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USING UAM CORPUS TOOL TO EXPLORE ENGAGEMENT RESOURCES IN BRICS TALK

Chunmei LU

Guangdong University of Foreign Studies, China

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ABSTRACT

BRICS Talk is a panel discussion concerning the opportunities and challenges BRICS countries face, referring to the interaction between five representatives from different BRICS countries and two hosts. Employing UAM Corpus Tool, this paper aims at exploring engagement resources in BRICS Talk 2018. The results show that 1) similarities: each representative favors the employment of dialogic expansion resources in expressing their own views and thus expanding dialogic space for others; the five representatives attribute to acknowledge instead of distancing; I think is the most frequently used and is the only entertaining resource that appears in five representatives' panel discussion. 2) Differences: the Indian representative uses the most expansive resources, followed by Chinese, Brazilian and South African perspectives whereas Russian perspective employs the most contractive resources. Moreover, the Russian, South African and Chinese perspectives employ more disclaim-contractive resources, while the Brazilian and Indian representatives turn out to be more proclaim-oriented. 3) By employing different engagement resources, the Brazilian representative constructs a rational and active identity; the Russian representative constructs a professional, helpful and friendly identity; the Indian representative constructs a rational yet conservative identity; the Chinese representative shows a rigorous and friendly identity; the South African representative construes an optimistic and friendly identity.

KEYWORDS: BRICS Talk; corpus; appraisal system; engagement resources; identity construction

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1. INTRODUCTION

BRICS is the acronym coined for an association of five major emerging national economies: Brazil, Russia, India, China and South Africa. Since 2009, the BRICS nations have met annually at formal summits. According to the latest statistics on BRICS official webpage, BRICS Countries account for 42% of the world's population, 26% of the world's land territory and 27% of the world's GDP. At the

very beginning, the formation of BRICS has attracted different voices: Kobayashi-Hillary (2008) reveals high hope on BRICS and calls for building a future with BRICS, while Beausang (2012) starts his argumentation with an astronaut's imagination in 2050 and insists on the BRICS will not rule the world for long. As BRICS grow stronger, more positive voices appear and there're numerous studies working on it (Kumar & Alexander, 2010). There's a lack of studies on viewing BRICS countries from the perspective of identity construction.

2018 is a significant year for BRICS, as it marks the first ten years of BRICS countries. BRICS Talk, a panel discussion concerning the opportunities and challenges BRICS countries face, is a vivid dialogistic discourse as five representatives from different BRICS countries interact in this TV program. Engagement System is one of the three sub-systems of appraisal, tracking the source of attitudes (Martin & White, 2005; Martin & Rose, 2007), helps "explore dialogistic functionality" (Martin & White, 2005: 97) and "is an effective language resource used for constructing identity" (Jiang & Yang, 2018: 8).

With the aid of UAM Corpus Tool, this paper aims at exploring engagement resources in BRICS Talk 2018 from the perspective of appraisal system.

2. LITERATURE REVIEW

2.1 Appraisal system

Having been evolved during the 1990s in the metropolitan Sydney region (Martin, 2000), Appraisal "realize variations in the tenor of social interactions enacted in a text, which helps foreground the interactive nature of discourse" (Martin & Rose, 2007: 26). The Appraisal System consists of three sub-systems, Attitude, Engagement and Graduation.

Attitude system is employed to "evaluate things, people's character and their feelings" (ibid., 2007: 26) and has three components, Affect, Judgment and Appreciation. As attitudes are gradable, two kinds of resources for amplification have been put forward to form Graduation System: Force and Focus. When it comes to the source of attitude, Martin and Rose (2007: 49) employs two variables, "Heterogloss, where the source of an attitude is other than the writer, and Monogloss, where the source is simply the author", which are the two components of the Engagement System.

Being evolved during the 1990s and developed gradually in 2000s, Appraisal System has elaborated into a delicate system, as Figure 1 indicates:

