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**Faculty of Letters and Languages**  
**Department of English**

**A Corpus-based Study of ESP Vocabulary Characteristics: The  
Case of Commercial Department Courses University of Kolea**

**A Dissertation Submitted to the Faculty of Letters and Languages, Department  
of English in Partial Fulfilment of the Requirement for the Master's Degree in  
Didactics.**

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**Candidate Declaration Form**

I, Djamil Dhiya Eddine Chebout

Candidate of Master at the Department of English, Larbi Ben M'hidi University, do hereby declare that the dissertation entitled "*A Corpus-based Study of ESP Vocabulary Characteristics: The Case of Commercial Department Courses University of Kolea*" in partial fulfillment of Master Degree in Language Sciences and Teaching English as a Foreign Language is my own original work, and it has not previously, in its entirety or in part, been submitted at any university.

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Date 15/06/2023

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Signature of the candidate



## **Dedication**

*This dissertation is dedicated to my amazing family, including my mom, dad, sister, Aunty, and her sons and daughters. You have always been there for me, supporting and loving me unconditionally.*

*I also want to dedicate this to my dear friends, Islam, Anis, Mehdi and badrou. Your friendship has meant the world to me and has given me the strength to keep going.*

*To all of you, thank you for believing in me and supporting me throughout this journey. Your love and encouragement have made a huge difference, and I am truly grateful.*

*Yours truly,*

*Djamil.*

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**Abstract:**

This corpus-based study investigates the vocabulary characteristics of English for Specific Purposes (ESP) within the domain of commercial sciences. With the aim of enhancing our understanding of the specialized language in this field, the research analyzes a carefully selected corpus consisting of 27 files, encompassing a total of 29,414 tokens. These course materials, designed by proficient English teachers, offer a comprehensive representation of the language used in commercial sciences. The study follows a systematic approach, employing the AntConc software for data analysis. By utilizing AntConc, the study uncovers the lexical units, collocation patterns, syntactic roles, and semantic associations of the vocabulary items within the corpus. The results of the analysis reveal several significant findings. The frequency analysis highlights the most commonly occurring vocabulary items, providing insights into the essential terms and expressions in commercial sciences. The examination of collocation patterns uncovers recurrent word associations, shedding light on the typical language usage within the domain. The analysis of distributional characteristics and word context elucidates the syntactic roles, semantic relationships, and functional significance of the vocabulary items. Concordance analysis offers a comprehensive view of the contextual usage, revealing the precise usage patterns and contextual nuances of specific words and phrases. Finally, the Keyword-in-Context (KWIC) analysis provides a broader understanding of the vocabulary items in different linguistic contexts. In conclusion, this corpus-based study contributes to our understanding of ESP vocabulary characteristics within the commercial sciences domain. The findings highlight the prominent vocabulary items, typical word associations, syntactic patterns, and semantic relationships specific to this field. The pedagogical implications of the study can inform ESP instruction, curriculum design, and materials development. However, it is

important to note the limitations of the study, such as the corpus size and the domain-specific focus, which may impact the generalizability of the findings. Further research in related domains and the exploration of additional corpora would strengthen our knowledge of ESP vocabulary characteristics and their applications in language teaching and learning.

### **General introduction**

English for Specific Purposes (ESP) has gained significant attention in the field of language teaching and research, particularly in the context of specialized domains. This study focuses on investigating the vocabulary characteristics of ESP in the field of commercial sciences, aiming to enhance our understanding of the specialized language used by professionals in this domain. By employing corpus linguistics methodology, specifically utilizing the powerful concordancing software AntConc, this research delves into the lexical units, collocation patterns, distributional characteristics, word context, and keyword-in-context (KWIC) analysis of the corpus collected from the

University of Kolea's Department of Commercial Sciences. The findings of this study are expected to provide valuable insights into the unique features and usage patterns of ESP vocabulary in the context of commercial sciences (Smith, 2023).

In this thesis, the primary objective is to explore and analyze the vocabulary characteristics of ESP in the field of commercial sciences using a corpus-based approach. By employing corpus linguistics techniques, this study aims to contribute to the existing body of knowledge in ESP research, language teaching, and lexicography. The analysis will shed light on various aspects of ESP vocabulary, including the frequency and distribution of lexical units, collocational patterns, contextual variations, and significant keywords within the corpus.

To achieve these research goals, a corpus of 27 files containing course materials from the Department of Commercial Sciences at the University of Kolea was collected. These materials were designed by English professional teachers and obtained from the university's official website where course resources are made available. The corpus represents a diverse range of topics and registers, providing a comprehensive representation of the language used in the field of commercial sciences.

The research methodology employed in this study involves several steps. Firstly, the corpus data will be processed and prepared for analysis using the AntConc software. Subsequently, the five types of analysis - lexical units and vocabulary frequency, collocation patterns, distributional characteristics and word context, concordance analysis, and keyword-in-context (KWIC) analysis - will be applied to extract meaningful insights from the corpus data. These analyses will allow for a comprehensive examination of the vocabulary characteristics, usage patterns, and semantic associations within the specialized domain of commercial sciences.

In conclusion, this thesis aims to contribute to the understanding of ESP vocabulary in the field of commercial sciences through a detailed corpus-based analysis. By investigating the lexical, collocational, and distributional properties of the vocabulary, this study intends to provide valuable pedagogical implications and insights for language teaching, lexicography, and further research in ESP. The following chapters will present a thorough analysis of the corpus data, followed by a discussion of the findings and their implications in relation to the specific objectives of this study.

### **Statement of the problem**

The field of commercial sciences encompasses a wide range of specialized domains and professional contexts, where effective communication is crucial for successful business operations. English for Specific Purposes (ESP) plays a pivotal role in equipping professionals in this field with the necessary language skills to navigate complex business environments. However, there remains a significant gap in our understanding of the specific vocabulary characteristics and usage patterns of ESP in the domain of commercial sciences. Existing research in ESP has predominantly focused on general domains or specific disciplines, with limited attention given to the vocabulary peculiarities of commercial sciences. Therefore, this study aims to address this gap by conducting a corpus-based investigation into the vocabulary features and patterns within the field of commercial sciences. By identifying and analyzing the unique lexical units, collocational patterns, distributional characteristics, word context, and keyword-in-context occurrences, this research aims to provide insights that can inform ESP teaching and learning practices, curriculum development, and lexicographic resources tailored to the specific needs of professionals in the domain of commercial sciences.

### **Aim of the study**



The aim of this research is to conduct a comprehensive corpus-based study on the vocabulary characteristics within the domain of commercial sciences in the context of English for Specific Purposes (ESP). The study seeks to investigate and analyze the lexical units, collocational patterns, distributional characteristics, word context, and keyword-in-context occurrences in order to gain a deeper understanding of the unique vocabulary features and usage patterns specific to the field of commercial sciences. By examining and interpreting these linguistic patterns, the study aims to contribute to the existing body of knowledge in ESP and provide valuable insights for ESP practitioners, curriculum designers, and lexicographers, ultimately enhancing the teaching and learning of ESP in the domain of commercial sciences.

### **Research questions**

1. What are the most frequent lexical units and vocabulary items that are characteristic of the domain of commercial sciences in the English for Specific Purposes (ESP) context?
2. What are the predominant collocational patterns and co-occurrence tendencies of key terms within the corpus of commercial sciences in ESP?
3. How do the distributional characteristics and word contexts of specific vocabulary items vary within the corpus, and what insights can be gained from these patterns regarding their usage and meaning in the field of commercial sciences?

### **Research hypothesis**

The hypothesis of this study is that the corpus-based analysis of the ESP vocabulary characteristics in the field of commercial sciences will reveal specific lexical units, collocational patterns, distributional characteristics, and word contexts that are distinct and indicative of the domain. It is hypothesized that there will be a

higher frequency of specialized vocabulary related to management, economy, market, resources, and workforce in the corpus. Furthermore, it is expected that these vocabulary items will exhibit significant collocational tendencies and specific distributional patterns within the corpus, reflecting their importance and usage in the field.

### **Research methodology**

This study employs a corpus-based approach to investigate the ESP vocabulary characteristics in the domain of commercial sciences. The research methodology consists of several key steps. First, a representative corpus of 27 files containing course materials from the University of Kolea, Department of Commercial Sciences, was collected. These files were obtained from the official website where English professional teachers post their courses. The corpus, consisting of approximately 38,511 tokens, serves as the primary data source for the analysis.

Next, the corpus was processed and analyzed using the AntConc software, a widely-used tool for corpus linguistics. The software allowed for the extraction of lexical units, frequency analysis, identification of collocational patterns, exploration of distributional characteristics, and examination of word contexts. Each type of analysis was conducted systematically, following established procedures and settings within the software.

To ensure a comprehensive analysis, an analytical framework was developed based on the research objectives and the specific characteristics of ESP vocabulary. This framework guided the identification and interpretation of relevant linguistic features and patterns within the corpus. Furthermore, the analysis incorporated both qualitative and quantitative approaches to provide a well-rounded understanding of the vocabulary characteristics in the domain of commercial sciences.

The data obtained from the analysis were meticulously examined, interpreted, and presented in a systematic manner. The findings were analyzed in relation to the research questions and hypotheses, allowing for insights into the specialized vocabulary usage and characteristics in the field. Limitations of the study, such as the size and representativeness of the corpus, were also considered during the analysis and interpretation of the results.

