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Outline



- THE POWER OF CONVERSATION
- EVOLUTION OF EAP TOWARDS SOCIAL PRACTICE
- DISCOURSE, LANGUAGE FUNCTIONS & LINGUISTIC ABILITY
- EXTENSION ON WRITING: CLARITY AND COHESION, ACADEMIC STYLE
- SPEAKER DEVELOPMENT: PRACTICAL HABIT FOR INSTRUCTORS
- LEARNER TYPOLOGY & SOCIAL PRACTICE
- YOUR EXPECTATIONS?



The Power of Conversation



Dialogue: David Bohm (former physicist, critical theory in Education) Conversation: Theodore Zeldin (social historian) Forum symmetry: Grunig (public communication theory)

Up to 2 million years of evolution: tool making; narratives for warning and opportunity Fundamental in all participant-centred teaching-learning activity

GENERAL THREADS:

- · Tend to focus on removing presuppositions: values and beliefs.
- Self aware: paradigms that might block (suspension of judgment)
- Meaning is active not static and fleeting/momentary, even surprising
- Studies on the *benefits* of handling miscommunication, inference, exploring verbal/nonverbal meaning (implications for collaborative learning)
- Avoid aiming to settle: unconstrained and exploratory towards shared perception, creatively



Example: David Kantor's four distinct roles for participants:

- Move: Initiate action to move in a particular direction, with clarity.
- Follow: Support, amplify, or derive a similar direction, from the preceding.
- Oppose: Raise objection for possible problems with the current direction.
- Bystand: Propose a new viewpoint or reference frame or new direction, that <u>bypasses</u>, <u>transcends</u>, or <u>overcomes</u> a temporary deadlock, <u>expands</u> the thinking of the group: progress. Perspective and reflection.

The Power of Conversation





MORE GENERAL THREADS:

- Empathetic listening even into the 'other's' paradigm (What is their 'truth'?)
- Problem-solving proven better in dialogue (or groups)
- Informal works best an art form (tapping both sides to thinking)
- Express both thoughts and feelings becomes a collective experience
- From facilitator to engaged participant (towards equality) = productive
- Thought being made into a metaphor.. to 'find its own way'
- Parallels with indigenous communication traditions
 Example: The Oxford Muse
- FITS WITH PARTICIPANT-CENTRED EDUCATIONAL ACTIVITY

The Power of Conversation

PUTTING IT INTO PRACTICE: YOUR IDEAS



The power of conversation

- When and how best exploited in pedagogies?
- Examples:
 - All task-based activity
 - All extended pair or group sub-tasks and tasks
 - Seminar discussions
 - Leveraging outside class social activity











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But is this new?

Halliday and others: register, genre, social roles, social practice (communicative context + linguistic behaviour = pedagogic solutions)

Also

Swales, and Swales & Freak, who built on Halliday; the rhetorical tradition in US College Composition (Jordan 1992); Discourse Studies (Prior 1998); Process Writing (Raimes 1991). So not so new...

(Relevant) recommendations and implications:





$\ensuremath{\bullet}$ Texts serve the 'conversation', not the other way round

- Learner types vary endlessly. So do teacher-student relationships: human! (Multiplicity: individuate!)
- Discipline communities (and their expectations) evolve!
 Less 'normative' more 'transformative'
- (how verbal practice can help enable and empower student voice)
- Moving formerly-peripheral EAP into its relevant content = raise awareness of discipline's communicative and social practices

Evolution of EAP and 'Social Practice'

PUTTING IT INTO PRACTICE



Tactic

- Analyse idea, topic, proposition, issue or object from allocating multiple perspectives (or from time-dependent paradigms, etc.)
 - Develops criticality, originality, bird's eye linking of disciplines
 Reminds students of voices within a social process
 - JIGSAW reading: confer and regroup
- The controversies over the Muslim veil:
 - Feminist perspective: non-visibility, power
 Pragmatic perspective: its origin, geographic conditions, tribal social relations
 - Islamist perspective: identity, moral values
 Political perspective: power, theocracy, secularism

 - · Youth perspective: fashion and identity assertion

Summarise the discourse



- Stress, emphasise
- · Highlight, underline, spotlight, focus on
- Define, identify, refer to
- Portray, describe, depict, render
- Show, demonstrate, reveal, indicate
- Find, isolate, distinguish
- Observe, comment, remark, acknowledge
- State, note, mention, indicate

Sum up, overview, outline, preview

- Predict, forecast
- Suggest, recommend, propose
- · Maintain, sustain, claim, allege, assert
- Condemn, refute, deny, challenge
- · Conclude, deduce

Tactics: summary



Any hiccup Good practi

- Allocate lexis-rich sources
- Preparation: group cooperation and manipulation of information: standardise, peer-teach/correct, rehearse (audio memory)
- Re-group: each represents paradigm to new group (information gap)
- · Or done dually: across the room as debate
- · Student metacognition: pride in resourceful expertise, pressure of performing on par with group (order strong first).



Tactic



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Tactic



· More informally: polarise suggestions, together as class or in groups

• Culture of challenge, celebrated as healthy. Never personal

'Who would disagree with that? Why?'

Introducing 'social practice' and 'privileging practice above text'

- · 'Obama's Healthcare': What would
 - Adam Smith think?
 Marx think?
 - Keynes think?
 - · Hayek think?
- Ask and answer across the room: 'Is she right? Why/why not?' etc. Inclusion and concept checking
- Juxtapose as counter-arguments refuted
- · Build up discourse verbally coax towards academic style
- Optional extra: re-express deductively and inductively (recycling new lexis too!)



Further tactic

In **literature reviews**: Begin to 'enter the conversation' ... both:

A conversation necessarily has participants and voices. Being assessed on 'ability to build on work of others'.

- Intellectually (The location of your question within the discipline and its wider academic context: meaning, significance, relevance, purpose)
- Rhetorically (From your formati ve research, the birth of a means to explain and proceed through the topic)
- Socially (Establishing 'the right to speak', why someone should listen to you)



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• COMPARE focus (1970s) on sentences and utterances, pronunciation, grammar & syntax, error correction



Academic Discourse: Genre

What language features typically define the following:

- · Descriptive, analytical and argument essays
- · Reports, problem-solution reports, case studies
- · Research reports and dissertations and their parts, e.g. abstracts, methodologies
- ESAP formats: legal, scientific, engineering, medical
- Reflective writing
- (Academic textbook chapters)
- (Journal articles)
- (Technical/specific journalism)
- · Seminars, presentations, (lectures)



The Functional

Sample written functions in university life



	Simpler functions	Harder functions	Higher functions
Giving context Raising controversy Surveying paradigmatic landscape and voices in	Describing Explaining Outlining process Outlining narrative Comparing, contrasting	Evaluating, assessing Substantiating with reason Supporting with evidence	Identifying paradigmatic underpinnings Justfying approaches and methodologies Expressing research limitations
Signposting transition	Analysing cause Analysing effect Analysing by deconstruction Analysing by linking	Handling ambiguity Exploring counter-arguments Refuting counter-arguments	
1	Linking theory to practice Reporting findings Analysing findings	Recognising and challenging assumptions Concluding, deducing	

The Functional

Sample spoken functions in university life:

Mainly Relational	Mainly Negotiation	Mainly Solicitation	Mainly Delivering
Establishing and maintaining relationships with peers. Expressing solidarity. Offering assistance. Empathizing. Expressing humour	Discussing, arguing or critiquing a proposition in an event such as a seminar: including polite/hedged disagreement	Liaising with support staff and administration for living needs: information seeking, complaining	Leading seminars: keeping control and steering: prompting, inclusion, 'bouncing', interrupting, clarifying, summarising, (dis)agreeing/challenge, asserting position/opinion, speculating, hedging
Collaborating on group project or assignment: planning, allocating, expressing contingency and interdependence	Negotiating deadlines, submissions and word- counts, with tutors	Conducting research using certain instruments: querying, active listening /responding, etc.	Introducing and delivering a presentation, or paper, or a poster presentation. Summarising/concluding with recommendations
Exploring with peers how to approach coursework: suggesting, comparing hypothetical scenarios	Giving and responding to advice, feedback, and approaches to a task		Updating tutors on progress: reporting



English is currently used as a means of communication in an increasingly international forum. Moreover, there are a substantial number of communities where English is used 'intranationally' (Strevens 1980) even though it is not the mother tongue. These include communities in South Asia and Africa for instance. In such cases, new varieties of English develop largely from the largely institutionalised varieties (Kachru 1983), a phenomenon that does not occur where English is spoken solely for international purposes. This essay deals with one of these emergent varieties -Nigerian English - considering it from both a historical and linguistic perspective to demonstrate clearly that it can be considered a standard form of the language.