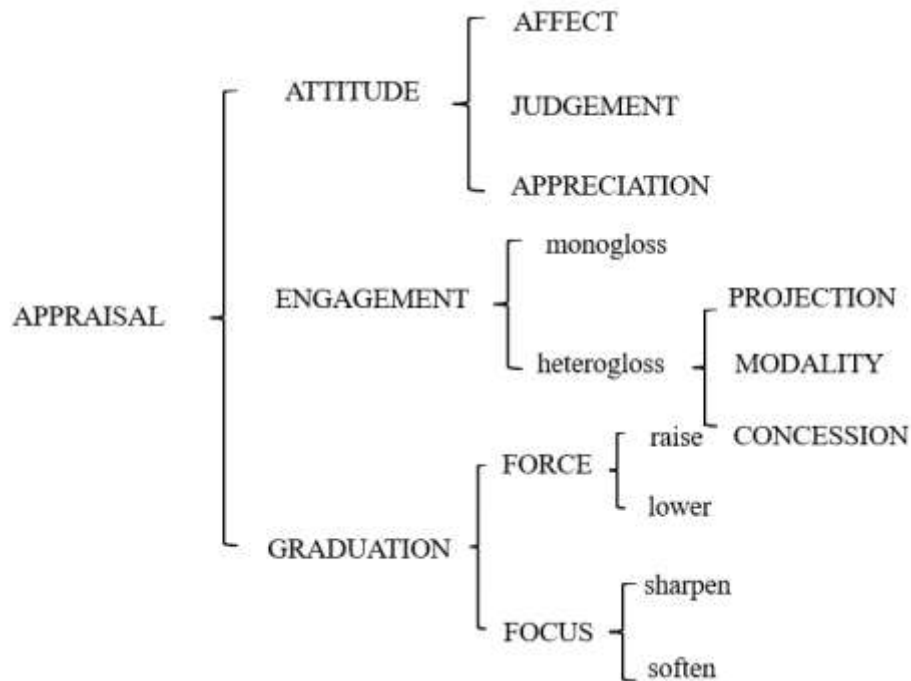


Figure 1. Appraisal System (Martin & White, 2005: 38)

This paper focuses more on Engagement among the whole Appraisal System. Informed by Bakhtin’s (1981) and Voloshinov’s (1995) influential notions of “dialogism and heteroglossia under all verbal communication, whether written or spoken” (Martin & White, 2005: 92), White (2003) and his team establishes Engagement System, tracking the source of attitudes.

There are two main variables of Engagement System. One is Monogloss, revealing there is no space for negotiation. For instance, *I was frustrated*, from which we find that the speaker’s tone is very certain, like writing a diary, making communication mission impossible. When conducting discourse analysis, it’s not that challenging to identify Monogloss as it can be realized by verbal and mental processes.

The other variable of Engagement System is Heterogloss. Projection, modality and concession are the three ways of expressing Heterogloss (Martin & White, 2005). The taxonomy of Engagement System is based on “whether the heteroglossic resources are ‘dialogically expansive’ or ‘dialogically contractive’ in their intersubjective functionality” (Martin & White, 2005: 102).

Entertain and Attribute are two sub-categories concerning dialogistic expansiveness. Achieved by modality and evidentiality, entertain are expressions “by which the authorial voice indicates that its position is but one of a number of possible positions and thereby, to greater or lesser degrees, makes dialogic space for those possibilities” (ibid., 2005: 104). Attribute has two sub-categories,

acknowledge and distance. And compared with Entertain presenting “the internal voice of the speaker/writer as the source”, Attribute displays “some external voice” (ibid., 2005: 111).

Disclaim and proclaim are the two main resources of dialogic contraction. For disclaim, it can be achieved by deny (negation), “a resource for introducing the alternative positive position into the dialogue, and hence acknowledging it, so as to reject it” (ibid., 2005: 118); it can also be realized by counter, i.e., “formulations which represent the current proposition as replacing or supplanting” (ibid., 2005: 120). For proclaim, it includes the category of concur, pronounce and endorse. Concur refers to formulations that overtly announce the addresser as agreeing with, or share the same knowledge with some projected dialogic partner; pronounce covers “formulations which involve authorial emphases or explicit authorial interventions or interpolations” (ibid., 2005: 127); endorse stands for “those formulations by which propositions sourced to external sources are construed by the authorial voice as correct, valid, undeniable or otherwise maximally warrantable” (ibid., 2005: 126). Figure 2 represents the Engagement System in detail.