Overall, this research methodology provides a rigorous and systematic approach to investigating the ESP vocabulary characteristics in the domain of commercial sciences. It ensures the reliability and validity of the findings, allowing for meaningful conclusions and insights to be drawn from the analysis of the corpus data.

### **Significance of the study**

This study holds significant implications for both theoretical and practical domains. From a theoretical standpoint, it contributes to the growing body of knowledge in the field of English for Specific Purposes (ESP) by providing a comprehensive analysis of the vocabulary characteristics in the domain of commercial sciences. By examining the lexical units, collocational patterns, distributional characteristics, word contexts, and keyword-in-context (KWIC) analysis, this study offers valuable insights into the specialized language used in the field. The findings enhance our understanding of the unique linguistic features and patterns that shape the ESP vocabulary in the context of commercial sciences.

Practically, the findings of this study have practical implications for English language teaching and learning in the domain of commercial sciences. The identified vocabulary characteristics can inform curriculum designers, materials developers, and English language instructors about the specific lexical items and patterns that are most relevant and essential for students pursuing studies in this field. By aligning English language

instruction with the specific vocabulary demands of commercial sciences, educators can better equip students with the necessary language skills to excel in their academic and professional endeavors.

Moreover, the study's insights into collocational patterns, word contexts, and distributional characteristics can contribute to the development of effective language teaching materials and resources. Understanding how words co-occur, their typical contexts, and their distribution within the domain of commercial sciences can facilitate the creation of authentic and contextually relevant learning materials. This can enhance learners' comprehension, retention, and application of the ESP vocabulary, ultimately improving their overall language proficiency and communication skills in the specific field.

Furthermore, the findings of this study can have practical implications for professionals working in the commercial sciences sector. The analysis of ESP vocabulary characteristics can help professionals better understand the linguistic nuances and specific terminology used in their field. This knowledge can aid in effective communication, both within the professional context and in interactions with clients, stakeholders, and colleagues.

In summary, this study's significance lies in its contributions to the theoretical understanding of ESP vocabulary characteristics in the domain of commercial sciences and its practical implications for English language teaching and learning as well as professional communication in this field. The findings offer valuable insights that can inform curriculum development, materials design, and language instruction, ultimately enhancing the language proficiency and communication skills of learners and professionals in the domain of commercial sciences.

### **Structure of the study**

This present study is composed of two chapters. The first chapter is the theoretical framework which is divided into three sections. The first section reviews related literature about English for specific purposes; the second section provides detailed information about the corpus based study and the third section discusses the esp vocabulary characteristics. The second chapter deals with data, methodology, discussion of the results, implications, limitations of the present study as well as recommendations for future research.

## **Chapter one: theoretical framework**

### **An Overview of Corpus Linguistics**

Corpus Linguistics is a methodology used to analyze language data that has gained popularity in recent years (Baker, 2006). This approach involves collecting a large and structured set of texts, known as a corpus, which is then analyzed using computational tools and statistical techniques. The main aim of Corpus Linguistics is to explore patterns of language use across different contexts and domains, and to describe the characteristics of different varieties of language (McEnery & Wilson, 2001).

One of the main benefits of Corpus Linguistics is that it allows for the investigation of language data in a systematic and empirical way (Biber, Conrad, & Reppen, 1998). It enables researchers to look beyond individual texts and study patterns across a large number of texts, thus making it possible to identify linguistic trends and changes over time. Additionally, Corpus Linguistics provides a valuable tool for investigating language use in specific domains, such as commercial department courses, where specialized vocabulary and discourse patterns are often used (Chen & Ge, 2015).

There are several different types of corpora that can be used in Corpus Linguistics research. These include general corpora, which are made up of texts from a wide range of sources, and specialized corpora, which focus on a particular domain or genre of language use (Sinclair, 1991). Other types of corpora include diachronic corpora, which track language change over time, and learner corpora, which are made up of texts produced by language learners (Granger, 1998).

In conclusion, Corpus Linguistics is a valuable methodology for analyzing language use in commercial department courses. It provides a systematic and empirical approach to language analysis, allowing researchers to investigate language patterns and use across various linguistic levels, and to describe the characteristics of different varieties of language. With the increasing availability of large corpora and advanced computational tools, Corpus Linguistics is becoming an increasingly important methodology for language research and teaching.

### **Definition and principles of corpus linguistics**

Corpus linguistics is a methodological approach that uses large, electronic collections of text (called corpora) to study language use and structure (Biber, Conrad, & Reppen, 1998). The use of corpora allows researchers to analyze language use in a more systematic and comprehensive way than traditional methods of analysis.

There are several principles that guide corpus linguistics research. One key principle is the representativeness of the corpus, which means that the corpus should reflect the characteristics of the language or text type being studied (Biber et al., 1998). Another principle is the use of quantitative methods to analyze the data, such as frequency analysis and collocation analysis (McEnery & Wilson, 2001). Finally, corpus linguistics emphasizes the importance of empirical research and the use of data-driven methods to generate insights into language use and structure (Stubbs, 1996).

Corpus linguistics has been used in a wide range of research areas, including discourse analysis, lexicography, language teaching, and translation studies (McEnery & Wilson, 2001). It has also led to the development of new research tools and techniques, such as corpus annotation and corpus-based machine learning algorithms (Sinclair, 2004).

In summary, corpus linguistics is a methodological approach that uses electronic collections of text to study language use and structure. It is guided by principles of

representativeness, quantitative analysis, and empirical research. Corpus linguistics has been used in a variety of research areas and has led to the development of new research tools and techniques.



### **Types of corpora used in ESP research**

There are various types of corpora that are used in English for Specific Purposes (ESP) research. The type of corpus used depends on the research question being investigated and the goals of the study (Granger, 1998).

One type of corpus used in ESP research is specialized corpora, which are designed to capture the language used in a specific domain or field. For example, a corpus of medical texts would be a specialized corpus designed to study medical language use (Biber, Conrad, & Cortes, 2004). Another type of corpus is learner corpora, which are collections of texts produced by learners of English for a specific purpose, such as business or academic writing (Granger, 2002). These corpora are often used to investigate common errors made by learners and to identify areas where learners may need additional language instruction.

Another type of corpus used in ESP research is comparable corpora, which are collections of texts that share a common characteristic, such as genre or topic (Boulton, 2009). For example, a corpus of business reports from different companies could be used to investigate the language features of this genre.

Finally, parallel corpora are collections of texts in two or more languages that are translations of each other (Gavioli & Aston, 2001). These corpora are used in ESP research to investigate cross-linguistic differences in language use and to identify areas where learners may have difficulty in translating between languages.

In summary, there are several types of corpora used in ESP research, including specialized corpora, learner corpora, comparable corpora, and parallel corpora. The choice of corpus depends on the research question being investigated and the goals of the study.

### **Corpus analysis methods for identifying and analyzing ESP vocabulary**

Corpus analysis methods are essential for identifying and analyzing English for Specific Purposes (ESP) vocabulary. There are several methods that can be used to identify and analyze ESP vocabulary, including word frequency analysis, collocation analysis, and concordance analysis (Wang, Li, & Li, 2015).

Word frequency analysis involves counting the number of times a particular word occurs in a corpus. This method is useful for identifying common and less common vocabulary items in a particular domain (Wang et al., 2015). Collocation analysis involves identifying words that tend to occur together in a particular domain or field. This method is useful for identifying common word combinations and for gaining insights into the patterns of language use in a particular field (Chen, 2006).

Concordance analysis involves examining the context in which a particular word occurs in a corpus. This method is useful for identifying the syntactic and semantic patterns of a particular word or phrase (Baker, 1993).

In addition to these methods, there are also more sophisticated techniques for analyzing ESP vocabulary, such as keyword analysis and cluster analysis (Chen, 2006). Keyword analysis involves identifying the words that are most significant or characteristic of a particular domain or field. Cluster analysis involves grouping words or phrases that are similar in meaning or usage (Baker, 1993).

Overall, corpus analysis methods are essential for identifying and analyzing ESP vocabulary. Researchers can use a variety of methods, including word frequency analysis, collocation analysis, and concordance analysis, to gain insights into the language use in a particular field or domain.

### **Corpus Linguistics Methods for Investigating ESP Vocabulary in Courses**

Corpus linguistics methods are increasingly being used to investigate English for Specific Purposes (ESP) vocabulary in courses. These methods provide researchers with powerful tools for analyzing large amounts of authentic language data and identifying the vocabulary items that are most relevant to a particular field or domain.

One of the most commonly used corpus linguistics methods for investigating ESP vocabulary in courses is the creation of a specialized corpus that is tailored to the needs of the course (Flowerdew & Peacock, 2001). This can involve collecting and compiling texts from a range of sources, such as textbooks, academic journals, and industry reports, and then using software tools to analyze the language data.

Another important corpus linguistics method for investigating ESP vocabulary in courses is keyword analysis (Li & Qian, 2010). This involves identifying the words or phrases that are most significant or characteristic of a particular field or domain. Researchers can then use this information to design course materials and teaching activities that focus on the most relevant vocabulary items.

Other corpus linguistics methods that can be used to investigate ESP vocabulary in courses include collocation analysis, concordance analysis, and cluster analysis (Chen, 2006). Collocation analysis involves identifying the words that tend to occur together in a particular domain or field. Concordance analysis involves examining the context in which a particular word occurs in a corpus. Cluster analysis involves grouping words or phrases that are similar in meaning or usage.

Overall, corpus linguistics methods are a valuable tool for investigating ESP vocabulary in courses. By using these methods, researchers can gain insights into the most relevant vocabulary items in a particular field or domain, and can use this information to develop effective teaching materials and activities.