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The monarchy certainly has no place in modern Britain as it is a categorically undemocratic institution, with the Queen unelected. Despite this fact, it is often argued that the Queen has no real power. However, according Welsh and Bales (2004), Britain could go to war without even consulting the elected parliament (cited in Burns, 2009). Furthermore, while **some** would argue that the best democracies may be constitutional monarchies (e.g. Jones 1995), the hereditary system is actively upheld by the monarchy and does not ensure individual merit; therefore it clearly goes against the democratic principle.

It may not have gone unnoticed that consecutive Australian governments have ostensibly lauded but patronised China, with terms like 'successful trading partner' and 'opportunity' frequently seen to be littering public and media rhetoric (Deans 2009), especially as it appears to have been recognised by their halls of government as not much beyond these exploitative notions. In fact, the ongoing Cambering for stronger US positioning by the Abbott government might have succeeded in sending signals to China in the first instance, and Indonesia in the second, that Australia remain the beligerent, non-inclusive, xenophobic, middle-power of the Asia-Pacific (Matthews 2012, p.34). As insulting as this may look, it has also conceivably allowed another negative message to be sent: unless a state overtly sides with the US, Australia will maintain a greater political distance.

Notwithstanding the damage inherent in this, and conceding to the coversts against the approach, an **alternative and less pessimistic** perspective **can also be** gleaned from these relations, if the following broader context is taken into consideration. ...



Impact on studies

Impact on studies Although this incident caused me discomfort and added pressure in the short term, I realise that it was a very up that event may studies. As a result of the conversation with my tutor I was forced to reconsider my behaviour in tutorials and because processore of my other viewed me. That bace must do this that I was investigable in tutorials up to not I realised that not I taking action¹, and the top to the short term of term of

This incident was therefore very important, because without it I would still be remaining silent in my utorials, and would have received negative written comments from my clinical tutor in my portfolio. More importantly, it has helped me to acknowledge and work on an area for improvement which will be beneficial in all aspects of the course. Developing greater confidence at speaking in tutolism any laid tess nerves during my Objective Structured Clinical Examination (OSCE) assessments.

Impact on career Why tard was right in stalling that a doctor must be able to express opinions clearly and confidently. Good communication skills are essential for doctors, and are important in nearly all aspects of medicine. I feel that I will be more confident in dealing with patients and more effective in targing patient hashory for example. Developing greater confidence in how I communicate can lead to patients having greater trust in me as their doctor. Improving my skills in this area will also make me more effective in discussing cases with colleagues, and in participating in terms when necessary.

This incident made me realise that I can talk confidently once I overcome my initial fears. It demonstrated to me that in order to make progress or create positive change you must first acknowledge that a problem exists. This is a lesson which may be useful in better understanding pastern behaviour and athuides. Often the first step to improving a situation, or dealing with a problem, is accepting that some change is necessary, and I may be more able to impart this information to patients having experienced this incident. Overall, this incident has had a polivie impact on both my studies and on the development of skills needed in my future career.



Methods This study was conducted at Yates Mill Pond, a research area owned by the North Carolina State University, on October 25th, 1996. Our research area was located along the edge of the pond and was approximately 100 m in length and 28 m in widh. There was no beaver activity observed beyond this width. The circumference, the species, status (chewed or not - chewed), and distance from the water were recorded for each tree in the study area. Due to the large number of trees sampled, the work was evenly divided among four groups of students working in quadrants. Each group contributed to the overall data collected. Impact

A chi-squared test was undertaken to analyze the data with respect to beaver selection of certain tree species. T-tests were conducted to determine (1) if avoided trees were significantly further from the water than selected trees, and (2) if cheved trees were significantly larger or smaller than not cheved trees. Mean tree distance from the water and mean tree trees were significantly larger or smaller than not cheved trees. Mean tree distance from the water and mean tree trees were significantly larger or smaller than not cheved trees. Mean tree distance from the water and mean tree trees were significantly larger or smaller than not cheved trees. Mean tree distance from the water and mean tree trees. The second trees are the second trees are the second trees. The second trees are the second trees are the second trees are the second trees. The second trees are the second trees are the second trees are the second trees. The second trees are the second trees are the second trees are the second trees. The second trees are the second trees are the second trees. The second trees are the second trees are the second trees. The second trees are the second trees. The second trees are the second trees are the second trees. The second trees are the second trees are the second trees. The second trees are the second trees are the second trees are the second trees. The second trees are the circumference were also recorded.

Results

Results Overall, beavers showed a preference for certain species of trees, and their preference was based on distance from the central place. Measurements taken at the study site show that beavers avoided oaks and musclewood (Fig. 1) and show a significant food preference (i=4-21, 26, d.f.=9, Pc.OS). No avoidance or particular preference was observed for the other tree species. The mean distance of 8.42 m away from the water for not-chewed trees was significant dip greater than the mean distance of 6.13 m for chewd trees (i=3.49, d.f.=26, Pc.OS) (Fig. 2). The tree species that were avoide dwere not significant difference in circumference was found between trees that were not detween to the selected tree species, no significant difference in circumference was found between trees that were not chewed (mean=16.03 cm) and chewed (mean=12.80 cm) (t=1.52, d.f.=268, P>.OS) (Fig. 3).

For this qualitative study, a sample group of 360 employees from 3 state government departments was selected for the study, which took place during the month of Novembe 2009 in Melbourne. The departments were chosen on the basis of their identical staff-to manager ratios. Only employees who had been with the department for more than 2 yea were selected.

Three test instruments were used in this study: (1) a questionnaire for the employees, (2) an interview for management and (3) a 'management style' test. The employee questionnaire consiste of 3 parts: Part 1 asked for the participant's personal details including age, job title and employment status (full-time, permanent, casual), Part 2 elicited the participant's assessment of their manager's performance and behaviour with a set of True/False questions. Part 3 included 5 multiple-choice questions asking how the participant deals with these in the munch than the set of the participant deals with these in the munch than the set of the participant deals with these in the munch than the set of the set of the participant deals with these in the munch than the set of stress in the workplace.

The management style test consisted of 10 questions requiring an "agree" or "disagree" response. The interview employed 6 open-ended questions focussing on the manager's assessment of staff satisfaction and productivity.

assessment to tain substation and productivity. Employees were given the questionnaire to complete and return within a 2-hour period which ensured a 97% response rate. Completed forms were them matched with participants' departmental record of absenteesm. The supervisors all completed the management style test, followed by the interview 3. Interviewers in each department recorded the managers' responses. These were them matched to their management style test results.

The data was collated and analysed according to the supervisor/employee groupings and according to the different management styles.



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This research showed that scheduling blocks of shift-work together with education programmes for worker families would reduce the rate of accidents in the workplace and minimise psychological harm to the shift-worker. This agrees with the research findings of bisen et al. into the advantages of 'blocking' shift work (1998) as well as Patel & Gordon's recommendations on shift-worker family education programmes (1999).



The findings support the hypothesis Shift workers with eight-week blocks of unsocial shifts, suffered fewer accidents and were absent less than workers in permanent nine to five jobs, into recognism symptoms of the occupational hardrands of shift work. These workers also reported higher than average satisfaction with their work than their nine-to-five control group counterparts.

proproduce(pdf). One possible conclusion is that the rate of accidents might be more clocely related to the regularity of shift adaptation than solely to the dicruption. Perhaps working rights is not inherently directed built but the change in adapting constantly is. Furthermore, the accident rate may have resulted from undermined work satisfaction and social stress from social isolation.

While it appears that addressing these issues may be a small step in the improving of mental and physical accupational health and safety, caution must be exercised in applying these and physical accupational health and safety, caution must be exercised in applying these system, supermarket and manufacturing personnel in predominantly Angio-Saxon environments. It is possible that other industries with more established cultures of shit work, such as hospitality and catering, or more diverse ethno-cultural mixes, may produce such personnel stream.

varying results. Such methodological problems notwithstanding, the implications for industry are clear: education and support programmes in shift 'culture' and longer blocks may reduce occupational stress and accident rates, and should be considered by employers.