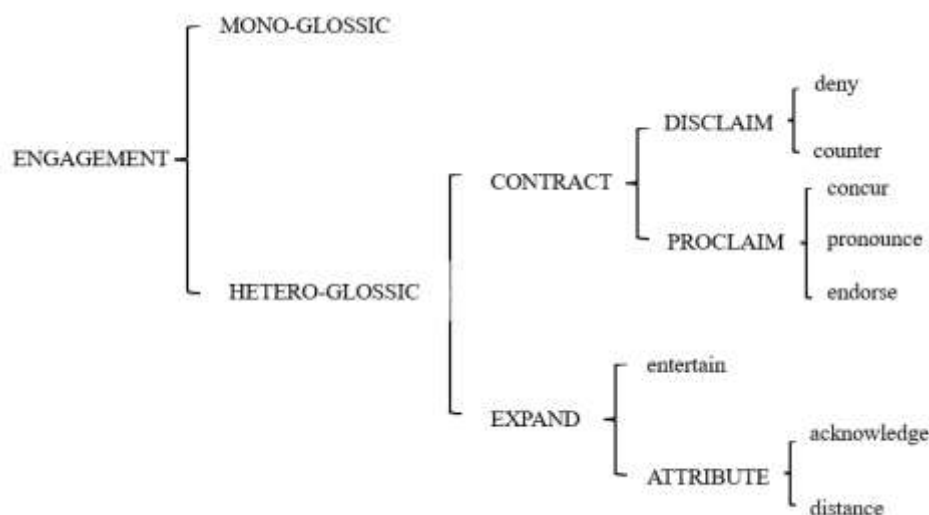


Figure 2. Engagement System (Martin & White, 2005: 134)

2.2 Application of engagement system

Appraisal System has stimulated numerous studies in fields like news and forensic discourse (Jiang, 2016), as these genres are evaluative in nature, especially news discourse (White, 1998), which reflects the attitudes of news promoters (Harbermas, 2006).

Focusing on Appraisal-Engagement perspective, Yuan (2008) analyses authentic data of three police interrogations or interviews with criminal suspects, revealing that police use different modes of engagement (dialogic contraction versus dialogic expansion) and take differing stances (subjective versus intersubjective) when interacting with different types of criminal suspects. Yuan and Hu (2011)

integrates the pragmatic Adaptation Theory with the Appraisal System and employs this model to analyze the regularities of using Engagement resources in lawyer representation, so as to explicate how these resources are employed to adapt to contextual correlates and actualize their communicative goals in the final analysis. Xin and Wu (2018) analyses the distribution of Engagement resources in the Sino-American media reports on the Belt and Road Initiative, showing that the reports of both countries favor the employment of dialogic expansion resources in expressing their own views, leaving room for other different ideas about the B & R Initiative.

Engagement is an effective language resource used for constructing identity. Based on this, Jiang and Yang (2018) find that engagement resources used for writer identity construction are of multiplicity, imbalance, and context-dependence. English and Chinese writers construct four writer identities in legal RAs, researcher, arguer, evaluator and information provider, but there exist some differences in their ways of identity construction, which are caused by their socio-cultural differences, like personal value, interpersonal relationship, risk awareness and cultural ideology.

Moreover, Engagement helps achieve the rhetorical function of persuasion. Building on that, Ju (2017) explores how the engagement resources as linguistic and supra-linguistic resources help the translators to display the rhetoricity of the original text and how they help to achieve the purpose of rhetorical persuasion in the translated texts, finding that both of the two English versions of *The Analects* make full use of the engagement resources as an effective way to express the philosophical thought of Confucius and make alignment with his disciples and thus achieve persuasion.

Appraisal System has also caught great attention from translation studies since Wang (2001) firstly introduces Appraisal System in China, as Appraisal is a parameter for assessment of the quality of translation: “how the evaluative meaning is transferred from the source text to the target one is an important factor that cannot be ignored in the process of translation” (Si & Pang, 2018: 102).

Appraisal System are not restricted to monomodal discourse analysis and gradually prefers a multimodal scope (Macken-Horarik, 2004; Feng & Qi, 2014; Tao & Yuan, 2018), but research gaps as multimodal studies on Engagement System are yet to be filled. Moreover, though there're numerous studies working on BRICS countries, there's still a lack of researches exploring the engagement resources in BRICS Talk with UAM Corpus Tool 3.3.

3. RESEARCH DESIGN

3.1 Research questions

This paper endeavors to address two questions:

- (i) What are the similarities and differences in the usage of engagement resources across five representatives in BRICS Talk 2018?
- (ii) How do five representatives construct their identities by employing different engagement resources?

3.2 Corpus data

The data used in this study is a transcribed text of BRICS Talk 2018, a TV program lasts for an hour (6,076 tokens), is produced by China Global Television Network (CGTN) and co-hosted by Liu Xin from China and Peter Ndoro from South Africa. Five representatives from different BRICS countries are invited in this program. And the topic of BRICS Talk 2018 is how BRICS countries can unite to fight protectionism and unilateralism. This panel discussion is an online communication instead of everyone on spot, as Figure 3 shows.