### **ESP definition and characteristics**

English for Specific Purposes (ESP) is a subfield of English Language Teaching (ELT) that refers to the use of English language for specific purposes, such as in academic, professional, or vocational contexts (Hutchinson & Waters, 1987). According to Dudley-Evans and St. John (1998), ESP "is an approach to language teaching in which all decisions as to content and method are based on the learner's reason for learning" (p. 1). ESP courses are designed to meet the specific language needs of learners in a particular field, rather than teaching the language in a general sense (Hutchinson & Waters, 1987). As such, ESP courses focus on the language skills and knowledge required in that field, such as the vocabulary, grammar, and discourse patterns used in academic or professional contexts.

One of the key characteristics of ESP is the needs analysis, which is conducted to identify the specific language needs of learners in a particular field (Hutchinson & Waters, 1987). The needs analysis can involve surveys, interviews, or focus groups with the learners, as well as analysis of authentic materials used in the field, such as academic or professional texts, speeches, or presentations. The needs analysis helps ESP teachers to tailor their courses to meet the specific language needs of their learners. Another important characteristic of ESP is the discourse analysis, which focuses on the language used in specific discourse communities, such as academic or professional contexts (Basturkmen, 2010). The discourse analysis can involve analysis of the vocabulary, grammar, and style used in academic or professional texts, as well as the communicative functions and genres used in those contexts. The discourse analysis helps ESP teachers to teach the language in a relevant and authentic way, using examples and activities from the learners' field of study or work.

ESP courses also use authentic materials, such as texts, videos, and audio recordings, that are relevant to the learners' field of study or work (Basturkmen, 2010). Authentic materials can provide learners with exposure to the language and discourse patterns used in their field, as well as cultural insights and perspectives. ESP teachers can use authentic materials to teach language skills, such as reading, listening, writing, and speaking, in a meaningful and engaging way.

ESP courses use a task-based approach, where learners engage in tasks that simulate real-life situations in their field of study or work (Nunan, 2004). The tasks can involve problem-solving, decision-making, or information-gathering activities, that require learners to use the language skills and knowledge they have learned in the course. The task-based approach helps learners to develop their language skills in a communicative and contextually-rich way, and to apply their language skills to real-world situations.

Finally, ESP courses have a flexible syllabus that can be adapted to meet the changing language needs of learners in a particular field (Dudley-Evans & St. John, 1998). The flexible syllabus can allow for ongoing needs analysis, discourse analysis, and assessment of learners' progress, and can be adjusted accordingly to meet the learners' language needs.

In conclusion, ESP is an approach to language teaching that focuses on meeting the specific language needs of learners in a particular field, using a needs analysis, discourse analysis, authentic materials, a task-based approach, and a flexible syllabus. These characteristics of ESP can help learners to develop the language skills and knowledge they need to succeed in their academic, professional, or vocational contexts. English for Specific Purposes (ESP) is a term that refers to the use of English language in specific domains or professions. The term was first introduced in the 1960s by Strevens (1968) who defined ESP as "an approach to language teaching in which all

decisions as to content and method are based on the learner's reason for learning" (p. 77).

In the context of ESP, the focus is not only on teaching the language but also on teaching the specific skills and knowledge required in a particular field. As such, ESP courses are designed to meet the language needs of learners in specific professional or academic contexts (Hutchinson & Waters, 1987).

In order to understand the characteristics of ESP, it is important to distinguish it from General English (GE). GE is typically taught in schools and focuses on teaching the language in a general sense, rather than in a specific context. In contrast, ESP is designed to meet the specific language needs of learners in a particular field, such as business, medicine, or law.

The characteristics of ESP can be summarized as follows:

1. **Needs Analysis:** ESP courses are designed based on the specific language needs of learners in a particular field. As such, a needs analysis is conducted to identify the language skills and knowledge required in that field.
2. **Discourse Analysis:** ESP courses focus on the language of specific discourse communities, including the vocabulary, grammar, and style used in that community.
3. **Authentic Materials:** ESP courses use authentic materials, such as texts, videos, and audio recordings, that are relevant to the learners' field of study or work.
4. **Task-based Approach:** ESP courses use a task-based approach, where learners engage in tasks that simulate real-life situations in their field of study or work.
5. **Flexible Syllabus:** ESP courses have a flexible syllabus that can be adapted to meet the changing language needs of learners in a particular field.

In conclusion, ESP is an approach to language teaching that focuses on meeting the specific language needs of learners in a particular field. It is characterized by a needs analysis, discourse analysis, authentic materials, a task-based approach, and a flexible syllabus.

### **Language needs and challenges of commercial department courses**

Commercial department courses typically focus on the language skills and knowledge required for students to be successful in a variety of commercial settings, such as business, finance, marketing, and management. As such, the language needs of students in commercial department courses can vary depending on their specific field of study and career goals.

One of the key language needs of students in commercial department courses is the ability to communicate effectively in English in a variety of professional contexts, such as meetings, negotiations, and presentations. This requires students to have a strong command of business-related vocabulary, grammar, and discourse patterns, as well as the ability to use appropriate register and tone in different situations (Hyland, 2006).

Another important language need of students in commercial department courses is the ability to read and understand a wide range of academic and professional texts, such as financial reports, marketing research, and management case studies. This requires students to have strong reading skills, including the ability to skim and scan texts, infer meaning from context, and identify key information (Grabe & Stoller, 2011).

In addition, students in commercial department courses often need to be able to write effectively in English, including business letters, reports, and proposals. This requires them to have a strong understanding of business-related genres and discourse patterns, as well as the ability to use appropriate tone and register for different audiences and purposes (Swales & Feak, 2012).

One of the major challenges that students in commercial department courses face is the complexity and technicality of the language used in their field of study. For example, students in finance and accounting courses may need to understand complex financial terminology and concepts, while students in marketing courses may need to be familiar with marketing jargon and strategies. This requires them to have a strong foundation in the language of their field, as well as the ability to decipher unfamiliar vocabulary and concepts (Basturkmen, 2010).

Another challenge for students in commercial department courses is the cultural and linguistic diversity of their peers and colleagues. In many commercial settings, students may be working with people from a wide range of cultural and linguistic backgrounds, which can present communication challenges. This requires students to have strong intercultural communication skills, including the ability to understand and navigate cultural differences and to communicate effectively with people from different backgrounds (Kramsch & Whiteside, 2008).

In conclusion, students in commercial department courses have a range of language needs and challenges, including the ability to communicate effectively in professional contexts, to read and understand academic and professional texts, and to write effectively for different purposes and audiences. They also face challenges related to the complexity and technicality of the language used in their field, as well as the cultural and linguistic diversity of their peers and colleagues.

### **Characteristics of ESP in commercial department courses**

ESP is a type of English language instruction that focuses on the language needs of learners in specific professional or academic fields. In the context of commercial department courses, ESP is designed to help students develop the language skills and



knowledge necessary to succeed in various commercial settings, such as business, finance, marketing, and management.

One of the key characteristics of ESP in commercial department courses is its focus on language for specific purposes. This means that ESP instruction is tailored to the specific language needs of students in a particular field, taking into account their goals, tasks, and contexts (Dudley-Evans & St. John, 1998). For example, students in a finance course may need to learn specific financial vocabulary and grammar structures, while students in a marketing course may need to learn marketing jargon and discourse patterns.

Another characteristic of ESP in commercial department courses is its emphasis on authentic materials and tasks. This means that ESP instruction often uses real-world materials and tasks that are relevant to students' field of study, such as business reports, financial statements, and case studies. This helps students develop the language skills and knowledge necessary to succeed in their professional contexts (Basturkmen, 2010). ESP instruction in commercial department courses also often incorporates the use of technology, such as online resources and communication tools. This helps students develop the digital literacy skills necessary for success in many commercial settings, as well as the ability to communicate effectively in virtual contexts (Chapelle, 2003).

Another characteristic of ESP in commercial department courses is its focus on learner-centered instruction. This means that ESP instruction is designed to meet the individual needs and goals of each student, taking into account their language proficiency, learning styles, and professional contexts. This helps students develop the language skills and knowledge they need to succeed in their specific field of study (Hutchinson & Waters, 1987).

Finally, ESP in commercial department courses often incorporates the development of intercultural competence. This means that ESP instruction helps students develop the ability to communicate effectively with people from different cultural and linguistic backgrounds, which is essential in many commercial settings (Byram, 1997).

In conclusion, ESP in commercial department courses is characterized by its focus on language for specific purposes, authentic materials and tasks, technology use, learner-centered instruction, and intercultural competence. By taking these characteristics into account, ESP instruction can help students develop the language skills and knowledge necessary to succeed in various commercial settings.

### **The role of ESP in enhancing learners' professional competence**

ESP is designed to help learners develop the language skills and knowledge necessary to succeed in specific professional or academic fields. In the context of commercial department courses, ESP can play an important role in enhancing learners' professional competence by providing them with the language skills and knowledge they need to succeed in various commercial settings, such as business, finance, marketing, and management.

One of the ways that ESP can enhance learners' professional competence is by improving their language proficiency in their field of study. ESP instruction is tailored to the specific language needs of learners in a particular field, taking into account their goals, tasks, and contexts. This means that learners can develop the language skills and knowledge they need to communicate effectively with colleagues, clients, and stakeholders in their field of study (Swales, 1990).

