

Personal information:

Name	Matteo Fuoli
Current Organisation/ employer	University of Birmingham

Employment history:

Date (month/year)		Name of Organisation and position/ role held.	Type of appointment
From	To		
08/2021	present	University of Birmingham, Associate Professor of Corpus-Based Discourse Analysis	Permanent
04/2017	08/2021	University of Birmingham, Lecturer in Corpus-Based Discourse Analysis	Permanent
09/2013	01/2017	Lund University, Associate Lecturer in English Linguistics	Part-time, fixed term
12/2011	09/2012	FBK (Trento, Italy), Researcher	Full-time, fixed term

Training and qualification history:

Date (month/year)		Quali ficati on	Subject	Awarding body	Mark or level achieved
To	From				
09/2012	05/2017	PhD	English Language and Linguistics	Lund University (Sweden)	N/A
09/2007	02/2011	MA	Language Sciences for Business, International Communication and Tourism	Università di Trento (Italy)	Summa cum laude
09/2004	08/2007	BA	Modern Languages for Business and Tourism	Università di Trento (Italy)	Summa cum laude

Post-Doctoral only:

Date of PhD Viva (month and year):	30/05/2017
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Grant history:

Date (month/year)		Title of grant	Awarding body	Length of grant	Your role/ position in the grant	Total amount awarded
From	To					
16/01/23	31/03/24	Understanding the linguistic mechanisms of trust to combat corporate corruption	UK Government	2.5 months	PI	£159,806
01/01/22	31/03/22	From Paris to net zero: a linguistic analysis of carbon disclosures by top corporate emitters, 2011-2020	University of Birmingham's Business School	2 months	Co-I	£2,918

01/06/21	06/08/21	Measuring and de-escalating polarisation in Twitter conversations: a linguistic and experimental approach	Institute for Global Innovation	10 weeks	PI	£5,450
30/07/19	31/08/19	Research visit at the University of Sydney	Birmingham International Engagement Fund (BIEF)	1 month	N/A	£2,100
30/07/19	31/08/19	Research visit at the University of Sydney	University of Sydney	1 month	N/A	AUD\$5,000 (approx. £2,700)

Prizes and awards:

Date (month/year)	Prizes and Awards
2019	Visiting Research Fellowship, University of Sydney, Australia.
2017	Harry Karlsson's Prize for the outstanding quality of PhD thesis. Awarded by the Society of Sciences in Lund, Sweden (https://goo.gl/s3Z2tX).
2016	Best PhD student presentation. RaAM 11 conference, Berlin, Germany.
2013	John Sinclair prize for best early career paper. ICAME 34 conference, Santiago de Compostela, Spain.

Publications:

1. **Fuoli, M.** and Lutzky, U. (in press, 2024). Business communication. In Brookes, G. and Mahlberg, M. (eds.) *Bloomsbury Handbook of Corpus Linguistics*.
2. Yu, D., Li, L., Su, H. and **Fuoli, M.** (in press, 2024). Assessing the potential of LLM-assisted annotation for corpus-based pragmatics and discourse analysis: The case of apologies. *International Journal of Corpus Linguistics*.
3. Hansson, S., **Fuoli, M.** and Page, R. (2023). Strategies of Blaming on Social Media: An Experimental Study. *Communication Research*. DOI: <https://doi.org/10.1177/00936502231211363>
4. **Fuoli, M.** and Beelitz, A. (2023). Framing the path to net zero: a corpus-assisted discourse analysis of sustainability disclosures by major corporate emitters, 2011-2020. *International Journal of Corpus Linguistics*. DOI: <https://doi.org/10.1075/ijcl.22123.fuo>
5. Hansson, S., Page, R. and **Fuoli, M.** (2022). Discursive strategies of blaming: The language of judgement and political protest. *Social Media + Society*. <https://doi.org/10.1177/20563051221138753>
6. **Fuoli, M.** and Bednarek, M. (2022). Emotional labor in webcare and beyond: A linguistic framework and case study. *Journal of Pragmatics*, 191, 256-270.
7. **Fuoli, M.** (2022). Structural Equation Modeling in R: a practical introduction for linguists. In: Tay, D. and Xie Pan, M. (eds.) *Data Analytics in Cognitive Linguistics*, pp. 75-102. De Gruyter Mouton.
8. **Fuoli, M.**, Littlemore, J. and Turner, S. (2022). Sunken Ships and Screaming Banshees: Metaphor and evaluation in film reviews. *Journal of English Language and Linguistics*, 22(1), 75-103.
9. **Fuoli, M.**, Clarke, I., Wiegand, V., Ziezold, H. and Mahlberg, M. (2021). Responding effectively to customer feedback on Twitter: A mixed methods study of webcare styles. *Applied Linguistics*, 42(3), 569–595.

10. Hart, C. and **Fuoli, M.** (2020). Objectification strategies outperform subjectification strategies in military interventionist discourses. *Journal of Pragmatics*, 162, 17-28.
11. **Fuoli, M.** (2018). A step-wise method for annotating appraisal. *Functions of Language*, 25(2), 229-258.
12. **Fuoli, M.** and Hart, C. (2018). Trust-building strategies in corporate discourse: An experimental study. *Discourse & Society*, 29(5), 514-552.
13. **Fuoli, M.** (2018). Building a trustworthy corporate identity: a corpus-based analysis of stance in annual and corporate social responsibility reports. *Applied Linguistics*, 39(6), 846-885.
14. **Fuoli, M.**, van de Weijer, J. and Paradis, C. (2017). Denial outperforms apology in repairing organizational trust despite strong evidence of guilt. *Public Relations Review*, 43, 645-660.
15. Põldvere, N., **Fuoli, M.** and Paradis, C. (2016). A study of dialogic expansion and contraction in spoken discourse using corpus and experimental techniques. *Corpora*, 11(2), 191-225.
16. **Fuoli, M.** and Hommerberg, C. (2015). Optimizing transparency, reliability and replicability: Annotation principles and inter-coder agreement in the quantification of evaluative expressions. *Corpora*, 10(3), 315-349.
17. **Fuoli, M.** (2015). Review of: Geoff Thompson and Laura Alba-Juez (eds.) *Evaluation in Context*. (Pragmatics & Beyond New Series 242) Amsterdam and Philadelphia: John Benjamins 2014. *Functions of Language*, 22(3), 278-287.
18. **Fuoli, M.** and Paradis, C. (2014). A model of trust-repair discourse. *Journal of Pragmatics*, 74, 52-69.
19. **Fuoli, M.** (2013). Texturing a responsible corporate identity: A comparative analysis of Appraisal in BP's and IKEA's 2009 corporate social reports. In Andersen, G. and Bech, K. (eds.) *English Corpus Linguistics: Variation in Time, Space and Genre*, pp. 209-235. Brill.
20. Sprugnoli, R., Moretti, G., **Fuoli, M.**, Bentivogli, L., Giuliani, D., Gretter, R., Brugnara, F. and Pianta, E. (2013). Comparing two methods for crowdsourcing speech transcription, in *Proceedings of the IEEE International Conference on Acoustics, Speech and Signal Processing (ICASSP 2013)*, pp. 8116-8120.
21. **Fuoli, M.** (2012). Assessing social responsibility: a quantitative analysis of Appraisal in BP's and Ikea's social reports. *Discourse and Communication*, 6(1), 55-81.