Figure 3. the 2018 BRICS Talk

3.3 Corpus Tool

This study uses UAM Corpus Tool to annotate engagement resources. UAM Corpus Tool is a set of tools for human and semi-automatic annotation of text and images. In other words, it's a system allowing users to apply tags to segments of text. According to O'Donnell (2008), assign features to different segments and document coding are enabled in this corpus tool. And segment coding is applied to analyze the engagement resources in the BRICS Talk 2018. This paper chooses manual annotation and uses the built-in scheme of Engagement System.

3.4 Analysis Procedures

This study consists of three steps. Firstly, start a project for the analysis and upload the text files to the project. For this study, the transcribed text of the BRICS Talk 2018, which amounts to 6,076, is divided into 6 texts according to the speaker as the Chinese host Liu Xin, South African host Peter Ndoro and five representatives from different BRICS countries. After incorporated all files into the project, the layer of Engagement System has been created as Figure 4 displays.

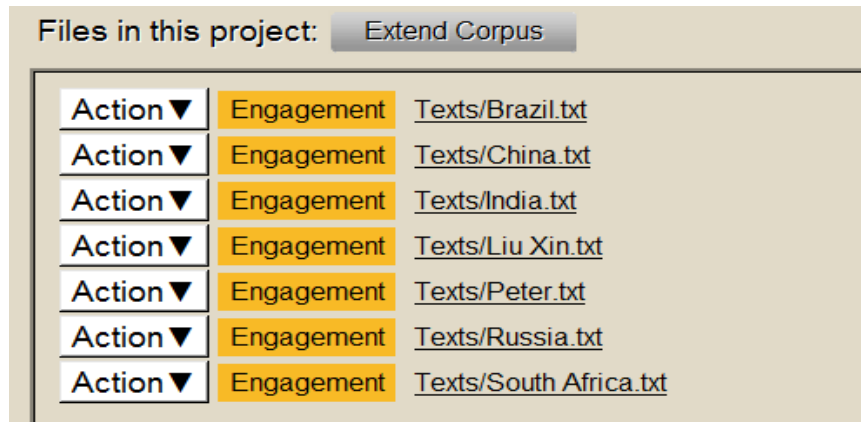


Figure 4. Layer of Engagement System

Secondly, start annotation with clicking on the button of the layer and choosing the appropriate category for the word tagged. As Figure 5 indicates, the “Selected” box will show the feature assigned to the layer of Engagement System. “Selected” box reveals the result after annotating “But”.

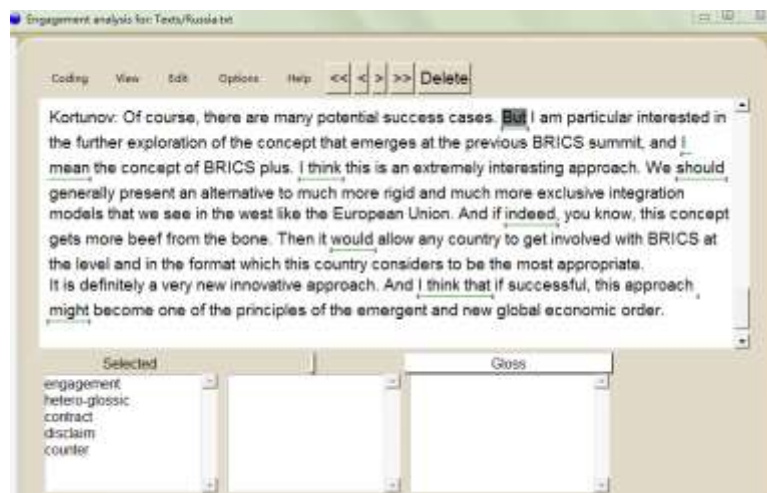


Figure 5. The code-document window

Thirdly, click “Statistics” for further analysis of the results, as Figure 6 displays.

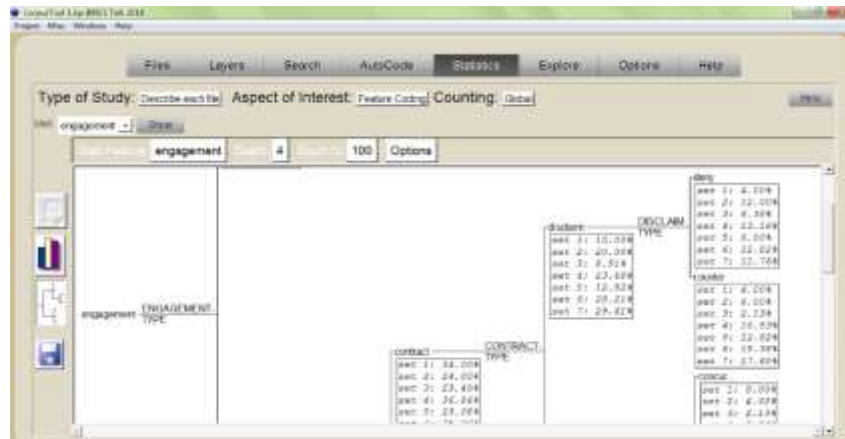


Figure 6. Network view of statistics

4. RESULT AND ANALYSIS

4.1 Engagement Resources in BRICS Talk

Table 1 displays the engagement resources of the five representatives from different BRICS countries.