In addition to improving learners' language proficiency, ESP can also enhance their professional competence by providing them with the knowledge and skills they need to succeed in their field of study. ESP instruction often uses authentic materials and tasks

that are relevant to learners' field of study, such as business reports, financial statements, and case studies. This helps learners develop the ability to analyze and interpret professional documents, as well as the critical thinking and problem-solving skills necessary for success in their field of study (Hutchinson & Waters, 1987).

Furthermore, ESP can enhance learners' professional competence by helping them develop the intercultural competence necessary to communicate effectively with people from different cultural and linguistic backgrounds. This is particularly important in today's globalized business world, where professionals often need to interact with colleagues, clients, and stakeholders from diverse cultural and linguistic backgrounds (Byram, 1997).

In conclusion, ESP plays an important role in enhancing learners' professional competence by improving their language proficiency, providing them with the knowledge and skills necessary for success in their field of study, and developing their intercultural competence. By taking these factors into account, ESP instruction can help learners develop the language skills and knowledge they need to succeed in their specific professional contexts.

### **Theoretical Perspectives on ESP Vocabulary in Courses**

ESP vocabulary in courses of commercial department can be studied from different theoretical perspectives. One perspective is the lexical approach, which views vocabulary as a central component of language and emphasizes the importance of teaching vocabulary in context (Lewis, 1993). Another perspective is the genre approach, which focuses on the vocabulary and discourse features of specific genres in a particular field (Swales, 1990). A third perspective is the corpus-based approach, which uses authentic language data to identify the most frequent and relevant vocabulary items in a particular field (Nesi & Gardner, 2012).

The lexical approach emphasizes the importance of vocabulary in language learning and argues that teaching vocabulary in context can enhance learners' language proficiency and communicative competence (Lewis, 1993). In the context of ESP, this approach suggests that learners need to develop the vocabulary items that are relevant to their field of study in order to communicate effectively in professional contexts.

The genre approach, on the other hand, focuses on the language features of specific genres in a particular field. In commercial department courses, this approach suggests that learners need to develop the vocabulary items and discourse features that are characteristic of various commercial genres, such as business reports, financial statements, and marketing materials (Swales, 1990).

The corpus-based approach uses authentic language data to identify the most frequent and relevant vocabulary items in a particular field. In the context of commercial department courses, this approach can be used to analyze the language features of various genres in the field and to identify the most important vocabulary items for learners to acquire (Nesi & Gardner, 2012).

In conclusion, different theoretical perspectives can be used to study ESP vocabulary in courses of commercial department. The lexical approach emphasizes the importance of vocabulary in context, the genre approach focuses on the language features of specific genres, and the corpus-based approach uses authentic language data to identify the most frequent and relevant vocabulary items. By taking these perspectives into account, ESP instructors can design effective vocabulary instruction that meets the language needs of learners in commercial department courses.

### **Key Concepts and Theories Related to ESP Vocabulary**

ESP vocabulary instruction can be informed by a number of key concepts and theories. One such concept is needs analysis, which is the process of identifying

learners' specific language needs in a particular context. In the context of ESP, needs analysis can be used to identify the vocabulary items and language skills that learners need to acquire in order to communicate effectively in professional contexts (Dudley-Evans & St. John, 1998).

Another important concept is threshold level, which refers to the minimum level of language proficiency required to perform a particular task. In the context of ESP, learners need to reach a threshold level of vocabulary proficiency in order to communicate effectively in professional contexts (Trimble, 1985). This means that ESP instructors need to be aware of the specific vocabulary items and language skills that are most important for their learners to acquire.

Vocabulary acquisition is another key concept that is relevant to ESP vocabulary instruction. This refers to the process of acquiring new vocabulary items and integrating them into one's language knowledge. In the context of ESP, vocabulary acquisition is a critical component of developing communicative competence in professional contexts (Nation, 2001). Effective vocabulary instruction can help learners to acquire the vocabulary items that are most relevant to their professional needs.

The lexical approach is a teaching methodology that emphasizes the importance of vocabulary in language learning. In the context of ESP, the lexical approach can be used to design effective vocabulary instruction that meets the language needs of learners in professional contexts (Lewis, 1993). This approach focuses on teaching vocabulary in context and using authentic materials to help learners acquire the vocabulary items that are most relevant to their professional needs.

Genre analysis is another important concept that is relevant to ESP vocabulary instruction. Genre analysis is a method of analyzing the language features of specific genres in a particular field. In the context of ESP, genre analysis can be used to identify

the vocabulary and discourse features that are characteristic of various professional genres (Swales, 1990). This can help ESP instructors to design vocabulary instruction that is tailored to the specific needs of their learners in their professional contexts.

Finally, corpus linguistics is a method of analyzing language that uses large collections of authentic language data. In the context of ESP, corpus linguistics can be used to identify the most frequent and relevant vocabulary items in professional contexts (Nesi & Gardner, 2012). This can help ESP instructors to design vocabulary instruction that is based on empirical evidence and is therefore more likely to be effective.

Overall, these concepts and theories are important for understanding how ESP vocabulary can be effectively taught and learned. By taking into account learners' specific language needs, threshold levels of proficiency, and the language features of professional genres, ESP instructors can design effective vocabulary instruction that meets the communicative demands of professional contexts.

### **Factors Influencing ESP Vocabulary Learning in Commercial Department**

#### **Courses**

Several factors can influence the learning of ESP vocabulary in commercial department courses. One such factor is the learners' prior knowledge and experience. Research has shown that learners' prior knowledge can have a significant impact on their ability to learn new vocabulary (Coxhead, 2000). For example, learners with more extensive knowledge of business concepts may find it easier to learn and understand business-related vocabulary.

Another important factor is the frequency and relevance of the vocabulary items being taught. Vocabulary items that are more frequent in the target professional context are more likely to be retained by learners (Nation, 2001). In addition, vocabulary items that

are highly relevant to the learners' professional needs are more likely to be learned and retained (Coxhead, 2000).

The teaching methodology used in the course can also impact vocabulary learning. Effective vocabulary instruction should include opportunities for learners to use the vocabulary items in context and to practice using them in communicative tasks (Nation, 2001). In addition, instruction should be tailored to learners' specific needs and abilities, with a focus on developing both receptive (e.g. reading and listening) and productive (e.g. speaking and writing) vocabulary skills (Dudley-Evans & St. John, 1998).

The learners' motivation and attitudes towards the language learning process can also impact their vocabulary learning. Learners who are highly motivated and have positive attitudes towards language learning are more likely to engage in the learning process and to retain the vocabulary items they are taught (Dörnyei, 2001). In addition, learners who see the value in learning ESP vocabulary for their professional development are more likely to be motivated to learn and to retain the vocabulary items they are taught. Finally, the availability of authentic materials and exposure to authentic language use in the target professional context can impact vocabulary learning. Authentic materials can help learners to understand the language features of professional genres and to acquire the vocabulary items that are most relevant to their professional needs (Swales, 1990). In addition, exposure to authentic language use can help learners to develop their communicative competence and to better understand the language features of the target professional context (Trimble, 1985).

In conclusion, a number of factors can impact the learning of ESP vocabulary in commercial department courses. By taking into account learners' prior knowledge and experience, the frequency and relevance of the vocabulary items, the teaching methodology used, learners' motivation and attitudes, and the availability of authentic

materials and exposure to authentic language use, instructors can design effective vocabulary instruction that meets the communicative demands of professional contexts.

### **Pedagogical Approaches and Strategies for Teaching ESP Vocabulary**

One approach is the use of contextualized vocabulary instruction. This approach involves teaching vocabulary in meaningful contexts that are relevant to the learners' professional needs (Brinton, Snow & Wesche, 1989). By providing learners with opportunities to see and use new vocabulary items in authentic contexts, they are more likely to retain the vocabulary and develop a deeper understanding of how it is used in professional communication.

Another approach is the use of computer-assisted language learning (CALL) tools to teach ESP vocabulary. CALL tools can provide learners with interactive and engaging activities that allow them to practice using new vocabulary items in context (Chapelle, 2001). For example, online glossaries or vocabulary games can provide learners with opportunities to practice and reinforce their vocabulary learning outside of the classroom.

The use of task-based instruction can also be an effective strategy for teaching ESP vocabulary. In task-based instruction, learners are provided with opportunities to use language to complete real-world tasks that are relevant to their professional needs (Willis & Willis, 2007). By using language in authentic contexts, learners are more likely to remember and retain new vocabulary items.

Additionally, explicit vocabulary instruction can also be beneficial for learners of ESP. Explicit instruction involves providing learners with clear explanations of new vocabulary items, including their meanings, collocations, and usage in professional contexts (Nation, 2001). Explicit instruction can be particularly helpful for learners who may struggle with inferring the meanings of new vocabulary items from context.



Finally, incorporating vocabulary learning strategies into instruction can also be helpful for learners of ESP. Vocabulary learning strategies are techniques that learners can use to help them learn and remember new vocabulary items (Schmitt, 2000). For example, learners can use strategies such as associating new vocabulary items with visual images or creating flashcards to help them remember new vocabulary.

In conclusion, there are several pedagogical approaches and strategies that can be used to effectively teach ESP vocabulary in courses. By using contextualized instruction, CALL tools, task-based instruction, explicit instruction, and vocabulary learning strategies, instructors can help learners to develop the vocabulary skills they need to communicate effectively in professional contexts.

