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“Rhetorical Conventions of Science under the Tudors”, in G. Iamartino - M.L. Maggioni - R. Facchinetti (eds.), *Thou sittest at another boke.... . English Studies in Honour of Domenico Pezzini*, English Library: The Linguistics Bookshelf, Volume 3, Polimetrica, Monza 2008, pp. 321-330.

### Abstract

This paper explores the rhetoric of Robert Recorde's scientific thought as shown in his algebraic textbook entitled *The Whetstone of Witte* (1557). By 'rhetoric' of science is meant in this study's Recorde's eloquence and conventions in arguing for his own views on the intent, premises and pragmatic purposes underlying his scientific thought and expression, and, accordingly, the language to be used in dealing with arithmetic and algebra, as well as the features that the didactic texts on such topics should possess.

“The Rhetoric of Financial and Accounting Reporting. A corpus-driven Analysis of Hedging in Annual Reports”, in D. Torretta - M. Dossena - A. Sportelli, *Forms of Migration. Migration of Forms*. Proceedings of the 23<sup>rd</sup> AIA Conference (Bari, 20-22 September 2007), Progedit, Bari 2009, pp. 290-302.

### Abstract

The present study investigates the use of English in the discourse of economic and financial reporting (i.e. Annual Company Reports), with data originating from original English texts, that is, texts produced in native English contexts, and texts either translated (i.e. mediated) into English from Italian and other European languages. It consists in a contrastive analysis of hedging and boosting strategies as manifestations of the writer's presence in the text and, accordingly, his/her role as a mediator in the disclosure of information and the description of a company's performance together with its attempt to gain credibility and mitigate possible negative data.

“The Origins of the Vocabulary of Arithmetic and Algebra in Early Modern English: Robert Recorde and *The Whetstone of Witte* (1557)”, in Iamartino G. - Ardizzzone P. (eds), *Lexicology and Lexicography of Domain-Specific English*, Polimetrica, Monza, in corso di stampa. (Comunicazione presentata al Convegno COFIN, Università degli Studi di Palermo, 21-23 giugno 2007).

### Abstract

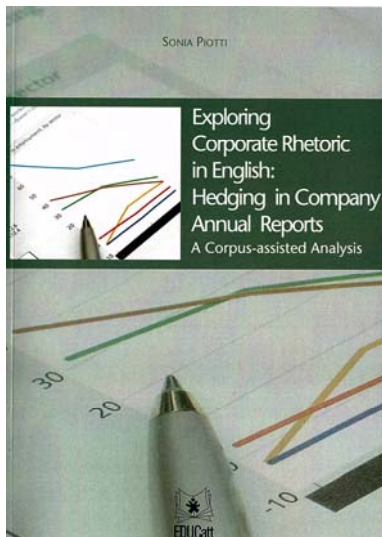
This paper presents the preliminary findings of a study focusing on specific issues concerning the origin and development of the language of mathematical science in Tudor England. It especially explores Recorde's concern about the language and scientific expression to be used in dealing with arithmetic and algebra with particular regard to his last work, the algebraic textbook entitled *The Whetstone of Witte* (1557).

“L'informazione al consumatore: la terminologia delle fonti energetiche e le variazioni negli usi testuali”, *AIDAinformazioni*, 1-2/2008, gennaio-giugno 2008, pp. 129-142.

### Abstract

Le strategie di presentazione dell'informazione, di promozione ed incentivazione delle fonti rinnovabili sono osservate in prospettiva comparativa fra Italia e Regno Unito. Particolare rilievo viene dato all'analisi di testi diretti al consumatore, che si trova sempre più spesso a dovere acquisire competenze disciplinari specifiche per la valutazione e la gestione dei prodotti o dei servizi che acquista o che usa. Numerose le difficoltà derivate dalle variazioni definitorie negli usi terminologici relativi a questi ambiti tematici. Il contributo si propone di illustrare le diverse tipologie di repertori terminologici in essere e le attestazioni presso strumenti lessicografici di riferimento.

“La Corporate Governance nel bilancio societario”, in M.T. Zanola, *Analisi del lessico del bilancio societario*, presentazione dei lavori del Gruppo REI “Terminologia e lingua dell'economia e della finanza” alla Quinta Giornata REI “Esprimere la legge dei popoli. I diritti dell'uomo in lingua italiana”, Roma, 16 giugno 2008, [http://reterei.eu/gruppi/gl\\_terminologia\\_finanziaria\\_roma2008.pdf](http://reterei.eu/gruppi/gl_terminologia_finanziaria_roma2008.pdf).



*Exploring Corporate Rhetoric in English: Hedging in Company Annual Reports. A Corpus-assisted Analysis*, EDUCatt, Milano 2009.

**Abstract:** Drawing from the literature on professional, organizational and institutional practices in financial reporting, together with earlier literature on hedging in general and on ESP in particular, the present study proposes a communicative explanation for the use of hedging in company annual reports, as representations of economics as discourse of economics activity, in which textual and interpersonal features of meta-discourse are complementary. This book is divided into three chapters. Chapter one forms the theoretical core of this study and presents a brief survey of the relevant concepts and theoretical notions regarding hedging by offering an overview of linguistic literature and earlier studies since the notion was introduced in linguistics by G. Lakoff (1973). The chapter emphasises the complexity of this phenomenon, which originated in logic and semantics but has been developed further over time in pragmatics and discourse analysis and is now used in areas like metacommunication and in communication strategies such as mitigation and politeness. Chapter two concentrates on annual reports as a genre; it offers a description of how Swales' characterization of genre along with the professional and statutory literature on financial reporting can be applied when it comes to defining annual reports, thus providing a theoretical basis and rationale for the empirical study carried out in chapter three. Chapter three provides an in-depth analysis of the functions and types of hedging in a corpus of annual reports, using both corpus-based and manual techniques. The data and methodology used are described and some of the preliminary findings of the empirical study are introduced and discussed. The chapter aims at looking at the ways in which hedging devices are used to "modalize" or modulate discourse and claims in this form of corporate communication.)