Table 1. Engagement Resources of BRICS Countries

Engagement: Hetero-glossic		Brazil		Russia		India		China		South Africa	
Feature	Type	N	Percent	N	Percent	N	Percent	N	Percent	N	Percent
	<i>Contract</i>	17	34%	17	39.53%	1	23.4%	6	24%	6	35.29%
	<i>Expand</i>	33	66%	26	60.47%	3	76.6%	19	76%	1	64.71%

According to Table 1, the expansive alternatives account for over 60% of the whole text of each representative, showing that each representative favors the employment of dialogic expansion resources in expressing their own views and leaving room for other different ideas about how BRICS countries can unite to fight protectionism and unilateralism. Moreover, it reveals BRICS countries carry out the spirit of openness, tolerance, cooperation and win-win.

More specifically, Indian representative uses the most expansive resources compared with others, followed by Chinese, Brazilian and South African perspectives whereas Russian perspective employs the most contractive resources, indicating that Russian representative gives the least dialogic space for others. To investigate the differences of engagement resources among the five representatives clearer,

we firstly discuss the usage of contractive resources, then expansive alternatives. Contractive Resources of BRICS Talk are presented in Table 2.

Table 2. Contractive Resources of BRICS Countries

Engagement: Contraction		Brazil		Russia		India		China		South Africa	
Feature		N	Percent	N	Percent	N	Percent	N	Percent	N	Percent
Contract Type	<i>Disclaim</i>	5	10%	14	32.56%	4	8.51%	5	20%	5	29.41%
	<i>Proclaim</i>	12	24%	3	6.98%	7	14.89%	1	4%	1	5.88%
Disclaim Type	<i>Deny</i>	2	4%	6	13.95%	3	6.38%	3	12%	2	11.76%
	<i>Counter</i>	3	6%	8	18.6%	1	2.13%	2	8%	3	17.65%
Proclaim Type	<i>Concur (affirm)</i>	4	8%	1	2.33%	1	2.13%	1	4%	/	/
	<i>Pronounce</i>	8	16%	2	4.65%	5	10.64%	/	/	1	5.88%
	<i>Endorse</i>	/	/	/	/	1	2.13%	/	/	/	/

Based on Table 2, it is found that Russian (32.56%), South African (29.41%) and Chinese (20%) perspectives employ more disclaim-contractive resources compared to proclaim-contractive ones. While Brazilian (24%) and Indian (14.89%) representatives turn out to be more proclaim-oriented.

As mentioned before, the whole BRICS Talk reflects to be an open panel discussion because more expansive resources are employed compared to contractive ones. Table 3 displays expansive resources of BRICS Talk.

Table 3. Expansive Resources of BRICS Countries

Engagement: Expansiveness		Brazil		Russia		India		China		South Africa	
Feature		N	Percent	N	Percent	N	Percent	N	Percent	N	Percent
<i>Entertain</i>		30	60%	26	60.47%	34	72.34%	17	68%	10	58.82%
<i>Attribute (acknowledge)</i>		3	6%	/	/	2	4.26%	2	8%	1	5.88%

As can be seen from Table 3, five representatives attribute to acknowledge instead of distancing, making Entertain and Attribute (acknowledge) the only two ways when achieving dialogically expansive.

Among the entertaining resources, “I think” is the most frequently used and is the only resource that appears in five representatives’ panel discussion. As “I think” is a typical entertaining alternative, Aijmer (1997) and Simon-Vandenberg (2000) observe that the locution has a variable functionality according to whether this locution is employed with “factual” propositions (For instance, *I think the earth moves around the sun.*) or an “opinion” (example 1-5). While “the ‘factual’ uses of “I think” are to be interpreted as pointing to some degree of tentativeness or uncertainty on the part of the speaker, the ‘evaluative’ uses, in contrast, have a ‘deliberative’ function, expressing authority” (Martin & White, 2005: 108). View example (1)-(5):