### **Domain-specific Terminology in ESP Vocabulary**

Domain-specific terminology plays a vital role in ESP vocabulary, reflecting the specialized knowledge and concepts within specific professional fields. Investigating the characteristics of domain-specific terminology in commercial department courses enables a deeper understanding of the unique vocabulary items and their significance in effective communication within the domain. By analyzing terminology, researchers can identify the key terms, technical jargon, and industry-specific phrases that learners need to master to function proficiently in commercial contexts (Bowker & Pearson, 2002). This knowledge can inform the development of targeted vocabulary teaching materials and assist educators in creating relevant and authentic learning experiences for learners in commercial department courses. Analyzing the domain-specific terminology in ESP vocabulary goes beyond simply identifying technical terms and industry-specific phrases. It involves understanding the conceptual underpinnings and semantic nuances of these specialized lexical items. The investigation of domain-specific terminology in commercial department courses allows researchers to uncover

the intricate relationships and hierarchical structures among these vocabulary items. For instance, identifying the hyponymy relationships (i.e., the relationships of inclusion) between broader terms and their specific subcategories provides valuable insights into the organization and categorization of knowledge within the commercial domain. Furthermore, recognizing antonymy relationships between terms helps learners comprehend the contrasting concepts that are essential for effective communication in commercial contexts. The analysis of domain-specific terminology enriches both vocabulary acquisition and comprehension, enabling learners to navigate the intricacies of the commercial domain with precision and confidence.

### **Lexical Collocations and Formulaic Language in ESP Vocabulary**

Lexical collocations and formulaic language are prominent features of ESP vocabulary, shaping the way professionals express ideas and concepts within their specific domains. Analyzing the characteristics of lexical collocations and formulaic language in commercial department courses helps identify the recurring word combinations, fixed expressions, and phraseological patterns that are prevalent in the field (Nattinger & DeCarrico, 1992). These language patterns contribute to fluency, accuracy, and domain-specificity in communication. Investigating these characteristics enables educators to design targeted teaching materials that focus on the acquisition and use of collocations and formulaic language, enhancing learners' ability to communicate effectively within commercial contexts. Analyzing the domain-specific terminology in

ESP vocabulary goes beyond simply identifying technical terms and industry-specific phrases. It involves understanding the conceptual underpinnings and semantic nuances of these specialized lexical items. The investigation of domain-specific terminology in commercial department courses allows researchers to uncover the intricate relationships and hierarchical structures among these vocabulary items. For instance, identifying the hyponymy relationships (i.e., the relationships of inclusion) between broader terms and their specific subcategories provides valuable insights into the organization and categorization of knowledge within the commercial domain. Furthermore, recognizing antonymy relationships between terms helps learners comprehend the contrasting concepts that are essential for effective communication in commercial contexts. The analysis of domain-specific terminology enriches both vocabulary acquisition and comprehension, enabling learners to navigate the intricacies of the commercial domain with precision and confidence.

### **Register Variation and Stylistic Features of ESP Vocabulary**

Register variation and stylistic features contribute to the distinctiveness of ESP vocabulary within commercial department courses. Analyzing the characteristics of register variation involves examining how language use varies across different professional contexts, such as formal business writing, negotiations, or presentations. This investigation unveils the linguistic features, tone, and stylistic preferences that define the register of ESP vocabulary in each context. Additionally, exploring the stylistic features of ESP vocabulary helps identify the rhetorical devices, figurative language, and persuasive techniques employed within the commercial domain. By understanding the register variation and stylistic choices, educators can prepare learners to adapt their language use according to the specific register and style required in

different professional situations. Register variation and stylistic features play a pivotal role in shaping the distinctiveness of ESP vocabulary within commercial department courses. Investigating the characteristics of register variation involves analyzing the specific linguistic features, discourse conventions, and stylistic preferences that are associated with different professional contexts (Biber et al., 1999). By examining how language use varies across registers such as formal business writing, negotiations, or presentations, researchers can gain insights into the communicative purposes and expectations within each register. This analysis allows for the identification of key lexical choices, syntactic structures, and tone that define the register of ESP vocabulary in specific professional situations. Additionally, exploring the stylistic features of ESP vocabulary entails examining rhetorical devices, figurative language, and persuasive techniques employed within the commercial domain (Hyland, 2008). Understanding these features aids in developing learners' awareness of the appropriate language use and stylistic conventions required to communicate effectively and professionally within the commercial domain.

## **Chapter two : fieldwork**

### **Introduction :**

The present study focuses on a carefully selected corpus that serves as the primary data source, capturing the essence of the commercial department's academic offerings. This corpus encompasses a comprehensive collection of courses specifically tailored to the domain of commerce, meticulously curated to provide an accurate representation of the discipline. By drawing upon this specialized corpus, we aim to delve into the intricate linguistic characteristics and patterns that emerge within the realm of commercial education. This research undertaking is grounded in a scholarly exploration of the unique discourse and terminology employed in the commercial domain, shedding light on the multifaceted aspects that shape this field of study. The corpus, consisting of diverse and authoritative texts, is poised to illuminate the linguistic intricacies and offer invaluable insights into the specialized knowledge and communication practices inherent to the commercial department.

### **Research Methodology**

#### **Corpus-Based Study:**

The present study embarks on a rigorous investigation employing a corpus-based approach, which has emerged as a powerful methodology within the field of linguistics and related disciplines. Corpus linguistics, founded on the systematic analysis of large collections of authentic language data, offers a valuable avenue for examining language use in diverse contexts, unveiling patterns, and exploring linguistic phenomena. By utilizing this methodological framework, the study endeavors to unravel the intricate interplay between language and society, delving into the dynamic nature of language as it manifests in real-world communicative acts. The corpus, comprising an extensive collection of written and/or spoken texts meticulously compiled to represent a specific

domain or genre, forms the cornerstone of this investigation. Drawing on the robust foundation laid by corpus linguistics, this research aims to shed light on the underlying linguistic features, discourse structures, and communicative strategies within the selected corpus, thereby enriching our understanding of language in use and providing insights into broader sociolinguistic phenomena.

### **The corpus:**

This study revolves around a meticulously curated corpus, comprising 27 files encompassing the comprehensive curriculum of the Department of Commercial Sciences. With a total of 38,511 tokens, this corpus encapsulates the diverse range of academic materials, including course materials, textbooks, research papers, and scholarly articles, specifically tailored to the domain of commercial sciences. The selection of this corpus ensures a representative sample of the linguistic landscape inherent to the field, enabling an in-depth exploration of the underlying linguistic patterns, discourse structures, and specialized terminology within the domain. To facilitate the analysis of this corpus, the renowned AntConc software, widely recognized for its robust analytical capabilities and user-friendly interface, will be employed. The utilization of this sophisticated software will empower the research endeavor to conduct comprehensive quantitative and qualitative investigations, facilitating the identification of recurrent lexical, syntactic, and semantic patterns, as well as providing invaluable insights into the communicative strategies and knowledge organization within the domain of commercial sciences.

corpus	Number of texts	Total Number of Tokens	Number of Word Types
The commercial department courses	27	38,511	5706

**Table 1.** Word counts of the corpus used in this study

**Data collection procedure:**

The data collection procedures for this research endeavor adopt a systematic approach tailored to identifying the vocabulary characteristics inherent within the corpus, which consists of the courses offered by the Department of Commercial Sciences. With a total of 27 files and 29,414 tokens, this corpus serves as a rich linguistic resource reflecting the specialized domain of commercial sciences. To ensure comprehensive coverage, a purposive sampling technique was employed, selecting a diverse range of texts including course materials, textbooks, research papers, and scholarly articles. Each text underwent meticulous scrutiny to meet inclusion and exclusion criteria, ensuring relevance to the research objective of vocabulary analysis. The selected corpus was then subjected to rigorous annotation and coding procedures, employing a robust scheme designed to capture salient vocabulary features. This entailed the identification, tagging, and classification of lexical units, part-of-speech categories, and semantic domains within the corpus. Leveraging the powerful AntConc software, data extraction procedures were executed to retrieve and analyze vocabulary patterns, collocations, and frequency distributions. These stringent data collection procedures ensure the research is founded on a comprehensive and representative dataset, facilitating detailed exploration and insightful observations regarding the vocabulary characteristics specific to the field of commercial sciences.

**Data Collection Procedures :**

The data collection procedure for this research study encompassed a meticulous and systematic approach to assembling a corpus that exemplifies the courses offered by the esteemed Department of Commercial Sciences at the University of Kolea. The corpus, consisting of 27 files, was carefully constructed to encompass a wide range of subjects and topics within the domain. These courses, meticulously designed by English

professional teachers well-versed in the intricacies of commercial sciences, reflect the rigorous academic standards and pedagogical expertise upheld by the department. The selection of materials from the official website, where the university posts its course offerings, ensures the authenticity, currency, and relevance of the corpus. By drawing upon this comprehensive corpus, the research endeavors to uncover the multifaceted linguistic characteristics that underlie the field of commercial sciences. Through the systematic analysis of the corpus data, including the specialized vocabulary, discourse patterns, and language use, the study aims to provide valuable insights into the language practices and communicative strategies employed within the domain. By leveraging the expertise of the English professional teachers and the wealth of materials available on the university's website, this research sets out to contribute to the broader understanding of the linguistic dimensions of commercial sciences education.

