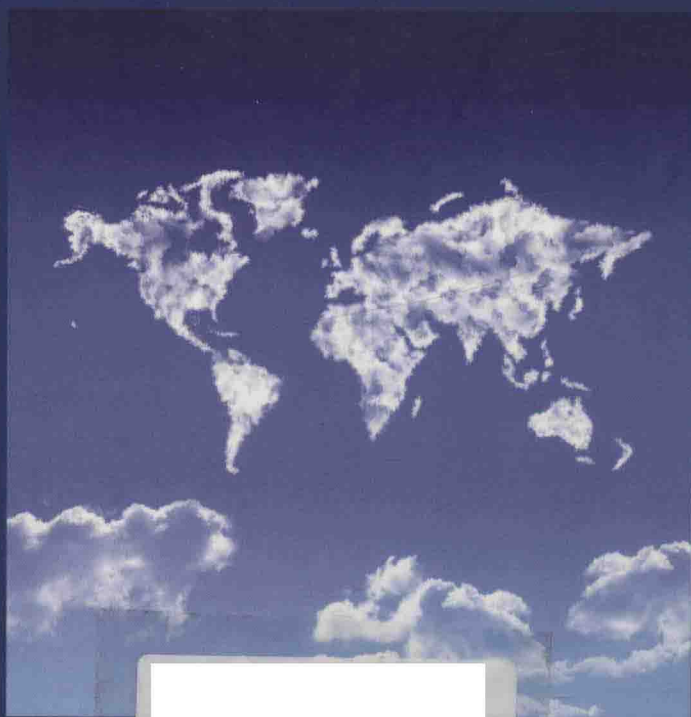


Research and Practice in Applied Linguistics
Series Editors: Christopher N. Candlin and David R. Hall

Business Discourse

2nd Edition



Francesca Bargiela-Chiappini,
Catherine Nickerson and Brigitte Planken



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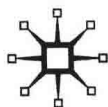
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First published 2007

Second edition published 2013 by

PALGRAVE MACMILLAN

Palgrave Macmillan in the UK is an imprint of Macmillan Publishers Limited, registered in England, company number 785998, of Houndmills, Basingstoke, Hampshire RG21 6XS.

Palgrave Macmillan in the US is a division of St Martin's Press LLC, 175 Fifth Avenue, New York, NY 10010.

Palgrave Macmillan is the global academic imprint of the above companies and has companies and representatives throughout the world.

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ISBN 978–1–137–02491–6 hardback

ISBN 978–1–137–02492–3 paperback

This book is printed on paper suitable for recycling and made from fully managed and sustained forest sources. Logging, pulping and manufacturing processes are expected to conform to the environmental regulations of the country of origin.

A catalogue record for this book is available from the British Library.

A catalog record for this book is available from the Library of Congress.

Typeset by MPS Limited, Chennai, India.

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General Editors' Preface

Research and Practice in Applied Linguistics is an international book series from Palgrave Macmillan which brings together leading researchers and teachers in Applied Linguistics to provide readers with the knowledge and tools they need to undertake their own practice-related research. Books in the series are designed for students and researchers in Applied Linguistics, TESOL, Language Education and related subject areas, and for language professionals keen to extend their research experience.

Every book in this innovative series is designed to be user-friendly, with clear illustrations and accessible style. The quotations and definitions of key concepts that punctuate the main text are intended to ensure that many, often competing, voices are heard. Each book presents a concise historical and conceptual overview of its chosen field, identifying many lines of enquiry and findings, but also gaps and disagreements. It provides readers with an overall framework for further examination of how research and practice inform each other, and how practitioners can develop their own problem-based research.

The focus throughout is on exploring the relationship between research and practice in Applied Linguistics. How far can research provide answers to the questions and issues that arise in practice? Can research questions that arise and are examined in very specific circumstances be informed by, and inform, the global body of research and practice? What different kinds of information can be obtained from different research methodologies? How should we make a selection between the options available, and how far are different methods compatible with each other? How can the results of research be turned into practical action?

The books in this series identify some of the key researchable areas in the field and provide workable examples of research projects, backed up by details of appropriate research tools and resources. Case studies and exemplars of research and practice are drawn on throughout the books. References to key institutions, individual research lists, journals and professional organizations provide starting points for gathering information and embarking on research. The books also include annotated lists of key works in the field for further study.

The overall objective of the series is to illustrate the message that in Applied Linguistics there can be no good professional practice that isn't based on good research, and there can be no good research that isn't informed by practice.

CHRISTOPHER N. CANDLIN and DAVID R. HALL
Macquarie University, Sydney

Acknowledgements

Our thanks go to the editors of this series, Chris Candlin and David Hall, and in particular to Chris, whose encouraging remarks in the margins, gentle editorial nudges in relevant directions, and encyclopedic knowledge of all things linguistic and applied played an essential role in making our writing truly collaborative and multidisciplinary. Not only the first time, but now also the second time around. We are grateful too to the publisher: to Olivia Middleton, Commissioning Editor at Palgrave Macmillan and to Christine Ranft, Editorial Services Consultant, whose sharp eye for detail made light of the latter stages of the production process. A special thank you is reserved for our own 'editor', Tammy Costa Mallo, who painstakingly worked through the original manuscript at very short notice before we sent it off to the publisher, successfully juggling coursework and exam revision at the same time.

We are indebted to a great number of colleagues from a variety of disciplines for supplying us with references, research data or other materials for this book, or for reading passages 'under construction' and subsequently providing constructive comments that stimulated us to consider issues from multiple perspectives. In this light we would like to thank Bernhard Bäck, the late Margaret Baker Graham, Mary Barrett, Carmela Briguglio, Marinel Gerritsen, Julio Gimenez, Elisabeth de Groot, Sandra Harris, Anne-Wil Harzing, Andreu van Hooft, Carel Jansen, Jennifer Jenkins, Alan Jones, Almut Koester, Sharon Livesey, Meredith Marra, Frank van Meurs, Louise Mullany, Mike Nelson, Jennifer Peck, Priscilla Rogers, Helen Spencer Oatey and Lorrita Yeung. Other colleagues agreed to tell us about their professional lives in the profiles that give the book a personal quality: many thanks to Karen Lee Ashcraft, Judith Baxter, Mirjaliisa Charles, Winnie Cheng, Janet Holmes, Rick Iedema, Eva Lavric, Sharon Livesey, Lorenza Mondada, Gina Poncini, Dalvir Samra-Fredericks and Shanta Nair-Venugopal.

This undertaking lends much of its inspiration from our colleagues in Warwick, Nijmegen and Dubai, many of whom appear in the pages of this book; we thank them for their encouragement and support on both a personal and professional level. And our Bachelors and Masters students, around the world, have provided perhaps the greatest input and incentive for this book. Their contributions to our courses and seminars over the years have greatly clarified our own understanding of the field and helped highlight a gap in provision that we hope the volume will fill.

Finally, we thank our families for accommodating our blatantly non-collaborative behaviour during revision work. This book is for you.

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Part I

The Field of Business Discourse