- (1) ***I think that*** we are going through an interesting time. (BRICS Talk 2018_Brazil)
- (2) ***I think*** this is an extremely interesting approach. (BRICS Talk 2018_Russia)
- (3) ***I think*** we have to look at it in two separate perspectives. (BRICS Talk 2018_India)
- (4) ***I think*** there is only a group of people within the United States holding these ideas. (BRICS Talk 2018_China)
- (5) ***I think*** the theme of this summit on the cooperation for the 4th industrial revolution, it speaks to the nature of development in Africa. (BRICS Talk 2018_South Africa)

When the Brazilian representative expresses his judgment towards the past 10 years of BRICS countries (example 1), the Russian perspective implies his interests of the concept of BRICS plus (example 2), the Indian representative starts to express his attitudes on how much is India in step with other members on issue of BRICS Forum not becoming patently anti-Americans (example 3), the Chinese perspective holds the view that only small part of Americans having ideas like protectionism and unilateralism (example 4) and the South African representative highly appreciates the theme of 2018’s BRICS summit (example 5), they all use the “opinion” proposition of *I think* to express their own evaluation.

In terms of the usage of engagement resources, five representatives show their common ground. First of all, each representative favors the employment of dialogic expansion resources in expressing their own views and leaving room for other different ideas during the BRICS Talk as the expansive alternatives account for over 60% of the whole text of each representative. In addition, the five representatives attribute to acknowledge instead of distancing. *I think* is the most frequently used and is the only entertaining resource that appears in five representatives’ panel discussion. There are also some differences in the usage of engagement resources across the five speakers: Indian representative uses the most expansive resources compared with others, followed by Chinese, Brazilian and South African perspectives whereas Russian perspective employs the most contractive resources; Russian, South African and Chinese perspectives employ more disclaim-contractive resources compared to

proclaim-contractive ones. While Brazilian and Indian representatives turn out to be more proclaim-oriented.

4.2 Constructing identity through engagement resources

Identity, also known as ethos, persona, is one of the key terms that everyone lives by. When we start asking ourselves questions such as ‘Who am I?’, we may start the journey of pondering identity unconsciously. Identity can be simply defined as “being recognized as a certain ‘kind of person’ in a given context” (Gee, 2000: 99).

Tracy and Robles (2013) perceive the relationship between identity and discursive practice as a reciprocal one, arguing that “talk does identity-work, and identities shape talk” (ibid., 20). Engagement resources, are one of the important discursive practices to investigate the construction of identity.

4.2.1 Brazilian Representative

Even though both Brazilian and Indian representatives employ more pronouncing resources when proclaiming opinions, they use totally different expressions to pronounce. Brazilian representative, a lawyer from St. Paul’s law firm Tozzini Freire, deploys phrases like *I mean, as I can mention to you* and *I do believe that*, see example (6)-(8):

- (6) And *as I can mention to you*, we’re seeing a lot of diversification. (BRICS Talk 2018_Brazil)
- (7) *I mean* China has been a main employer, *but* more recently, *as even the ambassador Rangachari mentioned*, there was a lot of change. (BRICS Talk 2018_Brazil)
- (8) *I do believe that* it’s going to be golden ten years. (BRICS Talk 2018_Brazil)

The formulation, *I mean, as I can mention to you* and *I do believe that*, constitute “an overt intervention into the text by authorial voice-an interpolation of the authorial presence so as to assert or insist upon the value or warrantability of the proposition” (Martin & White, 2005: 127-128). Example (7) reveals that “the pronouncement confronts some third party on behalf of the putative addressee, the opposite situation applies” (ibid., 2005: 130), as Brazilian representative adds countering and acknowledging resources, *but* and *as even the ambassador Rangachari mentioned* to help argue. Example (8) shows the Brazilian representative hold a positive attitude towards the development of BRICS countries and is actively engaged in the discussion.

Brazilian perspective employs 66% of expansive resources. In terms of attributing resources, he expresses in the form of “as.....mentioned”. For instance:

- (9) And *as you mentioned, as the fellow panelists in South Africa mentioned*, the new development bank, *I mean* the BRICS bank is coming to show up. (BRICS Talk 2018_Brazil)

Before straightly pronouncing with *I mean*, the Brazilian representative firstly employs two acknowledging resources in example (9), which makes his view more acceptable meanwhile create better alignment with other representatives.

Though Brazilian perspective uses 34% of the contractive resources and tends to provide less dialogic space for other members compared to Indian, Chinese and South African representatives, he presents a rational and active identity during the panel discussion.