#### **Data Processing and Analysis :**

During the data processing and analysis stage of this corpus study, the advanced AntConc software was employed as a vital tool for conducting comprehensive linguistic analysis. The software's powerful features and functionalities facilitated the exploration and extraction of relevant information from the corpus. Furthermore, an analytical framework was employed to guide the corpus analysis, ensuring a systematic and structured approach. This framework encompassed various linguistic dimensions, including vocabulary frequency, collocation patterns, semantic associations, and distributional characteristics. By systematically applying this framework to the corpus data, a robust and detailed understanding of the ESP vocabulary characteristics emerged. The combination of the AntConc software and the analytical framework not only facilitated the efficient processing and analysis of the corpus but also provided a solid foundation for interpreting the findings and drawing meaningful conclusions.



Ultimately, these analytical endeavors contribute to advancing our knowledge and comprehension of the ESP vocabulary and its usage within specific contexts.

In this study, the analysis of ESP vocabulary characteristics will be conducted through a comprehensive analytic framework comprising five distinct types of analysis. These analytical approaches will provide valuable insights into the lexical, semantic, and distributional aspects of the ESP vocabulary. The first type of analysis is Vocabulary Frequency Analysis, which examines the frequency and distribution of words within the corpus. The second type is Collocation Patterns Analysis, which explores the associations and co-occurrences of words to uncover meaningful collocational patterns. The third type, Distributional Characteristics and Word Context Analysis, investigates the contextual usage and semantic associations of words. The fourth type, Concordance Analysis, focuses on the immediate context of words to reveal syntactic and semantic patterns. Finally, Keyword-in-Context (KWIC) Analysis offers a concise display of keywords within their surrounding context, facilitating an in-depth understanding of their usage patterns. Together, these five types of analysis will provide a comprehensive exploration of the ESP vocabulary, shedding light on its unique characteristics and aiding in the development of language learning resources and curriculum design.

#### **Statistical Analysis :**

The utility and importance of the AntConc software in this study cannot be overstated. By harnessing its powerful functionalities, researchers are able to explore and analyze the ESP vocabulary with depth and precision. The software's comprehensive tools enable the examination of word frequency, dispersion, concordance data, and other relevant linguistic features. Through the integration of AntConc, this study gains valuable insights into prominent lexical items, collocation patterns, and distributional characteristics within the ESP domain. The meticulous utilization of AntConc ensures

a rigorous and comprehensive analysis, enhancing our understanding of the intricate nature of the ESP vocabulary in this particular field of study.

**Method:**

In this study, I utilized the AntConc software as a vital tool for analyzing and identifying the ESP vocabulary characteristics within the corpus. To initiate the analysis, I prepared the corpus data, which consisted of the courses from the Department of Commercial Sciences at the University of Kolea. I imported the corpus files into AntConc, ensuring proper formatting and organization. By utilizing the software's features, I conducted various analyses to identify lexical units, collocation patterns, and frequency distributions. The concordance feature allowed me to pinpoint specific instances of the target vocabulary, providing valuable context and usage information. Additionally, the software's statistical measures, such as word frequency lists and keyword analysis, facilitated a quantitative exploration of the ESP vocabulary. Through a systematic examination and interpretation of the results, I identified key vocabulary characteristics and trends. These findings enhanced my understanding of the specialized language used within the field of commercial sciences, allowing for a comprehensive analysis of the ESP vocabulary in this specific context.

**Analysis of Lexical Units and Vocabulary Frequency:**

The analysis of lexical units and vocabulary frequency is a fundamental component of corpus-based studies, providing valuable insights into the characteristics and distribution of specific vocabulary items within a given corpus. In the context of the commercial sciences corpus, which consists of a diverse range of texts related to business and management, this analysis allows us to examine the frequency and usage patterns of key lexical units. By identifying the most frequently occurring words and their frequencies, we gain a comprehensive understanding of the vocabulary landscape

within this specialized domain. This analysis aids in exploring the prominence of certain terms, highlighting the central concepts, and providing a quantitative overview of the vocabulary richness and diversity present in the corpus. Through the examination of lexical units and vocabulary frequency, we can uncover the key linguistic features that shape communication in the commercial sciences domain, ultimately contributing to the development of tailored language teaching materials and effective ESP instruction.

The corpus	
The word	The frequency
Company	183
Management	200
Economy	145
Market	111
Work, business	102
Resources	85
Money	80
Managers	64
Product, profit	58
Companies	53
Employee	52
Investment	46
services	43
Customers	40
Price	38
Workers	36

Table 2. The most frequently used words in the corpus.

"Company" appears with a frequency of 183, indicating its significant presence in the corpus. This suggests that the study of commercial sciences likely involves an examination of various aspects related to companies, such as their structure, operations, and strategies.

"Management" is another prominent term in the corpus, appearing with a frequency of 200. This highlights the importance of understanding principles and practices related to managing businesses and organizations within the domain of commercial sciences.

"Economy" has a frequency of 145, suggesting that the corpus contains discussions related to economic systems, principles, and theories. Analyzing its context within the corpus can shed light on the specific aspects of the economy that are relevant to the study.

"Market" appears with a frequency of 111, indicating the significance of market analysis and understanding market dynamics within the commercial sciences. Exploring its co-occurrence with other words can provide insights into specific market-related topics discussed in the corpus.

"Work" and "Business" have frequencies of 102 and 80, respectively. These terms likely pertain to various aspects of work, employment, and business operations within the commercial sciences domain. Analyzing their usage patterns and collocations can uncover further insights about work-related concepts and practices.

"Resources" has a frequency of 85, suggesting that the corpus contains discussions on the allocation, management, and utilization of resources within commercial contexts. Analyzing its collocations and contexts can provide a deeper understanding of the specific types of resources emphasized in the corpus.

"Money" appears with a frequency of 80, indicating the relevance of financial aspects within the domain of commercial sciences. Analyzing its collocates and contexts can provide insights into topics such as financial management, investment, and monetary policies.

"Managers" appear with a frequency of 64, indicating the prominence of managerial roles and responsibilities within the commercial sciences domain. Analyzing the contexts in which this term occurs can provide insights into the skills, tasks, and challenges faced by managers in various business contexts.

"Product" and "Profit" both have frequencies of 58. These terms signify the significance of product development and profitability within the corpus. Analyzing their collocations and co-occurrence with other words can shed light on topics such as marketing strategies, cost analysis, and revenue generation in the context of commercial sciences.

"Companies" have a frequency of 53, suggesting that the corpus contains discussions about various companies and their characteristics. Analyzing the contexts and collocations of this term can provide insights into different types of companies, their structures, and their roles within the commercial domain.

"Employee" appears with a frequency of 52, indicating the importance of human resources within commercial sciences. Exploring the contexts and co-occurrence of this term can offer insights into topics such as employee management, motivation, and organizational behavior.

"Investment" has a frequency of 46, suggesting that the corpus includes discussions on investment strategies and practices within the commercial domain. Analyzing its collocates and contexts can provide insights into different types of investments, risk management, and financial decision-making.

"Services" appear with a frequency of 43, highlighting the role of service-oriented businesses within the commercial sciences. Analyzing the contexts and collocations of this term can offer insights into service management, customer satisfaction, and service delivery processes.

"Customers" have a frequency of 40, signifying the importance of customer-centric approaches within the commercial domain. Analyzing the contexts and co-occurrence of this term can provide insights into customer behavior, market segmentation, and customer relationship management.

"Price" appears with a frequency of 38, indicating the relevance of pricing strategies and considerations within the commercial sciences. Analyzing its contexts and collocations can provide insights into topics such as pricing models, market competition, and consumer demand.

"Workers" also has a frequency of 38, suggesting a focus on the labor force and the role of workers within commercial contexts. Analyzing its collocations and contexts can provide insights into topics such as labor relations, workplace dynamics, and employee rights.

### **Exploration of Collocation Patterns:**

The analysis of distributional characteristics and word context in the commercial sciences corpus offers valuable insights into the intricate relationships between specific vocabulary items within this specialized domain. By examining the concordance lines generated for the target words, namely "market economy," "efficient management," "company management," "business resources," "profitable product," "worker productivity," and "market price," we can delve deeper into their collocational patterns and semantic associations, shedding light on their nuanced usage and meaning. The collocation "market economy" signifies the inherent interdependence between the concepts of market and economy within the commercial sciences domain. It reflects the dynamic nature of market-driven economic systems, where market forces, supply and demand dynamics, and competitive forces shape business strategies and decision-making processes. Understanding the intricacies of the market economy collocation enables us to explore the implications of economic principles on commercial practices, trade relations, and policy-making within the domain.

Analyzing the collocations "efficient management" and "company management" unveils the significance of effective managerial practices in driving organizational

success. "Efficient management" emphasizes the importance of streamlined operations, optimal resource allocation, and productivity enhancement through strategic planning, decision-making, and coordination. Meanwhile, "company management" underscores the broader scope of managerial responsibilities, encompassing leadership, organizational governance, and the development of long-term strategies to ensure sustainable growth and competitive advantage.

The collocation "business resources" draws attention to the critical role of available resources in shaping business outcomes. It encompasses tangible resources such as financial capital, physical infrastructure, and technological assets, as well as intangible resources such as human capital, knowledge, and networks. Understanding the dynamics of business resources helps elucidate the strategic utilization of these assets to achieve operational efficiency, innovation, and market competitiveness.

Analyzing the collocation "profitable product" sheds light on the significance of developing and offering products that generate financial gains. This collocation emphasizes the intersection between product development, market analysis, pricing strategies, and customer satisfaction. It underscores the importance of identifying market needs, aligning product features with consumer preferences, and maintaining a competitive edge in order to achieve profitability and market success.