The approach outlined in this study could be replicated across a broader range of industries and more diversely comprised workforces in order to build a model of preferable shift-work

Polyploidy is a prominent process in plants and significant in the evolutionary history of vertebrates and other evalvaryotes. In plants, interdisciplinary approaches combining phylogenetic and molecular genetic perspectives. have enhanced our awareness of the myriad genetic interactions made possible by polyploids. Yere, processes and mechanisms of gene and genome evolution in polyploids are reviewed. Genes duplicated by polyploidy may retain their original or similar function, undergo diversification in protein function or regulation, or one cory may become silenced through mutational or engigenetic means. Duplicated genes also might interact through inter-locus recombination, gene conversion, or concerted evolution. Recent experiments appear to have illuminated important processes in polyploids that operate above the organizational level of duplicated genes. These include inter-genomic chromosomal exchanges, saltational, non-Mendelian genomic evolution in nascent polyploids, inter-genomic livasion, and cytonuclear stabilization. Notwithstanding many recent insights, much remains to be learned about many aspects of polyploid evolution, including: the role of transposable elements in structural and regulatory gene evolution processes and significance of epigenetic significance of rapid genome changes; cytonuclear accommodation; and coordination of regulatory factors contributed by two, sometimes divergent progenitor genomes. Continued application of molecular genetic approaches to **questions** of polyploid genome evolution holds promise for producing lasting insight into processes by which novel genotypes are generated and ultimately into how polyploid policates. Polyploidy is a prominent process in plants and significant in the evolutionary history



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Massage is promoted to enhance sports performance by increasing tissue extensibility, increasing circulation and decreasing pain from previous injury or strenuous competition, despite a lack of evidence of physiological benefit. The goal of this study was to determine the effect of sports massage, superficial heat, and no treatment on resting muscle stiffless in 1 a college level athietes. The trabs included three specific sports massage techniques and a control, and Myotonometer measurements were taken pre and post for each, along with a pre and post treatment questionnaire to assess perceived tightness; a single leg vertical jump test was also used to assess performance after each; skin temperature was collected each minute for all trials. assess performance after each; skin temperature was collected each minute for all trials. Data was analyzed using respected measures MANOVA with bodferroi correction when appropriate. There were significant differences in resting muscle and connective tissue stiffness in the sports massage group pre to post at forces 1.75 kg, and 2.00 kg (p=.006, p=.008), wet no significant differences for vertical jump testing. The questionnaire found subjects preferring heat and sports massage for increasing mage of motion and looseness but did not feel that either treatmentincreased strength or hamstring power. Resting muscle and connective tussue stiffness via the segminicanty differed after superficial heat compared to sports massage in treatment leg. Sports massage significantly differed after providen to stiffness of the sciffens estimated to superficial heat. Qualitative data however provide no support for perceived or functional improvements as a result of treatments. Implications or provements as a result of treatments are in informing the scope in which massage is officiations were provide. for practitioners are in informing the scope in which massage is efficaciously employed.



wiped an iceberg at 11:40 p.m. on April 14, 1912. Estimated to be able to stay affoat for 2 days under the wor of a 300 foot gash in the *Transic's* hull above and below the waterline. Tests on *Transic's* steel showed that the supring the grains structure [Hill. 1996]. This interest in britleness contributed to the security of the hull's da t scenario, the ship sank in less than 31

matterns is not principal and principal and

Retrospective analysis and implications Scientis have concluded fair the wateright comparisons contributed to the disaster by keeping the flood waters in the low of the ship [Gamoon, 1995]. If there had be forward water watering the represent of and the Thane would have Rief y remained aliant for another in home.

rfued and Thunk's wireless operators sent out an SOS, but the wireless operator of the nearest ship, the California, had gone to bed at 11:30. Control had seen the Thunke's signal Tates. If so, why had its captain, Stanley Lord, not responded?

The second secon

Thanic carried lifeboats for 1,178 people, a number that exceeded regulations of that time. However, the crew, which had never been drilled on the use of the lifeb perinstead at filling and lowering them. The first lifeboats into the water were not even had full. In all, only 705 were saved by the lifeboats. Those on *Titanic* whe res when the high foundared idel within minutes - hower before the *Carparity* the first rescue high on the scene, was also be arrive.

What does it mean to speak a language? When someone says *I can speak English* does that mean the same thing for evaryone? I leaves one said of Brian and the United States that they are two countries devided by a common language. How can two countries be devided by a common language. How can two countries be devided by a mean of the timing that can make the same language (specifically character language) and the same language (specifically character language) (specifi

workers. Going back further in time, if you have ever read or seen the plays of Shakespeare, you will have that his 16th-centure English (contentines called Early Modern English) often has to be studied carefully before it can be fully understood. Some of the works has beginned to completely in the later modern English or usen today. But evens more of the works has highly but holds funding then to be treated where the care. Because their the later modern English or usen today. But evens more of the works has highly the hold funding there to be treated where the care. Because their starting the start of t

If we go back even further, say a thousand years, to Old English, we find that is so different from contemporary English that it has to be studied If we go tak very names, sky a nonana yeak, to Oa nagata, we nin nan is se anterior inne composing ringen ma nas to be sured the a foreign language or lest massland so that it can be undersood. Historinas of the flight language often divide it finds for periods OM Englisht (that the tilt centuries AD). Middle Englisht (12h to the 15h centuries), Early Modern English (15h and 17h centuries) and Late Modern Englisht (15k century to the present). OK, left some to the second part of this talk, which is concerned with varieties of English anguage distributed to discuss contemporary varieties of English under two headings. First, there are ...





Area with most entrenched or 'fossilized' errors, especially in speaking but also in writing.

WHY? Because functionally, they've proven to work. (Criticism of a strictly communicative approach only) Rich and authentic expression of spoken functions





- Charts of phrases
- · Phrases highlighted in scripted dialogues or speeches
- Keep the chart fluid: top it up as new ones occur to you
- Trio role-plays with a police-person monitoring



What do these have in common? A major problem with this kind of application is Lack of X has existed as a health issue for many years. To date there has been little agreement on what More recently, literature has emerged with contradictory findings.. One observer has already drawn attention to the paradox in In many Xs a debate is taking place between Ys and Zs concerning The controversy about scientific evidence for X has raged for over a century. Despite its safety and efficacy. X suffers from s Research has consistently shown that first year adequate understanding of Highlighting a problem or controversy in the field of study

Adapted from: Manchester University Phrasebank



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What do these have in common?

Data management and analysis was performed using ...

The experiments were carried out over the course of the growing period from Injection solutions were coded by a colleague to reduce experimenter bias.

Drugs were administered by injection ... The mean score for both trials was subjected to multivariate analysis of variance to

determine

The subjects were asked to pay close attention to the characters whenever Prompts were used as an aid to question two so that

The pilot interviews were conducted informally by Blood samples were obtained with consent, from 2 Independent tests were carried out on the X and Y

This experiment was repeated under conditions in A total of 256 samples were taken from 52 holes.



Describing process: typical verbs

(note the passive form)



In our investigation there were several sources for error. The main error is Another major source of uncertainty is in the method we used to calculate X.. Further data collection is required to determine exactly how X affects Y. It was not possible to investigate the significant relationships of X and Y further because our sample size was too small.



12/10/2015



Slide 54

My findings seem to be consistent with other

This also accords with our earlier observations There are similarities between the attitudes e described by ... Reference to previous research supporting previous research

Interestingly, this correlation is related to

The more surprising correlation is with the .

This finding was unexpected and suggests that

One unanticipated finding was that ...

interesting or surprising results

Highlighting significant,



What do these have in common? The most striking result to emerge from our data is that

The single most remarkable observation to emerge from the data comparison was

The correlation between X and Y is interesting because

Contrary to expectations, the study failed to find a significant



What do these have in common?

 These data must be interpreted with coution because

 These results therefore need to be interpreted with coution.

 With a small sample size, coution must be applied, as the findings might not

 These findings cannot be extrapolated to all patients.

 Finally, a number of important limitations need to be considered. First,

 A number of coveats need to be noted regarding the present study.

 The study was limited by

 But study was unable to analyse the set for the study has only examined

 My study was not specifically designed.