4.2.2 Russian Representative

Russian representative works as a director general in Russian International Affairs Council (RIAC), a non-profit academic and diplomatic think tank. As mentioned before, the engagement resources that Russian representative employs are the most contractive among the five perspectives and tend to be disclaim-oriented.

The Russian perspective prefers to use “counter” alternatives when disclaiming something in the panel discussion. *But* (N=7) is the only countering resources that adopted in the BRICS Talk and often co-occurs with denying and entertaining resources. For example, *but* co-occurs with denying resource *not* for three times, forming the structure of “*not...but*”. Usually, the content after *not* refers to what the speaker denies and the content after *but* is what the speaker emphasizes, as Martin and White (2005: 120) puts it, “counter formulations represent the current proposition as replacing or supplanting, and thereby ‘countering’, a proposition which would have been expected in its place”. See example (10)-(11):

- (10) The Russian and American trade is *not* substantial *but* the United States has such a dangerous president because the American sanctions are *not* clearly defined and they *can* be used not only against Russia but also against other countries that work with Russia (BRICS Talk 2018_Russia)
- (11) US sanctions *can* in principle hit the Indian Defense Sector which is definitely *not* something that the United States *would* like to see.*but* if you take the size of the US-Russia trade, it amounts to approximately twenty billion dollars so it’s a drop in a bucket. (BRICS Talk 2018_Russia)

In example (10), Russian representative counters that little international trade between Russia and America is due to nothing but Donald Trump, “such a dangerous president”. And he uses the entertaining resource *can* to organize his argumentation of Trump is a dangerous president, also shows his professional guessing for the uncertainty of American sanctions. Example (11) continues discussing the US sanctions, accompanied with using disclaiming resources *not* and *but*, entertaining resources *can* and *would*. Furthermore, it’s found that 50% of contractive resources the Russian representative employs concern America, which means that Russian representative is not contracting other’s dialogic space. On the contrary, he uses his profession as a director general to explain US

sanctions for other BRICS members so as to let them pay attention to this issue, building up a professional identity.

The Russian perspective allocates another 50% of contractive resources to put forward some suggestion for the development of BRICS members (example 12), which also reveals the activeness and friendliness of the Russian perspective:

- (12) *I think that* Russia *can* definitely engage in *not* just bilateralism cooperation *but* in joint projects with China and with India which will be important economically and socially for Russia's traditional partners in the African continent. (BRICS Talk 2018_Russia)

As always, disclaim contractive resources co-occur with entertaining resources, as entertaining resource helps achieve persuasive function.

Though Russian representative tends to offer least dialogic space for other members, he is trying to give suggestion on fighting against protectionism and unilateralism with his profession, construing a professional, helpful and friendly identity.

4.2.3 Indian Representative

As mentioned in 4.1, the Indian representative employs the most expansive resources, 72.34% of which are entertaining resources, and the expression of "I think" accounts for 26.5% of entertaining alternatives. There're also expressions like *can*, *could*, *would* and *perhaps*, see example (13)-(14):

- (13) Well, I *would* hope that we *could* do two things. (BRICS Talk 2018_India)
(14) The target of investment, inter-BRICS investment and trade *could* be enhanced *perhaps* from 6% which is current for that to about 10% so that we *can* achieve that. (BRICS Talk 2018_India)

Example (13) and (14) mainly focus on the answering the host Liu Xin's question "What do you think will mark the success of such a summit?", obviously the Indian representative presents a little conservative attitude towards the 2018 BRICS summit by employing several entertaining resources in one sentences.

In terms of the contractive resources, the Indian perspective is more proclaim-oriented and deploys more pronouncing resources of *the fact that*, *my own view on this is that* and *as I mentioned earlier* are applied in the panel discussion. View example (15)-(17):

- (15)so to that extent *the fact that* there is a tendency towards either unilateralism or protectionism does *not* help us at all. (BRICS Talk 2018_India)
(16) *My own view on this is that* because China is 65% of BRICS and the other four

constitute 35% of BRICS.....(BRICS Talk 2018_India)

(17) And *as I mentioned earlier*, the Indian-African initiative is also the vehicle where we are discussing with partners. (BRICS Talk 2018_India)

Example (15) shows the Indian representative has a clear attitude on issues of protectionism by adding a denying resource *not*. While example (16) and (17) pronounce to emphasize his opinion and example (16) sounds much convincing as data evidence is given. Moreover, the Indian perspective adopts one endorsement (example 18), while other four representatives endorse nothing.

