

Milene Mendes de Oliveira, M.A.

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Education

- 01/01/2014 – May 2018 Ph.D. in Applied Linguistics, Department of English and American Studies, Faculty of Arts, University of Potsdam. Dissertation: "Business negotiations between Brazilians and Germans: Conceptualization and Practice". Supervisors: Prof. Dr. Hans-Georg Wolf and Prof. Ulrike Schröder. Grant from CAPES (Coordination for the Improvement of Higher Education Personnel), Brazil. Grade: *summa cum laude* (pass with distinction)
- 2014 – 2015: Specialization in didactic skills for higher education teaching: "International Teaching Professionals - ITP 2014", Potsdam Graduate School, University of Potsdam, Germany. DAAD grant.
- 01/03/2011 – 03/06/2013: M.A. in Applied Linguistics, Federal University of Minas Gerais, Brazil. Thesis: "American English X Brazilian English: Intra- and Intercultural Communication in the classroom". Supervisor: Prof. Dr. Ulrike Schröder. Grant from CAPES (Coordination for the Improvement of Higher Education Personnel), Brazil.

- 02/03/2011 – 10/12/2011: Specialization in higher education teaching, Federal University of Minas Gerais, Brazil.
- 15/07/2009 – 12/12/2010: Specialization in English teaching, Federal University of Minas Gerais, Brazil.
- 02/04/2002 – 15/03/2006: B.A. in English Language. Federal University of Ouro Preto, Brazil.

Academic Career

- 2018 - present Lecturer and postdoctoral researcher at the Chair of Present-Day English Language and Linguistics, Department of English and American Studies, University of Potsdam, Germany. Courses: Introduction to Second Language Acquisition, Second Language Acquisition Theories and Teaching Practices, Introduction to Pragmatics, Multilingualism in foreign language teaching and learning, Introduction to synchronic linguistics - part 2.
- 2014 – 2018: Adjunct lecturer (on a *Lehrauftrag* basis) at the Chair of Development and Variation of the English Language, Department of English and American Studies, University of Potsdam, Germany. Courses taught: Cultural Linguistics; Introduction to Interactional Sociolinguistics; World Englishes and Business Discourse; Cultural Conceptualizations in World Englishes.
- 03/2011 – 02/2013: Tutor and didactic material developer for an online ESP (English for specific purposes) B.A. course – IngRede, Federal University of Minas Gerais, Brazil.
- 05/2007 – 04/2009: Adjunct lecturer at the English Department, Federal University of Ouro Preto, Brazil. Courses taught: English Language I, II, III, and IV.

Non-academic Career

- 2010 – 2011: Teaching material developer for a Business English course at Cellep, Belo Horizonte, Brazil.

2002 – 2011:	Language teacher in language schools in Brazil (Number One, Fisk, Cellep). Courses taught: General English, Business English, Portuguese for foreigners.
2006 - 2006	English teacher at a private school (Colégio Arquidiocesano, Ouro Preto, Brazil) for the 5th grade.

Research projects

2019 - present	Intercultural Communication in Interaction: multimodal approaches (research consortium funded by WUN). The participating universities are the Federal University of Minas Gerais, University of Sheffield, University of Alberta, University of Leeds, and University of Potsdam.
2017 – present:	Manifestations of blended classic joint attention (BCJA) in collaboration with the Red Hen Lab Research Consortium.
2014 – 2018:	PhD research project: Investigation of cultural conceptualizations involved in business communication between Brazilians and Germans; investigation of pragmatic instantiations of cultural conceptualizations.
2011 – 2013:	M.A. research project: Investigation of contextualization cues in English classes taught by American teachers in Brazilian language schools. (completed)

Publications: Monograph

Mendes de Oliveira, Milene (forthcoming). Business Negotiations in ELF from a Cultural Linguistic Perspective - Contracted by Mouton De Gruyter.

Publications: journal articles

Mendes de Oliveira, M. (2018). Cultural conceptualizations of business negotiations in the Expanding Circle. *World Englishes*, 37(4), 684-696.

Mendes de Oliveira, Milene. (2017). Sociopragmatic failure revisited: the case of intercultural communication between Brazilians and Americans. In: *Revista Brasileira de Linguística*

Aplicada. v. 17, n. 2. Available at: <http://www.scielo.br/scielo.php?script=sci_issuetoc&pid=1984-639820170002&lng=en&nrm=iso>

Mendes de Oliveira, Milene (2017). Conceptualizations of respect in business negotiations: a research note. In: *International Journal of Language and Culture*, 4(2).

Mendes de Oliveira, Milene (2015). Assertiveness, Compliance, and Politeness: Pragmatic and Sociocultural Aspects of 'Brazilian English' and American English. *International Journal of Society, Culture and Language*, v. 3, pp. 76-90.

Schröder, Ulrike; Mendes de Oliveira, Milene (2011). Repensando o ensino de cultura em aulas de língua estrangeira [Rethinking the teaching of culture in foreign language classes]. *Signum. Estudos de Linguagem* 14, pp. 311–332.

Publications: book chapter

Mendes de Oliveira, Milene; Wolf, Hans-Georg. (in press). Linguística Cultural e Comunicação Intercultural: uma síntese de discussões e pesquisas recentes na Universidade de Potsdam [*Cultural Linguistics and Intercultural Communication: a synthesis of recent discussions and research at the University of Potsdam*]. In: Schröder, U.; Carneiro, M. M. Linguística (Inter-)Cultural em Interação.

Papers submitted for publication (under review)

Schröder, Ulrike; Mendes de Oliveira, Milene; Nascimento, Thiago. The 'Olympic spirit' from a cross-cultural perspective: the cognitive-pragmatic dimensions in comments about the Rio's crowd booing behavior.