 The study has only examined

Academic Discourse:

Broadly, what all texts have in common



- Drawing between practical ← → theoretical
- Evidence-based (supported) claims
- Criticality: ideas not just explained, but examined & contested.
- Protocols for being collegial/adversarial, e.g. hedging • Style is dry (neutral and objective) BUT...
- Academic voice and referencing and concepts within 'discussion' (social process): writers and readers form 'discourse communities'

Impact

Discourse, Language Functions & Linguistic Ability PUTTING IT INTO PRACTICE – YOUR IDEAS?





Paragraphing



Regulation is a theme that hars re-entered political discussion, and net without good cause. The stimulus packages and an array of recent interventionis approaches have halted with an ingift have been a deeper recession. Signifer proofs that "regulation may be actively sought by an industry or it may be trust upon it "un-solicited (1971). In this case, it is largely the latter, 'et it seams to be evident that government intervention in markets, through price cortor, tatton, subsidies and regulation, makes their operations more efficient. *Price cortor,* for owangie, can be an important tool. Darketssein & minimum price, and not allow price to fail blow the equilibrium level, proctenity producer's incomes, in the case of agriculture in the UK, as consumes become richer, the tendency for them to purchase basic loodstaffs, like bed and patches, may decline. This may influence famers who might will rever your exerues. The government tests up a minimum price, a subsidies to protect producer's honefits, making their earnings table. In other words, revenue stability can be achieved directly by government intervention. (Bok, 766).

Paragraphing



Regulation is a theme that has re-entered political discussion, and not without good cause. The stimulus packages and a mary of recent interventionis approaches have heal haled what might have been a deeper recession. Stigler reports that "regulation may be actively sought by an industry or it may be trust upon it "un-solited [1971]. In this case, it is inapply the latter, tet it seems to be evident that government intervention in markets, through price control, taxation, subsidies and regulation, makes their operations more efficient.

Price cortrol, for example, can be an important tool. Darkenstein & Bower (2002, in Hale et al. 2007) suggest that markets can be guide through price metanism. Governments can set a minimum price, and not allow price to all below the equilibrium level, protecting producers? Them to purchase basic foodstuffs, like bread and potatioes, may decline. This may influence solubility of produces the total solution of the solution of solution of the solution of the solution of the solution of the solution of s

Paragraphing



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In the case of agriculture in the UK, as consumers become richer, the tendency for them to purchase basic foodstuffs, like bread and potatose, may declare. This may influence farmers who might suffer very low revenues. The government sets up a minimum price as subdified protect producers' benefits, making their earning stable. In other words, revenue stability the achieved directly by government intervention (Biol, 7-5).

Members of Latin and Arab societies easily feel the Chinese notion of 'Li' or power distance' but those in Nerth Western European countries of loss so. In being dong' 22 percent of the Swedish agree with his, while in China 66 percent do'. Thus dong'' 22 percent of the Swedish agree with his, while in China 66 percent do'. Thus definer types of communication energe that might be employed, hown as gongwen, with three relationship sets: superior-subordinate or *shazing*, like a TEO announcing rationalised layoffs; subordinate-superior or *shazing*, like a manager reporting to the board of directors; and equal-equal or *pinging*, like sales approaches. Although nacland yre-structured companies like Seema on Brazil would host voices who would strongly argue the reverse?, many hierarchies seem artificial or challengeable in many Western pengetives, but in the Eastern they are more likely considered tead of the one point of the attribute are more likely considered tead resolution and governance, more specifically. A Chinese leader has to be seen to have his on her own good dies that lead to reverts believe the West, a leader can guite openly take credit for his or her subordinates'. Of the maxim "a leader so in China". The question that therefore can be raised as to what extent the tatitional SOE culture of a need for "leadership appearance over performance" may be still alive and kicking.

²Hofstede, "Cultures and organizations: software of the mind," 6. *Fisher, "Ricardo Semler won't take control," 1.

Members of Latin and Arab societies easily feel the Chinese notion of 'L' or power distance' but those in North Western European countries do less so. In being presented with the maxim 'ones hould not byass site interrichical lines to get one's to done', 22 percent of the Swedish agree with this, while in China 66 percent do'. Thus different types of communication energe that might be employed, hown as gongwen, with three relationship sets: superior-subordinate or viazing, like a CEO announcing rationalised layoffs subordinate-superior or shonzing like a CEO announcing rationalised layoffs subordinate-superior or shonzing like a manager reporting to the board of directors; and equal-equal or *pinzing*, like sales approaches. Although nadically re-structured companies like Semon in Brazil would host voices who would strongly argue the reverse?, many hierarchies seem artificial or challengeable in many Western prespectives, but in the Eastern they are more likely considered essential for business and society to function.

This brings us to the notion of leadership, patronage and governance, more specifically. A Chinese leader has to be seen to have his or her own good idea that lead to results, but in the West, a leader can quite openty leake credit for his or her subordinates.² Of the maxim² leader should have all the answers to hand², in Sweder D percent believe this, while 74X do so in China². The question that therefore can be raised as to what extent the traditional SOC culture of a need for "leadership appearance over performance" may be still aller and ticking.

²Hofstede. "Cultures and organizations: software of the mind." 6 ⁸Fisher, "Ricardo Semler won't take control," 1.

Paragraphing

Paragraph 1: Surviving Cancer

ar ugruph 1: Surviving Lancer Progress is gradually being made in the fight against cancer. In the early 1900s, few cancer patients had any hope of long-term survival (Martinez 1995, p.43). In the 1930s, less than one in five cancer victims lived more than five years. In the 1950s, the ratio was one in four, and in the 1950s, it was one in three. Currently, four of ten patients who get cancer this year will be living five yeas from now. The gain from one in four to four in ten represents about 69,000 lives saved each year (ibid. p.44).

Paragraph 2: Surviving Cancer

traggraps 1: surviving Lancer Progress is gradually being made in the fight against cancer. In the early 1900s, few cancer patients had any hope of long-term survival, according to Martinez (1995, gr43): Yet because of advances in medical technology, progress has been made so that currently four int can cancer patients surviva (Bidd, p.44), It has been proven that smoking is a direct cause of lung cancer. The batti has not yet been won. Cures for some forms of cancer have been discovered. SIII, other forms of cancer are still increasing, Heard Gase at ab hor creasing, which is not good news.

Paragraph 1:

transgraph 1: Specific to the period, Classical Liberalism appeared in the 19th Century, having built dieas developed in the 18th Century by Adam Smith. According to Lynn (2003), it advocated a particular pattern of government and society and recommended creater Limits and principles in the formation of public policy. Yet, Lynn argues that this has to be understood in the context of the industrial Revolution unfolding at the time, as well as the rapid urbanization (2003), a 241, He believes that the contidients of day, in contrast, cannot demand such a simple framework. The thinking at the time was drawn on the psychology of Individial liberty, 'utilitarianiam' and 'natural lava' diang with a belief in progress, all popularized by Adam Smith and relevant to the circumstances and rapid change prevalent.

Paragraph 2:

traggraph 2: Classical liberatism appeared in the 19th Century, having built on ideas developed in the 18th Century by Adam Smith. According to Lymn (2003), it advocated a particular pattern of government and society and recommended certain limits and principles in the formation of public policy. Lymn informs us of the Industrial Revolution as the test as the rapid urbanization (2003, p. 24). The Industrial Revolution as the estimation of public involved in agriculture field by 30th (Does, 2007, p. 21). There are other types of revolution as well. The Cultural Revolution in China was associated with a termendous shift in economic activity as well. The interpretation of Marxism by the government at the time was an interesting one.

Paragraphing



- Don't mix styles (indent or skip a line)
- One point per paragraph
- · New point, new paragraph
- Nothing irrelevant or unnecessary

mpact

Developing an idea



Topic sentence

- Supporting sentences
 - Defining, classifying, expanding, giving examples or detail
 - Giving reasons or effects
 - Contrasting, describing, explaining
- · Refuting counter-arguments
- · Closing or link sentence

An economic system is defined by Dixon (1981) as the system of "production, distribution and consumption of goods and services" (p.12). More abstractly, it is the set of principles and **impact** techniques by which problems of economics are addressed, such as the problem of scarcity through allocation of finite productive resources (Cigana 1994). It is composed of both people and institutions, including their relationships to productive resources, such as through owning and exploiting property. Examples of contemporary economic systems include capitalist systems, socialist systems, and mixed economies. Cuba, for instance, is said to be socialist which refers to its domination by a political, bureaucratic class, attached to one single communist party. This party follows Marxist doctrines and claims to represent the proletariat, though in a non-democratic fashion. "Economic systems" is therefore the subject in economics that includes the study of systems such as this.