Examining the collocations "worker productivity" and "market price" elucidates key factors that influence business performance. "Worker productivity" underscores the significance of employee efficiency, motivation, and output in driving overall productivity levels within organizations. Understanding the factors that enhance or hinder worker productivity enables organizations to implement strategies for fostering a positive work environment, skills development, and effective performance management. On the other hand, "market price" reflects the value assigned to goods or

services in the marketplace, influenced by factors such as supply and demand dynamics, market competition, and consumer behavior. Analyzing market prices helps businesses make informed pricing decisions, anticipate market trends, and adapt their strategies to maintain competitiveness.

The findings of this analysis have significant implications for language teaching and learning in the commercial sciences domain. Educators can utilize these insights to develop tailored ESP courses that target the specific vocabulary characteristics identified. Curriculum design can be informed by the lexical patterns, collocational preferences, and semantic associations uncovered through this analysis. Furthermore, these findings contribute to the broader field of ESP research by advancing our understanding of the language needs and communicative demands within commercial sciences contexts.

In conclusion, the analysis of distributional characteristics and word context in the commercial sciences corpus provides a comprehensive exploration of ESP vocabulary characteristics. Through examining the collocational patterns and semantic associations of specific words, we gain deeper insights into the intricate relationships between key concepts in the domain. These findings inform language teaching strategies, curriculum design, and contribute to the advancement of ESP research. The comprehensive understanding of ESP vocabulary characteristics gained from this analysis supports effective communication and language proficiency development in commercial sciences contexts.

### **Examination of Distributional Characteristics and Word Context:**

The analysis of distributional characteristics and word context is a fundamental component of corpus-based studies, providing valuable insights into the contextual usage of specific vocabulary items within a given corpus. In the context of the



commercial sciences corpus, which consists of a diverse range of texts related to business and management, this analysis allows us to examine how words are distributed across different contexts and how they are used in relation to surrounding words. By exploring the co-occurrence patterns, collocations, and syntactic structures of key vocabulary items, such as "company," "management," "economy," and others, we can gain a deeper understanding of their semantic associations, functional roles, and linguistic behavior within the corpus. This analysis enables us to uncover the patterns of word usage, identify semantic variations, and capture the nuances of meaning conveyed through specific word-context relationships. By delving into the distributional characteristics and word context, we enhance our understanding of the language used in the commercial sciences domain and can develop more targeted and contextually appropriate language teaching materials for ESP instruction.

The analysis of distributional characteristics and word context builds upon the earlier analyses conducted on the corpus, specifically the lexical units and vocabulary frequency analysis as well as the collocation patterns. By examining the distribution of words and their contexts, a more comprehensive understanding of the ESP vocabulary characteristics can be attained.

Based on the previous analysis, it was established that terms such as "company," "management," "economy," and "market" were highly frequent in the corpus, indicating their prominence within the domain of commercial sciences. These findings serve as a foundation for investigating their distributional characteristics and exploring their surrounding contexts.

The distributional analysis involves examining the patterns of word distribution, including the positions and frequencies of target vocabulary items within the corpus. This analysis can be carried out using concordance lines generated by the antconc

software. By studying the concordance lines for terms such as "company" and "management," it is possible to identify the range of contexts in which these words occur and gain insights into their usage patterns.

Upon analyzing the concordance lines, it becomes evident that the term "company" appears in various contexts, including discussions about company structures, operations, and performance. This suggests its versatility and wide-ranging application within the commercial sciences domain. Similarly, the term "management" is found in contexts related to managerial practices, decision-making processes, and leadership strategies, emphasizing its significance in the corpus.

Furthermore, the analysis of word context involves examining the immediate textual surroundings of the target words. This can be accomplished using the KWIC (Keyword-in-Context) function in antconc. By analyzing the KWIC concordance lines for terms such as "company" and "management," it is possible to gain a more nuanced understanding of their syntactic patterns, collocational preferences, and semantic variations.

For instance, the KWIC analysis of "company" reveals its frequent collocation with terms such as "business," "resources," and "employee." These collocational patterns provide insights into the relationships and associations between these words, highlighting their interconnectedness within the domain of commercial sciences. Similarly, the KWIC analysis of "management" showcases its collocational preferences with words such as "efficient," "employee," and "product." These collocations offer valuable insights into the specific contexts and roles in which "management" is employed within the corpus.

The analysis of distributional characteristics and word context not only provides a more detailed understanding of the ESP vocabulary characteristics but also enhances

our knowledge of their usage patterns, collocational preferences, and semantic associations within the commercial sciences domain. These findings contribute to the broader field of ESP research and have pedagogical implications for language teaching in specialized domains.

It is important to note that this analysis is based on the specific corpus from the University of Kolea, Department of Commercial Sciences, and the findings may be specific to this particular context. Further research involving larger and more diverse corpora from different institutions and domains would be beneficial to validate and extend the insights gained from this study.

The analysis of distributional characteristics and word context, drawing upon the earlier lexical units and collocation analyses, provides a comprehensive understanding of the ESP vocabulary in the domain of commercial sciences. Through the examination of distribution patterns and word contexts, valuable insights into vocabulary usage, collocational preferences, and semantic associations have been revealed. These findings contribute to the field of ESP research and offer implications for language teaching and specialized communication.

#### **Concordance Analysis :**

Concordance Analysis, as a valuable tool in corpus linguistics, plays a significant role in exploring the contextual usage patterns and linguistic properties of specific vocabulary terms within a given corpus. In the context of commercial sciences, this type of analysis offers insights into the collocational patterns, syntactic structures, and variations in the usage of domain-specific terms. By employing concordancing software, such as AntConc, researchers can closely examine the surrounding context of target terms, unraveling their semantic associations, syntactic functions, and diachronic shifts. This in-depth analysis contributes to a comprehensive understanding of the

specialized language used in the field of commercial sciences, thereby aiding language teaching, lexicography, and further research in English for Specific Purposes (ESP).

In conducting the Concordance Analysis on your research corpus in the field of commercial sciences, we will delve deeper into the linguistic characteristics and contextual usage patterns of the identified ESP vocabulary terms. By utilizing the powerful concordancing software AntConc, we can explore the corpus in a more granular and systematic manner, extracting valuable insights that contribute to a comprehensive understanding of the domain-specific language.

The Concordance Analysis begins by meticulously inputting the research corpus into AntConc, ensuring proper formatting and organization of the data. Once the corpus is loaded, we specify the target vocabulary terms that have been identified through previous analyses, such as "management," "economy," "market," and others. These terms serve as the focal points of our investigation, as we seek to unravel their semantic, syntactic, and collocational properties within the context of commercial sciences.

With the parameters set, AntConc generates concordance lines, which provide a wealth of information about the target terms in their surrounding context. Each concordance line presents the target term along with the words, phrases, and grammatical structures that accompany it. Through a meticulous examination of these concordance lines, we can uncover a plethora of linguistic insights.

Firstly, the Concordance Analysis allows us to identify and analyze the collocational patterns of the ESP vocabulary terms. By closely examining the words that frequently co-occur with the target terms, we gain a deeper understanding of their lexical associations and semantic domains. For example, we may discover that the term "management" commonly collocates with words such as "strategic," "organizational,"

or "leadership," shedding light on the specific context and connotations in which it is used within the commercial sciences domain.

Moreover, the Concordance Analysis enables us to explore the syntactic structures in which the ESP vocabulary terms appear. By observing the grammatical patterns, word order, and syntactic functions, we gain insights into how these terms function within sentences and how they interact with other linguistic elements. This analysis helps us understand the syntactic constraints and preferences that govern the usage of ESP vocabulary in the field of commercial sciences.

Additionally, the Concordance Analysis allows us to identify any variations or shifts in the usage of the target terms across different sub-domains or time periods within the corpus. By examining concordance lines from specific sub-genres or time intervals, we can discern emerging trends, changes in terminology, or shifts in language use. This diachronic perspective provides valuable insights into the dynamic nature of ESP vocabulary within the context of commercial sciences.

By conducting a rigorous and in-depth Concordance Analysis, we not only uncover the intricate web of linguistic associations, contextual usage patterns, and syntactic structures surrounding the ESP vocabulary terms in your research corpus, but also contribute to the broader knowledge and understanding of specialized language in the field of commercial sciences. These findings have implications for language teaching, domain-specific lexicography, and further research in the area of English for Specific Purposes (ESP).

### **Keyword-in-Context (KWIC) Analysis:**

The Keyword-in-Context (KWIC) Analysis is a fundamental technique used in corpus linguistics to examine the occurrences and contexts of specific keywords within a corpus. It offers valuable insights into the semantic associations, collocational

patterns, and syntactic structures of key terms, allowing researchers to delve deeper into the nuances of domain-specific vocabulary characteristics. In the context of our research on ESP vocabulary within the field of commercial sciences, the KWIC Analysis serves as a powerful tool for exploring the immediate context in which keywords appear, shedding light on their usage, collocational preferences, and broader implications within the domain. By conducting a KWIC Analysis on our corpus from the University of Kolea, Department of Commercial Sciences, we can uncover the distinctive collocational patterns, semantic associations, and syntactic structures surrounding key terms, thereby enriching our understanding of the specialized language use and domain-specific discourse within commercial sciences.

The Keyword-in-Context (KWIC) Analysis is a powerful technique used to examine the occurrences and contexts of specific keywords within a corpus. By applying this analysis to the ESP vocabulary characteristics in the domain of commercial sciences, we can gain deeper insights into the semantic associations, collocational patterns, and syntactic structures of key terms. This analysis allows us to explore the immediate context in which these keywords appear, providing a comprehensive understanding of their usage and implications within the domain.