(18) India is growing at some rate around 7%, plus *the IMF says that* we are the fastest growing emerging economy in the world. (BRICS Talk 2018_India)

When illustrating the advantages for the other BRICS countries to take advantage of the Indian market, the Indian representative presents the growth of GDP and adding an endorsement from International Monetary Fund (IMF), an authorized international organization promoting international financial stability and monetary cooperation, making other four representatives convince Indian's potential.

By employing a great number of entertaining resources when discussing the goals towards BRICS summit and proclaim resources as pronounce and endorse, the Indian representative construes a rational yet conservative identity, which matches the characters of his occupation – former Indian Ambassador to Algeria, Germany, and France.

4.2.4 Chinese Representative

The Chinese perspective uses 76% of expansive resources, which is getting closer to that of Indian perspective. In terms of acknowledging to attribution, Chinese representative deploys more acknowledging resources compared to other four representatives, and the expressions of which are not so frequently seen. See example (19):

(19) I *agree with* the ambassador *what he said* about looking inside, and try to break down barriers between the countries within BRICS. (BRICS Talk 2018_China)

Example (19) firstly starts with a concurring of agree with, then acknowledging the points of the former ambassador of India to Algeria (Indian representative). By doing so, it reveals the alignment with the Indian representative and let others know you do listen to and respect others during the discussion.

In terms of the contractive resources, he deploys more denying resources when disclaim something. *Not* appears for 3 times as the only denying resource. See example (20):

(20) Well, that's *probably not* true, because China after the 19th Party Congress championed to the idea of community for shared future and China is very much not only trying to lead but also trying to bring all countries from the world together to move forward (BRICS Talk 2018_China)

“Denial is a variable mechanism with respect to alignment and putative reader positioning” (Martin & White, 2005: 118). Obviously, the Chinese representative indicates disagreement with the views of Peter, who questions that “Many people would suggest that BRICS without China doesn't really have much clout”. However, by employing *probably*, this Chinese speaker softens his denial, as modality creates dialogic space for communicators. Moreover, *probably* makes what the speaker mentioned is more persuasive, because the truth is China tries to lead the BRICS organization.

By deploying denying resources to disclaim and more expansive resources, the Chinese representative shows his rigorous identity as a scholar, meanwhile presents an open mind towards other BRICS members.

4.2.5 South African Representative

South African representative adopts 64.71% of expansive resources and entertaining resources account for 58.82% of them. See example (21):

(21) *Instead of* looking them as a big problem, let's look them as an opportunity to readdress the trade so Africa *maybe will* get the opportunity to focus us more to China with its trade and economy. (BRICS Talk 2018_South Africa)

Similar to the countering resource *but, instead of* plays the role of counter-expectancy (ibid., 2005), which realizes Hetero-gloss by concession. Just as example (2), South African representative attracts listeners by countering big problem into an opportunity, following by the usage of entertaining resources, *maybe* and *will*, to convince the listeners. Moreover, as opportunity is mentioned twice, it stresses the speaker's positive attitude towards future development. Also see example (22):

(22) *As president Xi Jinping stated* very well, this marks a golden decade of BRICS. (BRICS Talk 2018_South Africa)

In example (22), the South African representative aligns with other BRICS members, especially Chinese representative and host Liu Xin, by using the resource of *as president Xi Jinping stated*. As is known, Xi Jinping has contributed a lot to the development of BRICS. Acknowledging what Xi said would be easy to convince other members.

Worked as a director of Cross-Cultural Communication Strategies Agency, the South African representative construes an optimistic and friendly identity by employing engagement resources.

5. CONCLUSION

So far, this paper has investigated how engagement resources have been employed in the panel discussion and how five representatives construe their identities by using different resources.

In terms of the usage of engagement resources, five representatives show their common ground. Firstly, each representative favors the employment of dialogic expansion resources in expressing their own views and leaving room for other different ideas during the BRICS Talk as the expansive alternatives account for over 60% of the whole text of each representative. Secondly, five representatives attribute to acknowledge instead of distancing. Thirdly, *I think* is the most frequently used and is the only entertaining resource that appears in five representatives' panel discussion.

Comparatively, the Indian representative uses the most expansive resources compared with others, followed by Chinese, Brazilian and South African perspectives whereas Russian perspective employs the most contractive resources. What's more, the Russian, South African and Chinese perspectives employ more disclaim-contractive resources compared to proclaim-contractive ones. While the Brazilian and Indian representatives turn out to be more proclaim-oriented.

By employing different engagement resource, the Brazilian representative presents a rational and active identity; the Russian representative construes a professional, helpful and friendly identity; the Indian representative constructs a rational yet conservative identity; the Chinese representative shows a rigorous and friendly identity; the South African representative construes an optimistic and friendly identity.

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