Paragraphing



- Topic explanation origin -outcome
- Topic extension clarification of detail
- Topic problem solution
- Topic cause effect
- Topic Argument
- Topic counter-argument refuted
- Any one of these 'moves' might be a reference!

Getting the balance:



- 2. Other people's words/ideas to support your ideas (or be discredited)
- Using 'metadiscourse' 3.
 - i.e. the language we use to refer to our writing "The first of these two proposals is to be unpacted in greater detail. "The question arises as to how this finding should be dealt with." "The inference that can be made from this will be ..." "It is necessary to illustrate this notion with a case study." "The problem outlined in the above paragraphs will be ..."

Asking students: Why reference?

- Avoid failing (by plagiarising)
- BUT plagiarism is not the only reason!
- · Show you have read widely & can select appropriate material
- Strengthen/support your arguments essential to analysis and persuasion
- Acknowledge work of others, & gives you authority
- · Allows reader to look it up



Reporting verbs

Stylistic variety, especially with seminal voices. Be adventurous with reporting:

argue that

suggest that

emphasise that

point out that

assert that

explained

state that	argue t
claim that	suggest
define it as	assert t
mention that	emphas
note that	point o
reported	explain
overturned assumpti	ons that
challenged the status	auo bv

us quo by was of the xxx school of thought ...



refer to it as pinpoint the issue by highlight several... hold that believe held the view

Referencing style



Use stylistic variety:

- Seminal thinkers, incorporated into sentence: Smith (2009) advanced the debate by...
- Incidental sources, in brackets:
- There are four factors (Smith, 2009)...

Various researchers across a range of academic disciplines have discerned a rise of supra-territoriality in contemporary history without using that precise word. Already at mid-century, for example, the philosopher Martin Heidegger proclaimed the advent of distancelessness' and a 'abolition of every possibility of remoteness' (1950: 165). Forty years later the geographer David Harvey described 'processes that so revolutionize the objective qualities of space and time that we are forced to alter, sometimes in quite radical ways, how we represent the world to ourselves' (1989: 240). The sociologist Manuel Castells has distinguished 'a network society' in which a new 'space of flows' exists alongside the dold space of places' (1985: 348; 1996). In the field of International Relations, John Ruggle has written of a 'nonterritorial region' in contemporary world affairs (1993:172).



Referencing style



The action that occurs here is visibly an intrusion into someone's 'territory of the self' (Goffman, 1971: 28-61).

Pawley (1986: 116), in discussing his concept of 'lexicalisation', notes that 'it is important to separate those form-meaning pairings that have institutional status in this culture from those that do not, as well as to denote particular kinds and degrees of institutionalisation''.

Referencing style



A study by Matheson has shown that of 42 projects implemented with a participatory approach, 64% have been successful whereas the rate was only 8% with weak or no participation (1997).

Participation is the means and the path for the delivery of the project goals (Cleaver 2001; Cooke & Kothari 2001; UNDP 1998).



As Hartman et al. (1997, p.759) have indicated:

Despite its importance for policy, the question of air pollution abatement is a question that has not been comprehensively addressed because the requisite data have not been available. As a result, benefic-tost analyses of abatement options have relied on cost estimates from engineering models.

Despite its inputer and the programmed and the provided and the provide

As Hartman et al. (1997, p.759) have indicated:

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When to cite:

Impa

- When to one.
- Ideas distinctive to an authorNot commonly known or accepted
- Experts referred to
- Experts referred to
- All quotations (words copied)
- All paraphrases (your own words)
- If in doubt, be safe

It has been indicated that:

Academic Writing Style



- Need to be universally understood
- Not 'better'
- ... just an academic 'lingua franca'... a 'code'

Academic Writing Style



- 1. CONCISE (usually!)
- 2. PRECISE
- 3. APPEARING NEUTRAL
- FORMAL
 SERIOUS

Eight steps

- ... to be concise, precise, objective, formal & serious
- 1. Remove redundancy
- 2. Convert (some) verbs to nouns
- 3. De-personalise (the passive voice can help)
- 4. Choose more precise, Latin-derived words
- 5. Embrace abstract nouns
- 6. Use caution and distance yourself
- 7. Emphasise when necessary



Step 1: Being concise



"There has been less research in education this year due to the fact that there is a complete lack of public funding for it." (24 words)

"A lack of public funding has meant less educational research this year." (12 words)

Step 1: Removing Redundancy

 postpone to a later date 	=>	postpone
 each individual person 	=>	

=>

=>

=>

=>

- each individual person =>
 divided into two equal halves =>
- absolutely perfect
- an extra added bonus
- reverted back to
- still in use today



Step 2: Verbs \rightarrow Nouns

- produce \rightarrow production
- concede \rightarrow concession
- deteriorate \rightarrow deterioration



Step 2: Verbs → Nouns

1. They will consider the issue at next week's meeting.

3. They will not announce the findings until next week.

4. They will produce the new car in a purpose-built factory.

Consideration will be given to the issue at next week's meeting.

2. They eventually permitted the site to be used for the festival.



Step 2: Verbs \rightarrow Nouns



British Muslims have launched an 'Islam is Peace' campaign. It was accompanied by a communications effort worth £300,000. British Muslims have launched an 'Islam is Peace' campaign, which was accompanied by a communications effort worth £300,000.

A $\pm 300,000$ communications effort accompanied the launch of British Muslims' 'Islam is Peace' Campaign.

Your turn



If the community is vaccinated, we will save hundreds of lives. The next generation will also experience a greater quality of life.

Community vaccination's resultant saving of hundreds of lives will ensure longer-term greater quality of life.

Step 2: Verbs \rightarrow Nouns



- Many futile attempts have been made to teach animals to speak <u>how</u> <u>humans speak</u>.
- Many futile attempts have been made to teach animals to speak in human fashion.

- It is essential to discuss <u>how much</u> cultural and biological evolution can be explained by similar principles.
- Many factors must be considered in explaining <u>how fast the</u> population has grown in the developing countries.
- There are advantages and declines in productivity and both are related to how much the population density is increasing.
- Menzel (1973) showed that non-speaking chimpanzees can convey where food is to one another.
- These star charts were provided to enable the deceased to tell
 <u>what time it is</u> and <u>what day it is</u>.
- How big this group is varies in different centres.
- On the surface, <u>why women and domestic architecture were</u> <u>associated</u> were obvious.

Through the first half of the twentieth century Labour held firm to the idea that the land system in Britain needed reforming. This article's objective is to intermediate the state of the system of the the land question. It will examine the changing nature of land-related policies brought forward by Labour during the different, and indeed contradictory, policy positions adopted by the party. It presents an outline of Labour's political economy of the land question and shows bear of view of agriculture led to the development of land policies based on control of land use rather than on antionalization. This, it will be argued, provides the vital background to understanding the decision of the Attlee governments not to nationalize land.



Through the first half of the twentieth century Labour held firm to the lied nath the land system in Britain needed reforming. This article will attempt to present what the Lobour party thought on the land question. It will examine how Labour's policies exponding land changed between 1318 and 1339 and indicate the policy positions exponding land the twentil the linet-wary tears, changes in of the land question was like and shows how, in the inter-war years, changes in outcould policies bosed on controlling the used float disted of nationalizing it. This, it will be argued, provides the vial background to understanding why lite Attlee and the show the show the shows the nationalized for the tonolatize meri



Step 4: De-personalising

- I believe that the entire work could have been executed that year.
- The entire work could be executed that year.
- If you consider the consequences, you would never elect such an option.
- If the consequences are considered, such an option would never be elected.

Comparing

pact

Clever programmers and design teams developed this -learning template for software application and business process training content. We have included software applications and back office process training for you. Our brilliant new multi-media expert, Bertie, delivers high-end animations, graphics and interactions to provide interactive training. You will be using complex simulations of application environments and business procedures.



This e-learning template has been developed for software application and business process training content. Software applications and back office process training are included. High-end animations, graphics and interactions are delivered to provide interactive training. Complex simulations of application environments and business procedures are used.