Mendes de Oliveira, Milene. Face and cultural conceptualizations in German-Brazilian Business Exchanges.

Mendes de Oliveira, Milene. A SUCCESSFUL BUSINESS NEGOTIATION IS RESOURCE SHARING: investigating Brazilian and German cultural conceptualizations in 'conceptual scripts'

Schröder, Ulrike; Wolf, Hans-Georg; Mendes de Oliveira, Milene. Introduction to special issue: "Intercultural Pragmatics and Cultural Linguistics."

Latest conferences, invited lectures, and workshops

- 2017: Paper presentation at the International Pragmatics Association Conference - IPRA 2017, Belfast, Northern Ireland. Title: Pragmatic instantiations of cultural conceptualizations in German-Brazilian business exchanges.
- 2017: Paper presentation at the International Conference on Multimodal Communication - ICMC 2017, Osnabrück, Germany. Title: Blended classic joint attention in user-created YouTube videos.
- 2017: Invited lectures at Núcleo de Estudos de Comunicação (Inter-)Cultural em Interação (NUCOI), Federal University of Minas Gerais, Brazil. Titles: Identification of cultural conceptualizations and their pragmatic instantiations in business communication (January 2017) and World Englishes and English as a lingua Franca: definitions and contrasts (December 2017).
- 2016: Paper presentation at the 1st International Conference of Cultural Linguistics, Prato, Italy. Title: Conceptualizations of respect in business negotiations.
- 2016: Paper presentation at the 2nd Workshop on Metaphor Variation in Englishes around the World – Potsdam, Germany. Title: Cultural conceptualizations in talk about business: a cross-cultural perspective.
- 2015: Paper presentation at the 13th International Cognitive Linguistics Conference. New Castle upon Tyne, England. Title: German and Brazilian conceptualizations of business negotiations.
- 2015: Paper presentation at the 5th International Conference on Metaphor in Language and Thought. Belo Horizonte, Brazil. Title: Conceptualizations of business negotiations in 'Brazilian English.'
- 2015: Paper presentation at the Workshop English Studies in an International Perspective. Potsdam, Germany. Title: Teaching English in Brazil.
- 2014: Paper presentation at the Language, Culture, and the Mind IV. Lublin, Poland. Title: American English x Brazilian English: an empirical study on pragmatic and sociocultural differences.

2014: Paper presentation at the PhDay 2014. Potsdam, Germany. Title: Cultural Linguistics at the Workplace.

(Co-)Organization of events

03/2019: Member of the organizing team for the International Symposium on Linguistics, Cognition, and Culture (LCC). Federal University of Minas Gerais.

09/2018: Member of the organizing team for the 3rd International Workshop Metaphors in Englishes around the World. Alpen-Adria University of Klagenfurt.

05/2017: Organization of the Workshop Series 'Multimodality in Linguistic Research.' University of Potsdam (main organizer). News article: <https://www.uni-potsdam.de/nachrichten/detail-list/article/2017-07-11-meh-als-worte-neue-linguistische-workshop-reihe-gestartet.html>

07/2016: 2nd Workshop on Metaphor Variation in Englishes around the World. University of Potsdam (co-organizer).

07/2014: Guest lecture by Prof. Dr. Ulrike Schröder. University of Potsdam (main organizer).

Research Trips

09/2015: Ten-day research trip for data collection accompanying a German business delegation in Brazil. <certi.org.br/pt/comunicacao-arquivos/Broschuere_Brasilien.pdf>

03/2016: One-week research stay at the headquarters of a German healthcare company in Thüringen.

10/2016: One-week research stay at the Brazilian branch of a German healthcare company in São Paulo, Brazil

Research Grants

09/2015:	CAPES (Coordination for the Improvement of Higher Education Personnel, Brazil) grant for a research trip accompanying a German business delegation in Brazil.
07/2014:	DAAD grant for the International Teaching Professionals (ITP 2014) specialization course.
07/2014 – 12/2017:	CAPES grant for doctoral studies.
03/2011 – 02/2013:	CAPES grant for M.A. studies.

Travel grants and event sponsorships

PoGS (Potsdam Graduate School)	Several travel grants for conference participation. 630 Euro funding for the organization of the '2 nd Workshop on Metaphor Variation in Englishes around the world' in July 2016. 600 Euro funding for the organization of the workshop series 'Multimodality in Linguistic Research' in May/June 2017.
FNK (Universität Potsdam)	739 Euro funding for the organization of the workshop series 'Multimodality in Linguistic Research' in May/June 2017.
Publishing houses	Donation of conference materials by John Benjamins, Peter Lang, and De Gruyter for the '2 nd Workshop on Metaphor Variation in Englishes around the world' in July 2016.

Extracurricular activities (selection)

Participation in workshops	How meaning becomes graspable – Europa Universität Viadrina (2016)
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Visualization for the Humanities – Potsdam Graduate School (2016)

Management skills for research and university (comprised of the following modules: Proposal Training + Financial Issues; Project Management; Leadership skills; and Communication and Conflict Resolution) – Potsdam Graduate School (2017).

Languages

Portuguese	Native speaker
English	Fluent
German	Fluent

Membership in Scientific Societies and Research Groups

2016 – present:	Member of the inter-institutional research group CNPq (National Council for Scientific and Technological Development) <i>Linguística (Inter-)Cultural</i> ; Federal University of Minas Gerais, Brazil.
2012 – present:	Member of <i>NUCOI – Núcleo Estudos de Comunicação (Inter-)Cultural em Interação</i> ; Federal University of Minas Gerais (UFMG), Belo Horizonte, Brazil.
2016 – present:	Member of the AG (<i>Arbeitsgruppe</i>) Kognitive & Linguistische Anthropologie – DGV.