds.) *Modality in Specialized Texts: Selected Papers from the 1st CERLIS Conference*, Bern: Peter Lang, pp. 379-396.
30. Del Lungo G., Walsh P., Crawford Camiciottoli, B., Samson Ciacci, C. (1998) *Reading Economic Texts in English*. Alinea: Florence. pp. 83-100.

#### In press

1. Crawford Camiciottoli, B., Guercini, S. Ranfagni, S. The integration of netnography and text mining for the representation of brand image in fashion blogs. *Journal of Marketing Trends*.
2. Crawford Camiciottoli, B. Crafting brand identity in the fashion industry: A linguistic analysis of web-based company communications. *Textus*.
3. Crawford Camiciottoli, B. Text mining as a tool to explore rhetorical strategies in earnings calls. *Journal of Business Communication*.
4. Crawford Camiciottoli, B. The multiple identities of the business academic. In P. Evangelisti (ed.) *Intercultural Perspectives on Identity*. Bern: Peter Lang.