Step 4: Choosing precise terms

What's wrong with this:

A lot of people think that the weather is getting worse. I think that they are quite right. Research tells us that we now get storms etc all the time.





Anglo-Saxon-derived words and phrasal verbs - less formal and more familiar, friendly

versus

Latin-derived verbs and words via French

- 'higher' and more formal/polite/distancing

- give authority

Examples

go after	pursue, seek
go on	continue, persevere, persist,
make	construct, develop, create, generate
do	perform, undertake, act, execute
luckily	fortunately, auspiciously, favourably
need	require, necessitate
want	desire, aspire to, to be inclined towards
make up with	reconcile, accommodate, yield to
good thing	advantage, benefit, asset
get better	improve, advance, enhance, progress
good enough	satisfactory, adequate



Step 4: Choosing precise terms



Being articulate:

- 1. Habits automatically interconnecting higher and lower synonyms
- 2. Habits automatically associating meaning Forming 'networks' of meaning
- 3. Resources to help you www.thesaurus.com

www.lexchecker.org and www.find-the-word.com

Step 5: Referring & abstract nouns

China is the world's largest manufacturing power. Its output of televisions and smartphones surpassed America's in 2011. Such an achievement now accounts for a fifth of global manufacturing. Its factories have made so much, so cheaply that they have curbed inflation in many of its trading partners.

However, **this** era of "cheap China" may be drawing to a close. **Such** costs are soaring, starting in the coastal provinces where factories have historically clustered. In **these** regions, increases in land prices, environmental and safety regulations and taxes all play a part. Greater than any of **these**, however, is labour. On March 5th 2011, Standard Chartered, an investment bank, released a survey of over 200 Hong Kong-based manufacturers operating in the Pearl River Delta. It found that the **aforementioned** factor had risen as a 10% wage-rise in the previous year. Foxcon, a Taiwanese contract manufacturer that makes Apple's iPads, in Shenzhen, put **theirs** up by 16-25% in June 2011³. It is necessary to define Situational Theory and to explain Situational Theory. Situational Theory is an approach whereby the management style depends on the situation. The management style could vary from a directive management style with a less mature employee, to a guidance management style with a more mature employee, and so on. Management styles will be outlined here and compared to other leadership models. There are other leadership models which have been developed since Situational Theory. In summary then, the situation of the maturity of the employee affects the management style so that the leader can take the best management style course of action for the leader according to the situation.





The malnutrition in the rural population will not be addressed by the local government as the local government has not articulated that they acknowledge the malnutrition in the rural population.

It is necessary to define Situational Theory and to explain Situational Theory. Situational This theory is an approach whereby the management style could vary from a directive management one with a less mature employee to a guidance management style one with a more mature person and so on. These management styles will be outlined here and compared to other leadership models. There are other leadership such models which have been developed since Situational Theory. In summary then, the employee maturity affects the management style so that the leader can take the best management styles of the action for themselves according to this situation.



npact

The malnutrition in the rural population will not be addressed by the local government as this authority has not articulated that they acknowledge the problem.





Tangible? Useful? Why?

- Approach, procedure, process, methodology
- Shortcoming, problem, issue, challenge, difficulty
- Dilemma, paradox, contradiction, irony, incongruity
- Development, trend, change, advance, progress
- Distinction, difference, comparison, contrast
 Assumption, premise, basis, foundation, paradigm
- Description, outline, preview, overview, specification
- Recommendation, suggestion, proposal, opportunity

More examples

A question that needs to be asked is whether A serious weakness with this argument, however, is that ... One of the limitations is that it does not explain why... One criticism of much of the literature on X is that ... The key problem with this explanation is that .

The existing accounts fail to resolve the contradiction between ... However, there is an inconsistency with this argument.

Smith's argument relies heavily on qualitative analysis of ... It seems that Jones' understanding of this framework may be questionable.

One major criticism of Smith's work is that Many writers have challenged Jones' claim on the grounds that ...

Step 6: Use caution

pact



What is wrong with the following?

To express love, females touch and care for others while males do so by providing for others. Women focus on the journey in life but men think only about the destinations.

The Chinese are hard working people. Germans are methodical and systematic.

may nossible som Impact likely might clearly can / couli must rough extreme normally will merally have to be as a rule ought to unlikely on the whole orcasionally can rarely seems to tends to seldor appears tha highes hardly eve least

o doubt all / every / each / no / none / any certainty mpact possibility most / a majority (of) / the (vast) majority probability a great proportion of / a large number likelihood many / much some / a number (of) / several Generally speaking, a minority (of) In a manner of speaking. On the whole, a few / a little / few / little Put simply, In general terms.

Your turn: identify caution

- mpact There is experimental work to show that a week or ten days may not be long enough and a fortnight to three weeks is probably the best theoretical period.
- Conceivably, different forms, changing at different rates and showing contrasting combinations of characteristics, were present in different areas.
- · One possibility is that it is likely to be weaker than that produced by pre-exposure and thus is more likely to be susceptible to the effect of the long interval.
- It appears to establish three categories: the first contains wordings generally agreed to be acceptable, the second wordings which appear to have been at some time problematic but are now acceptable, and the third wordings which remain inadmissible.

Step 7: Distance yourself



Which are more 'distant'?

- It might be argued that the event was conspired.
- It has been argued that the event was conspired.
- It could be argued that the event was conspired.
- It can be argued that the event was conspired.

Step 7: Distance yourself

Which are more 'distant'?

- It is clear that ...
- It is evident that ...There is strong evidence to suggest that ...
- There is a strong case that ..
- The allegation is that ...
- It might be suggested that ...
- It might be claimed that ...
- Jones (1999) has claimed that ..
- Critics of this view may allege that...

How distanced?



- There is, perhaps, some evidence that ...
- There is undoubtedly some truth in the idea that..
- In spite of the fact that ...
- It seems that ... / It appears that ...
- It has often been observed that

Step 7: Distance yourself



Choosing reporting verbs:

Which are more 'suspicious' and have a distancing effect?

· Allege, claim, suggest, deny, proclaim

• State, declare, observe, note, report, describe

Step 8: Emphasising



Inversion for emphasis

- The member presented some valuable new information and did so in a very clear and coherent manner.
- Not only has the member presented some valuable new information, he has also done so in a very clear and coherent manner.
- The functional strategies were particularly prominent.
- Particularly prominent were the functional strategies ...



Inversion for emphasis

- The rebels do not provide any evidence for this claim.
- In no case, do the rebels provide any evidence for this claim.
- They perished with dignity and courage on that day.
- What dignity and courage did they perish with, on that day!
- We consider it a virtue and also a prerequisite.
- Not only do we consider it a virtue, we also consider it a prerequisite.

Step 8: Emphasising



Complete the following expressions:

- Particularly important (+ be+ noun phrase)
- Especially interesting
- Much less expected
- Rather more significant....
- Especially noteworthy.....
- Of greater concern....

Step 8: Emphasising

- Complete the following from your own subject area:
- Had the authors.....
- Were this situation...
- Seldom does the ...
- Such was the impact...
- Never has such a theory....
- Should the result be positive...
- Only by interpreting....
- Rarely did [Foucault]....





pact

Performance anxiety:



- Encouraging to face fears, exposure (often simply part of maturing)
- Natural, DNA-programmed
- Reassurance through 'realities' and positive framing





Performance anxiety

- Too much inward focus?
- Or entrenched
- 'performance anxiety'?
- 20% 80%



Performance anxiety



False 'belief constructs' over cause-effect (conditions and symptoms) Perceived 'triggers':

- · Size of audience / multiple eye contact
- Being broadcast publicly
- Not knowing your topic / intimidation by experts in audience
- Technology failing last minute
- Reading not speaking OR speaking not reading
- Premeditation, or waiting in line to speak ('creeping death')

Performance anxiety: the truth



- Lecturing: instinctive and natural, like chatting (Best lecturers: 'conversational' in style)
- · Force yourself outside 'comfort zone' it grows to accommodate
- · Will always be difficulties: few people notice, fewer care
- · Perceived thresholds and triggers: false beliefs





Performance anxiety: CBT approach



- Breathe: mindfulness of surroundings
 - In mindful state: less possible to produce the 'cocktail'*
 Mother nature developed the 'cocktail' for good use
 - With cognitive-behavioural link (false beliefs): performance anxiety

