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Contents

Abstract

This study investigates companies to report the companies in the third crisis, and the third quarter compiled in two parallel corpora (Crisis Corpus and Recovery Corpus), thus providing a diachronic perspective. Semantic annotation software was used to extract pragmalinguistic resources of persuasion. The Crisis Corpus had a higher frequency of persuasive items, as executives often emphasized progress and future hopes. However, the types of items were largely the same across the corpora. This suggests a well-consolidated linguistic protocol within this discourse community that transcends financial performance. The findings offer insights into how earnings call participants use persuasive language strategically to achieve their distinct professional objectives as responsible providers of information (executives) versus discerning seekers of information (analysts).

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Biographies

Belinda Crawford Camiciottoli is an associate professor of English language and linguistics at the University of Pisa. Her research focuses on corpus-assisted analysis of discourse in professional settings. She has published in leading journals, including *Business Communication Quarterly*, *Discourse & Communication*, *Text & Talk*, and *Management Decision*.

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