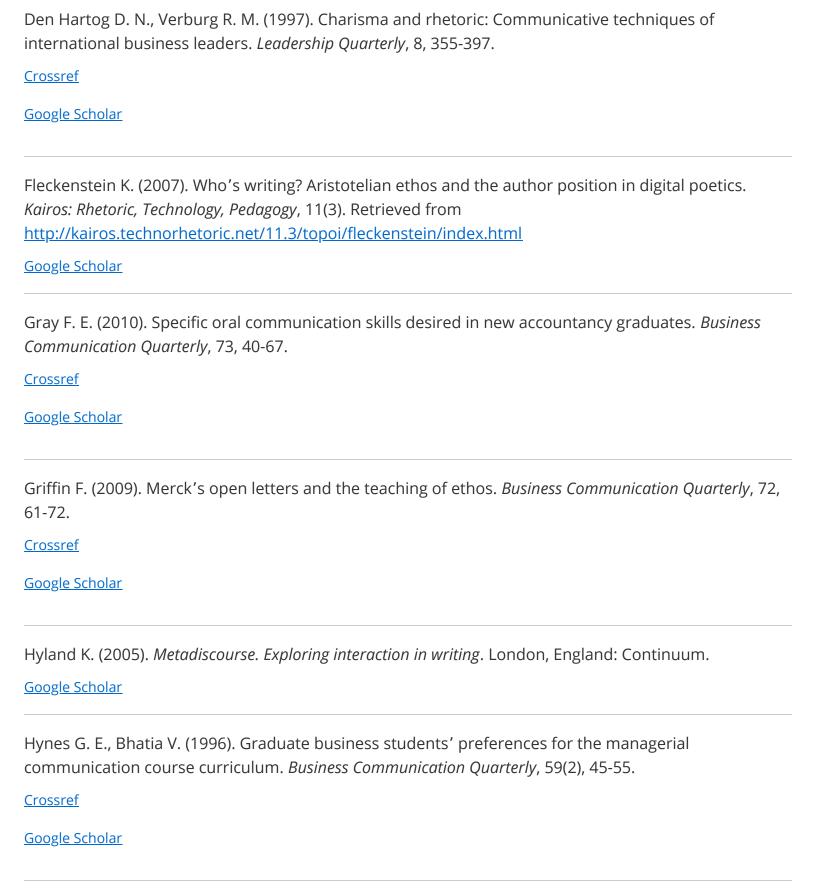
## **Sage** Journals

## We value your privacy

We and our <u>partners</u> store and/or access information on a device, such as cookies and process personal data, such as unique identifiers and standard information sent by a device for personalised advertising and content, advertising and content measurement, audience research and services development. With your permission we and our partners may use precise geolocation data and identification through device scanning. You may click to consent to our and our 1438 partners' processing as described above. Alternatively you may click to refuse to consent or access more detailed information and change your preferences before consenting. Please note that some processing of your personal data may not require your consent, but you have a right to object to such processing. Your preferences will apply to this website only. You can change your preferences or withdraw your consent at any time by returning to this site and clicking the "Privacy" button at the bottom of the webpage.

ACCEPT ALL
MORE OPTIONS
DECLINE ALL



Jones D. (2008). *Democratizing the earnings call* (IR Web Report). Retrieved from <a href="http://irwebreport.com/20080123/democratizing-the-earnings-call/">http://irwebreport.com/20080123/democratizing-the-earnings-call/</a>

**Google Scholar** 

Larcker D. F., Zakolyukina A. A. (2010). *Detecting deceptive discussions in conference calls* (Working Paper No. 83). Retrieved from <a href="http://papers.ssrn.com/sol3/papers.cfm?abstract\_id=1572705">http://papers.ssrn.com/sol3/papers.cfm?abstract\_id=1572705</a>

Google Scholar

Laskin A. V. (2009). A descriptive account of the investor relations profession. A national study. *Journal of Business Communication*, 46, 208-233.

Crossref

**Google Scholar** 

Loughran T., McDonald B., Yun H. (2009). A wolf in sheep's clothing: The use of ethics-related terms in 10-K reports. *Journal of Business Ethics*, 89, 39-49.

Crossref

Google Scholar

Malavasi D. (2006). Annual reports: An analysis of lexical evaluation across sections. In Bondi M., Bamford J. (Eds.), *Managing interaction in professional discourse: Intercultural and interdiscoursal perspectives* (pp. 147-158). Rome, Italy: Officina Edizioni.