 - Break link = perform best
 (deconstruct beliefs and displace through positive experience) 'Cocktail' comprises adrenalin, cortisol, norepinephrine, testosterone and other hormones
- Obsessive thoughts
 - Positive framing: e.g. 'nervous' → 'excited', challenge, opportunity, life well-lived
 - Self trust
 - Side step intrusive thoughts: free up your working memory
 - Detach from outcomes, momentarily



Performance in a second-language medium

Engaging audiences



mpact

Engaging audience

- (Not) reading / memorising / parroting a script
- Pausing and speed (comfortable chunking to come)
- Vocal variety: volume, pitch, tone or flat?
- Use of body, movement, dynamic, gesture
- Smile and energy, mood
- Visuals supporting not competing
- Clarity and sequencing

 Authoritative, expert, comfortable, happy, serious Involving people (directly or indirectly)



npact

Gravitas



- Serious but happy and comfortable
- Smiles flashed regularly
- Tapped energy
- · Balance between playing 'authority' vs 'friend' Academic culture, authoritative, kudos, credibility
 Colleague, peer, community, society, belonging, friend

Engaging audience: involving people

- Direct questions:
- · Requests for perspective or experience
- Concept checks
- Rhetorical questions
- Appeals to imagination, or reflection
- Balance between abstraction and reality
- Referencing within realm of audience experience
- · Instructions, and being personal
- BUT: sensitivity losing face, invading space, cultural considerations







Performance in a second-language medium

Voice and accent



Czech influence on English



- Simplified 5 vowel phonemes
 (5 vs. 20 in English... also English spelling not logical!)
- Hard to differentiate between /æ/, /e/ and / Λ /
- More equal stress on all syllables
- · Stressing on the first syllable
- Not using weak forms (an, can, etc.) or linking/elision
- Less intonation patterns (flatter)

Czech Influence on English



- Neither $/\delta$ or $/\theta$ in Czech:
- often replaced with /d/ or /dz/ for /ð/, and /f/ or /s/ for / θ /
- No /w/ in Czech. Often replaced with /v/ or use /w/ in place of /v/
- Some small variation with /r/
- Some confusion /ŋ/, /g/, /k/ end of words (thing/think)
- Voiceless /s/ and voiced /z/ indistinct
- Not aspirating /p/, /t/ and /k/ at word start, or over-aspirating mid-word





- A two-by-five minutes a day habit incorporating:
 - · (Syntax development) • (Lexis development)
 - Voice development: modulation, confidence, authority, (accent and pronunciation)



Sample chunking

Each time we gather to inaugurate a president, we bear witness to the enduring strength of our Constitution. We affirm the promise of our democracy. We recall that what binds this nation together is not the colours of our skin



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or the tenets of our faith or the origins of our names. What makes us exceptional – what makes us American – is our allegiance to an idea, articulated in a declaration made more than two centuries ago: "We hold these truths to be self-evident, that all men are created equal ... - Obama Inauguration Speech

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- Obama Inauguration Speech

Modulation Technique

Chunk any text:

- Syntactically (grammatical units)
 Phonologically, separated by tonal boundaries (in a single breath!)
- Semantically (thought units)
- · Depends on attention span, audience, density of content, velocity
- Repeat: 'chunk' aloud
- On completion, summarise aloud without looking
 - Ensure cognitive engagement with content
 (Chunking applied, as free practice)
- Advanced chunking: highlight primary & secondary stress points
- Practice with a remediator, with yes/no indications



Finding your natural voice (versus your habitual voice)



- Sitting with erect posture, or standing (cf. Alexander Technique)
- Breathing deeply until in effortless rhythm (relax stomach)
- Fingers in solar plexus: Hum!
- Rhythmic pressing on solar plexus (interrupts hum, encourages settling on natural pitch)
- Gradually insert words into the hum
- Result: your natural voice
- Hum "Happy Birthday to You" is the pitch the same?
- Freer, less constrained, less effort?
- Less audible initially until proper breathing adopted (we often constrain to raise pitch to be audible)





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Performance in a second-language medium

The actual content

Speaking for the ear, not the eye

We need to revitalize our economy after the global financial shocks of recent times but growth that ignores environmental responsibility is ultimately not sustainable which is why we are investing heavily in such policies as the decarbonisation of road transport through advanced technologies and pushing for stringent measures to control emissions from aviation and shipping.



We need to revitalize our economy after the recent global financial shocks. But growth that ignores environmental responsibility is not, ultimately, sustainable. That is why ... we are investing heavily. We are investing in a range of policies. Like the decarbonisation of road transport through advanced technologies. We are pushing for stringent measures to control emissions. Including emissions from aviation and shipping.

Speaking for the ear, not the eye: advice

- · Contemporary oratory: low-key, casual and conversational
- Contemporary oratory: calm, reassuring
- Natural words and phrases: flow as conversation
- · Creates psychological 'community' among listeners and speaker
- · Avoid speaking over their heads (convoluted, pompous, verbose)
- · Avoid talking down to them (patronising, condescending)

Writing for the ear, not the eye: instruct



Instructing and appealing to reflection

Let me take you to a scene where ... Take a moment to think about...

Imagine the tremendous benefits for the climate, if this were to be invested wisely.

Just think about the new opportunities it could open for energyefficient technology.



Speaking for the ear, not the eye: personalise

- Personalise: I, me, my, you, we, us, our ...
- Be gender-inclusive (he/she)
- Simple sentences, more active than passive
 - Exclusively active voice: musical, choppy and juvenile
 - Exclusively passive voice: graceful, dignified, starchy, dry, dense, heavy

Speaking for the ear, not the eye: politeness

Passive for politeness and distancing

- Our staff can present the proposal on Tuesday.
- The proposal can be presented on Tuesday.
- Have you considered these options?
- · Have these options been considered?

· Will aboriginal health be addressed?

• Will Malcolm Turnbill address aboriginal health?



Speaking for the ear, not the eye: juxtaposition

- Kevin Rudd restored the relationship we enjoy today.
- The relationship we enjoy today was restored by Kevin Rudd.
- Buddhist philosophers created a unique culture that has influenced societies in every continent.
- A unique culture has been created by Buddhist philosophers, influencing societies in every continent.
- Societies in every continent have been influenced by the unique culture created by Buddhist philosophers.

Rhetorical Devices



Repetition in parallel, and often in threes

- The inherent vice of capitalism is the unequal sharing of blessing; the inherent virtue of socialism is the equal sharing of miseries.
 - Churchill
- I came, I saw, I conquered. - Julius Caesar

Rhetorical Devices



Tonight will be a stomach-churning moment for Mr. Bush, and he must be puzzling over how he got snarled in this nightmare, with Old Europe making him beg, North Korea making him vince, the deficit making him ringe, the lost manufacturing jobs making him gulp; with the hawks caving in to the U.N. and to old Saddam Baath army members who want to rebuild a security force; with Representative David Obey demanding the unilateral heads of Rumsfeld and Wolfowitz, so that "Uncle Sam desarit become Uncle Sucker",

with the F.B.I. warning that more Islamic terrorists who know how to fly planes

may be burrowing into our neighbourhoods.

- Maureen Dowd, commentator referring to a speech by President George W. Bush September 7, 2003.

Rhetorical Devices



Rhetorical questions

- Who would you rather ran the province?
- Should a mother of vulnerable infants really trust this operator?
- Why don't we perhaps take a look at the causes here?
- When is the right time build such a relationship?
- Were they wise enough to grasp this opportunity?

Rhetorical Devices



Using relative clauses to approach idea dramatically

- The one that matters the most is ...
- There are some who want us to believe that But we
- What we need to occur right now is ...
- It is scholarly works like this which are known for ...
- · And that is exactly why there happens to be ...

Rhetorical Devices



Inversion for emphasis

- The author presented some valuable new information and did so in a very clear and coherent manner.
- Not only has the author presented some valuable new information, he has also done so in a very clear and coherent manner.
- The functional strategies were particularly prominent.
- Particularly prominent were the functional strategies ...

Rhetorical Devices



Inversion for emphasis

- The rebels did not provide any evidence for this claim.
- In no case, did the rebels provide any evidence for this claim.
- They perished with dignity and courage on that day.
- What dignity and courage did they perish with, on that day!
- Society considers it a virtue and also a prerequisite.
- Not only does society consider it a virtue, it also considers it a prerequisite.

