

List of Publications

Anne Marie Bülow, Professor, Ph.d.
September 2011

Corporate / Organizational discourse:

Culture and Negotiation. With Rajesh Kumar. *International Negotiation*. 16.3, 2011, 349-359.

Global corporate communication and the notion of legitimacy. *Journal of Intercultural Communication* vol 25, March 2011. <http://www.immi.se/intercultural/nr25/bulow.htm>

The double monologue principle: argumentation in e-mail negotiation. [http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1899225'](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1899225)

Negotiation. In ed Francesca Bargiela-Chiappini, *Handbook of Business Discourse*. Edinburgh University Press, 142-154.

Corporate Apologia. In ed. Jeanne Struck, *Rhetorical Aspects of Discourses in Present-day Society*. Cambridge Scholar Press, 2008, 340-358.

Persuasion and resistance in negotiation. In ed Ayseli Usluata, *Communication: Spanning cultures, change and challenges*. Proceedings of the 9th Association of Business , Communication European Convention, Istanbul, May 2007. TC Yeditepe University Publications, 41-68

Image restoration with new technology. In ed Giuliana Garzone, Gina Poncini and Paola Catenaccio, *Multimodality in Corporate Communication*. Milano: FrancoAngeli 2007, 129-145
Corporate Apologia and the attribution of Guilt. CBS Working paper, <http://ir.lib.cbs.dk/paper/ISBN/X075242>

Persuasion in business negotiations. In ed Helena Halmari and Tuija Virtanen, *Persuasion across Genres. A linguistic approach*, 27-58. Amsterdam: John Benjamins 2005

Coherence structures in negotiations: the strategy of repetition, in ed Anette Grindsted and Johannes Wagner, *Communication for Specific Purposes/ Fachsprachliche Kommunikation* .193-209. Tübingen: Gunter Narr 1992.

Intercultural communication

Research Column. Five perspectives on intercultural business communication. With F. Bargiela-Chiappini, C. Nickerson, G. Poncini and Y. Zhu. *Business Communication Quarterly*, vol. 66.3, 2003, 73-96

Non-native speakers as negotiators. In ed Jutta Eschenbach and Theo Schewe, *Über Grenzen gehen – Kommunikation zwischen Kulturen und Unternehmen. Festschrift für Ingrid Neumann*, 145-157. Halden: Høgskolen i Østfold Rapport 2001:3

Control from the background. A study of information structure in native and nonnative discourse, *International Journal of Applied Linguistics* vol. 6.1 1996, 21-42

Negotiating in a foreign language, *Hermes* vol.11 1993, 11-25.

Courtroom interaction

Trial Evidence: Overt and covert communication in court. *International Journal of Applied Linguistics* vol.1 1991: 38-60

Discourse studies:

Your space or mine? On the distribution of conditionals in discourse. In ed Tuija Virtanen, *Cognitive Approaches to Discourse*. Berlin: Mouton de Gruyter, 2004

The View from the Bridge. Text analysis for translators and other communicators. 2nd revised edition w. Karsten Pedersen. Copenhagen: Samfundslitteratur 1998

Left wing strategies: On the use of theme in English and Danish, i M.Herslund (ed): *Information Structure*. Copenhagen: Samfundslitteratur 1995, 41-73 (Copenhagen Studies in Language vol.18)

The Textlinguistic Omnibus. A Survey of methods for analysis. Copenhagen: Handelshøjskolens Forlag (Arnold Busck) 1989

Cognition and simultaneous interpreting:

Second-hand emotion: Interpreting attitudes. *Interpreters' Newsletter*, vol. 12 2003, 1-36.

Using textlinguistic methodologies for analysing processing in simultaneous interpretation. In W. Vagle & K. Wikberg (eds) *New Directions in Nordic Text Linguistics and Discourse Analysis: Methodological Issues*, Oslo: Novus 2001, 101-112

Existential problems. On the processing of irrealis in simultaneous interpreting. *Interpreting* vol.4.2, 1999, 145-168