Google Scholar

Newton L. (2005). Business ethics and the natural environment. Oxford, England: Blackwell.

Crossref

Google Scholar

Piotti S. (2006). Relevance and reliability in economic and financial reporting: An analysis of CEOs' letters and Chairmen's statements. In Del Lungo Camiciotti G., Dossena M., Crawford Camiciottoli B. (Eds.), *Variation in business and economics discourse: Diachronic and generic perspectives* (pp. 115-125). Rome, Italy: Officina Edizioni.

Google Scholar

Roelofsen E. (2010). *The role of analyst conference calls in capital markets* (Unpublished doctoral dissertation). Erasmus University, Rotterdam, Netherlands. Retrieved from <a href="http://publishing.eur.nl/ir/repub/asset/18013/EPS2010190FA9789058922281Roelofsen.pdf">http://publishing.eur.nl/ir/repub/asset/18013/EPS2010190FA9789058922281Roelofsen.pdf</a>.

Google Scholar

Saatchi E. (2007). The discourse of voluntary disclosures in quarterly conference calls: Implications for investor relations. In Bait M., Paganoni M. C. (Eds.), *Discourse and identity in specialized communication* (pp. 100-103). Milan, Italy: Lubrina Editore.

**Google Scholar** 

Schlegelmilch B. B., Pollach I. (2005). The perils and opportunities of communicating corporate ethics. *Journal of Marketing Management*, 21, 267-290.

Crossref

Google Scholar

Scott M. (2010). *Wordsmith tools version 5.0* [Computer software]. Oxford, England: Oxford University Press.

Google Scholar

Tasker S. C. (1998). Bridging the information gap: Quarterly conference calls as a medium for voluntary disclosure. *Review of Accounting Studies*, 3, 137-167.

Crossref

Google Scholar

Williams C. C. (2008). Towards a taxonomy of corporate reporting strategies. *Journal of Business Communication*, 45, 232-264.

Crossref

Google Scholar

Zhao J. J., Alexander M. W. (2004). The impact of business communication education on students' short- and long-term performances. *Business Communication Quarterly*, 67, 24-40.

Crossref

Google Scholar

Related content

 $\wedge$ 

Sim	ilar articles:				
A	Restricted access				
	<u>Earnings calls: Exploring an emerging financial reporting genre</u>				
	Show details V				
n	Restricted access				
	Modesty in the Top Management Team: Investor Reaction and Performance Implications				
	Show details V				
<b>∩</b>	Restricted access				
	Persuasion in Earnings Calls: A Diachronic Pragmalinguistic Analysis				
	Show details ∨				
	<u>View more</u>				
Sag	e recommends:				
SAG	E Knowledge				
Case	e				
<u>Disc</u>	losure Strategy: A Case of Ethics in Financial Reporting				
Show details $\vee$					
	E Knowledge ble book				
<u>Ana</u>	lyzing & Reporting Focus Group Results				
Sho	Show details 🗸				
	E Research Methods ble book				
<u> App</u>	lied Conversation Analysis				
Sho	w details ∨				
	<u>View more</u>				

You currently have no access to this content. Visit the <u>access options</u> page to authenticate.

<u>View full text</u> | <u>Download PDF</u>

## Also from Sage

CQ Library  Elevating debate	Sage Data  Uncovering insight
Sage Business Cases  ——————————————————————————————————	Sage Campus ———— Unleashing potential
Sage Knowledge ———— Multimedia learning resources	Sage Research Methods  Supercharging research
Sage Video  Streaming knowledge	Technology from Sage  Library digital services

We value your privacy We and our partners store and/or access information on a device, such as cookies and process personal data, such as unique identifiers and standard information sent by a device for personalised advertising and content, advertising and content measurement, audience research and services development. With your permission we and our partners may use precise geolocation data and identification through device scanning. You may click to consent to our and our 1438 partners' processing as described above. Alternatively you may click to refuse to consent or access more detailed information and change your preferences before consenting. Please note that some processing of your personal data may not require your consent, but you have a right to object to such processing. Your preferences will apply to this website only. You can change your preferences or withdraw your consent at any time by returning to this site and clicking the "Privacy" button at the bottom of the webpage.