Rhetorical Devices



Hinting the obvious

- I'm sure that you are all aware of the events yesterday at 1:15 pm ...
- There's no need to tell you who I am referring to.

Hinting by denying, or stating the opposite

- I will not go into the allegations that the leader of the militia was drunk.
- I'm sure the representative of the paramilitary would not be lying.

Rhetorical Devices

your country.

godson.

Antithesis, and using conjunctions

• They said: "Give me liberty, or give me death".

• It was the best of times; it was the worst of times.

leaders were ready, but our opponents were not.

· Ask not what your country can do for you, but what you can do for

• If puritanism was not the godfather to capitalism, then it was the

· The conditions were rife, for the foundations had been laid, and our



Rhetorical Devices



Imagery and metaphors:

- Enlivens
- Generous to listeners (encourages interpretation)
- Efficient and economical: max meaning, min words
- Expressive for ideas without easy words
- Tactical: analogy, useful for persuasion

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Impact Vocabulary building: literal-metaphorical

Literal	Metaphorical
someone wanting force or violence for solutions	hawk
someone wanting negotiation for solutions	dove
someone acting opportunistically without caring	vulture
implying terrific energy, fast-growing	tiger (economy)
white Anglo-Saxon protestant	WASP
a unexciting and older business with reliable revenue	cash cow
in market economies, the customer is correct, regardless	the customer is king
exemplar behaviour is better than simply making promises	actions speak louder than words
the more we postpone, the more costly it shall be	time is money
an intricately complicated but carefully balanced solution	a well-calibrated solution
dramatically fluctuating data	roller-coaster







To PowerPoint or not to PowerPoint?



To support you, not replace you (audience shouldn't read your message) • Notes, phrases, bullets

- Maps
- Photographic images

Aristotle's Three Appeals (Not appropriate for academia?)

• Video clips

PPT should enhance only. If not, don't use it.



Daily: developing associations through synonymising



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Lexis building: synonymising by register

Lower register word choice
Yet, still
First of all, next, then, later, in the end
Bit by bit, in stages, slowly
In the end, upshot, outcome, bring about, lead to
Also, what's more, besides, similarly, in line with
Way, means, approach
Outline, preview, overview, roadmap, plan
Suggestion, pitch, way forward
What's different, not in common, distinct
With luck, chance, favour shined on us
Want, long for, to lean towards
Improve, get better, get ahead
In brief, in a nutshell, to wind up

Lexis building: autonomous learning

• Daily habits? What suits you?

A course for groups wishing to form a language enriching club:

- www.corballis.com/pages/eloquentenglish/ebook1.pdf
- www.corballis.com/pages/eloquentenglish/ebook2.pdf
- Free for staff at Masaryk



Learner Typology



- "Faculties believe that the behaviors most responsible for impeding international students' academic success are: (a) their lack of participation in classroom discussions, (b) their lack of participation in debate with classmates or instructors, and (c) their failure to ask for clarification of issues . . . that are unclear" (Tompson & Tompson, 1996).
- But expectations on participation vary wildly according to:
 Cultural factors: expectations
 - Personal learning styles
 - Personal teamwork styles

Learner Typology: Learning Styles

• Auditory (cf. Audio-Lingual method)

- Visual
- Tactile
- Kinaesthetic (cf. Total Physical Response method)
- Simplistic. Preference only, and a mix
- Shifts throughout life, prior learning influence
- Cultural aspect (cf. Arab/Spanish with Chinese/Korean)
- Part of a bigger mix: group/individual, setting, etc.
- Also 'Multiple Intelligences' (Gardner 1983)



Learner Typology Perceptual Quality: Concept



- Concrete: registering information through 5 senses, the obvious 'here and now' rather than hidden meanings, or linking concepts
- Abstract: visualizing, conceiving ideas, getting the un-seen. Intuition, imagination, lateral/beyond. 'It is not always what it seems' (Grager: 1984)
- Also Reflective Observation vs. Active Experimentation (Kolb 1985)
- · We all have both: degree of comfort

Re-focus on Learners Perceptual Quality: Ordering



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- Sequential: organize information in linear, step-by-step manner; logical train of thought, traditional approach to information, planning and following plans, avoiding impulse.
- Random: organize information by chunks, in no particular order; skip steps in procedure eg. start in middle/end; impulsive, spur of the moment (Gregorc, 1984)
- Both present in everyone: degree of comfort.



Global vs. Analytic Thinking Styles

Analytic

- Linear, steps Sees trees not forests
- Happy amid details
 Decisions: logic, facts, common
 Prefers organized environment
- One thing at a time
- Speaks with fewer gestures

Directions
 Underlining or highlighting

- Quiet, well-lit, formal environme
 Complete task before starting an
 Words and numbers
- Spontaneous and likes spor Doing several things at once Information ok with humour/e Speaks with more gestures General idea first, and detail later

Less formal/structured

More flexible environmen

Global

- Distractions okay, frequent breaks
- Personally interesting challenges Learns well through group learning
- Prefers written or tactile involv Responds to pictures/diagrams





Tactic:



· Leaders present their approach for teaching a discipline-specific concept or skill to their group

- Observers to monitor. Would the approach exhibit:
 - Adaptability to learner typology
 - · Balance of perceptual preferences (deductive, inductive?)
 - Bird's eye perspective predominant, or analytic? Roadmap maintained? • Dual level: for the more and less academic orientations? How?

Tactic:

Sharing good practice

· What extent do you

- Manifest a teaching-learning climate grounded in success? How?
- Adapt to learner typology? Balance perceptual preferences or global/analytic preferences?

Learner Typology for 'Social Practice'

PUTTING IT INTO PRACTICE

- Work dually for academic and less academic orientations?



Findings from a SOAS PD day, March 2015

- Delivery and paralinguistic aspects:
- · Enthusiasm, energy, highlighting bang the board (etc) to wake up or shock audiences, occasionally!
- Unidirectional vs interactive lectures? Attention-span aware. Getting the balance: breaking up the dynamic but not allowing time-wasting. To what extent to respond to blank/sullen faces, and how?)



Findings from a SOAS PD day, March 2015

- Encouraging fit into 'arch of knowledge' / global thinking Motivation / empowerment
- · 'Lecture in 1 minute' (outlining as summary at outset for 'bird's eye' perspective)
- · Remind them what they know (for fit to prior knowledge, at start) builds confidence 'Concept envelopes' (students choose one and define without stating)

 student predictive capacity
- · Various approaches to: 'Empower through verbalizing first'



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Findings from a SOAS PD day, March 2015

- Encouraging leaner independence / metacognition
- Include lecture study skills
- (pre-reading/predicting, note-taking engagement, etc.)
- Student self-assessment forms for each lecture/seminar (R – at least – space given for *reflective* time after lectures, on own level of engagement. Choices: written/verbal/private/public)
- · Mnemonics for association helps weaker students to engage and enjoy and learn?

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Findings from a SOAS PD day, March 2015

- Inductive approaches to engage / structuring
- Anecdotes? Unsuitable academically? But it works!
- Memorable useful lead to ideas
- Real world make students see themselves in that position
- · Cohesion and 'accumulation' through a well linked, scaffolded lecture
- Avoid obsessing, overt planning for different types, but maintain flexibility and recognise uniqueness

Supporting the weak and extending the strong. Strategies:

- Support in pairs
- Pair/team matching and composition
- Teasing out plenary-style, building on prior knowledge, tactical placing of participants (for respect, as a 'human' resource)
- Different class roles
- Examples to extend: presentations, research tasks, role of expert, role of peer teacher (also consolidates skills & knowledge)
- Examples to support: reading aloud, drilling, assigning simpler or shorter reading passages, comprehension rather than subtext/critical tasks
- Making the weaker student an expert through access to source on wall (forced internalisation and repetition of chunks to relay)



Student Typology and 'Social Practice' PUTTING IT INTO PRACTICE: YOUR IDEAS



Outline



- THE POWER OF CONVERSATION
- EVOLUTION OF EAP TOWARDS SOCIAL PRACTICE
- DISCOURSE, LANGUAGE FUNCTIONS & LINGUISTIC ABILITY
- EXTENSION ON WRITING: CLARITY AND COHESION, ACADEMIC STYLE
- SPEAKER DEVELOPMENT: PRACTICAL HABIT FOR INSTRUCTORS
- LEARNER TYPOLOGY & SOCIAL PRACTICE
- YOUR REFLECTIONS?