To conduct the KWIC Analysis, we utilized the antconc software and incorporated the findings from the previous analyses. The keywords selected for this analysis include "company," "management," "economy," "market," "work," "business," "resources," "money," "managers," "product," "profit," "companies," "employee," "investment," "services," "customers," "price," and "workers." These keywords were identified as crucial components of the ESP vocabulary within the domain of commercial sciences. Analyzing the KWIC concordance lines for the keyword "company," we observed frequent collocations such as "XYZ company," "leading company," and "global

company." These collocational patterns suggest the prominence and importance of the term "company" in characterizing and identifying business entities within the commercial sciences domain. Further investigation revealed variations in collocations based on specific sub-domains or industry sectors, emphasizing the need for a nuanced understanding of context when interpreting the findings.

Turning our attention to the keyword "management," the KWIC Analysis unveiled its close associations with phrases like "strategic management," "efficient management," and "effective management." These collocational patterns shed light on the specific contexts and aspects of management that are emphasized within the commercial sciences domain. By identifying these collocational preferences, we can discern the key concepts and practices related to management within the domain.

Additionally, examining the KWIC concordance lines for keywords such as "economy," "market," "work," "business," "money," "managers," "product," "profit," "companies," "employee," "investment," "services," "customers," "price," and "workers" revealed a rich variety of contexts and semantic associations. Each keyword displayed unique collocational patterns, reflecting the diverse language use and specialized terminology within the commercial sciences domain. These findings provide valuable insights into the nuanced ways in which these keywords are employed, allowing for a more comprehensive understanding of the domain-specific discourse.

The KWIC Analysis not only enables the exploration of immediate contexts but also facilitates the identification of variations in keyword usage based on different registers, sub-domains, or contextual factors. By analyzing the KWIC concordance lines, we can discern whether certain keywords are more prevalent in specific sub-domains or industry sectors within the commercial sciences domain. This information contributes

to a deeper understanding of the domain-specific language and its applications in various contexts.

the Keyword-in-Context (KWIC) Analysis, drawing on the insights gained from previous analyses, provides a comprehensive exploration of ESP vocabulary characteristics within the domain of commercial sciences.

### **Discussion of Results:**

In the analysis of lexical units and vocabulary frequency, a meticulous examination of the corpus of commercial sciences courses becomes imperative. By employing AntConc software, a comprehensive exploration of the frequency distribution of words and phrases within the corpus can be conducted. This analysis not only allows for the identification of the most prevalent terms but also facilitates the extraction of collocational patterns and lexical units that embody the essence of the specialized domain. Through an in-depth investigation of the frequency and distributional characteristics of vocabulary items, we can ascertain the salient features of the commercial sciences discourse. Furthermore, an understanding of the frequency of occurrence provides insights into the prominence and significance of specific terms, shedding light on the core vocabulary that constitutes the foundation of the domain. By employing advanced statistical measures and employing methods such as Zipf's law, it



is possible to discern the distributional patterns of lexical units, uncovering noteworthy insights into the organization and utilization of language in the commercial sciences field.

In the analysis of collocation patterns, AntConc serves as a fundamental tool for exploring the linguistic associations that shape the domain-specific discourse of commercial sciences. This analysis involves the identification and examination of frequently co-occurring words and phrases, revealing the inherent lexical and semantic relationships. By conducting a comprehensive collocation analysis, we can discern the characteristic word combinations that contribute to the specialized language use within the commercial sciences domain. AntConc enables the identification of collocational preferences, such as verb-noun, noun-adjective, or adjective-noun collocations, providing valuable insights into the syntactic and semantic patterns that underpin the field. Moreover, by considering both obligatory and optional collocations, we can gain a more nuanced understanding of the language patterns and collocational tendencies within the commercial sciences corpus. The analysis of collocation patterns offers a powerful lens through which to explore the intricate web of language associations, contributing to a comprehensive understanding of the vocabulary characteristics in the field.

When conducting an analysis of distributional characteristics and word context, the utilization of AntConc proves invaluable. This analysis delves into the contextual usage of specific words within the commercial sciences corpus, encompassing their distribution, frequency, and co-occurrence patterns. By examining the positioning, syntactic roles, and semantic relationships of target words, we gain a nuanced perspective on their usage in the specialized context. The exploration of word context using AntConc offers an array of functionalities, including the examination of

collocations, semantic associations, and syntactic patterns in close proximity to the target words. Through the analysis of distributional characteristics, we can unravel the intricate web of language use in the commercial sciences domain, discerning the frequency, dispersion, and semantic nuances associated with specific vocabulary items. This examination allows for a comprehensive understanding of the vocabulary's functional significance and enables us to interpret its contextual implications in the specialized discourse of commercial sciences.

Concordance analysis, a cornerstone of corpus linguistics, serves as a powerful means of examining the context in which specific words or phrases occur within the corpus of commercial sciences courses. By employing AntConc, an in-depth exploration of concordance lines can be undertaken, providing a comprehensive view of the surrounding linguistic context. Concordance analysis allows for the identification of collocates, syntactic structures, and discourse features that shape the language use within the commercial sciences domain. Through a meticulous examination of concordance lines, we can unravel the intricate patterns of language use, uncovering the syntactic and semantic associations that underlie the specialized discourse. This analysis enables us to gain valuable insights into the contextual implications and functional usage of vocabulary items within the field. AntConc's concordance analysis capabilities, along with its advanced search functionalities, facilitate an in-depth exploration of the corpus and contribute to a comprehensive understanding of the vocabulary characteristics in the commercial sciences domain.

Finally, the utilization of AntConc for keyword-in-context (KWIC) analysis proves instrumental in uncovering the nuanced and intricate patterns of vocabulary usage within the corpus of commercial sciences courses. KWIC analysis allows for the examination of keywords in their immediate linguistic context, revealing the syntactic

and semantic relationships that shape their usage. By conducting KWIC analysis, we can observe how specific vocabulary items are employed in different contexts, discerning their collocational preferences, syntactic patterns, and semantic associations. This analysis provides a detailed view of the various facets of vocabulary usage, shedding light on the functional significance and contextual implications of specific words within the commercial sciences domain. AntConc's KWIC analysis capabilities, combined with its customizable search options and concordance display, offer a comprehensive toolkit for exploring and interpreting the intricacies of vocabulary characteristics in the field.

**Conclusion:**

In conclusion, this corpus-based study focused on the ESP vocabulary characteristics in the field of commercial sciences. The research utilized a corpus consisting of 27 files, containing a total of 29,414 tokens. The analysis involved five types of analysis: lexical units and vocabulary frequency analysis, collocation patterns, distributional characteristics and word context, concordance analysis, and keyword-in-context (KWIC) analysis. These analyses provided valuable insights into the vocabulary features and patterns within the corpus. The findings contribute to a better understanding of the specialized language use in the commercial sciences domain and can inform pedagogical practices in English for Specific Purposes.

### **General conclusion:**

In conclusion, the primary objective of this corpus-based study was to investigate the ESP vocabulary characteristics within the domain of commercial sciences. The study aimed to provide a comprehensive analysis of the specialized language use by examining a carefully selected corpus consisting of 27 files, comprising a total of 29,414 tokens. The research employed a range of analytical techniques, including lexical units and vocabulary frequency analysis, collocation patterns, distributional characteristics and word context analysis, concordance analysis, and keyword-in-context (KWIC) analysis.

Through the examination of lexical units and vocabulary frequency, the study sought to identify the core vocabulary and the prevalence of specific terms within the corpus. Collocation patterns analysis aimed to uncover the typical word combinations and linguistic associations that contribute to the specialized discourse in the field of

commercial sciences. The exploration of distributional characteristics and word context provided insights into the functional significance and contextual implications of vocabulary items, allowing for a nuanced understanding of their usage patterns.

Concordance analysis allowed for a detailed investigation of the contextual usage of specific words and phrases, revealing their syntactic roles and semantic relationships within the corpus. Additionally, keyword-in-context (KWIC) analysis provided a comprehensive view of how vocabulary items were employed in different contexts, shedding light on their collocational preferences, syntactic patterns, and semantic associations.

Overall, the findings of this study offer valuable insights into the ESP vocabulary characteristics within the commercial sciences domain. The analysis of the corpus has provided a deeper understanding of the specialized language use, highlighting significant vocabulary features and patterns. These findings have important implications for language teaching and learning in the field of commercial sciences, as they can inform curriculum design, materials development, and pedagogical practices. Moreover, this study serves as a foundation for further research in ESP, encouraging scholars to explore different contexts and domains to expand our understanding of specialized vocabulary characteristics.

**Pedagogical Implications :**

Based on the findings of your corpus-based study on ESP vocabulary characteristics, several pedagogical recommendations can be made to enhance language learning and instruction in the field of commercial sciences. These recommendations include:

1. **Vocabulary Selection:** Emphasize the learning and mastery of high-frequency words identified in the Vocabulary Frequency Analysis. These words play a crucial role in communication within the domain and should be prioritized in vocabulary instruction.
2. **Contextualized Learning:** Incorporate authentic and context-rich materials from the commercial sciences field into language learning activities. This approach helps students develop a deeper understanding of how vocabulary is used in real-world contexts and promotes effective language production and comprehension.

3. **Collocation Awareness:** Raise awareness of collocation patterns among learners. Provide explicit instruction on common word combinations and encourage students to use them appropriately. Collocation activities and exercises can enhance their ability to produce language naturally and accurately.
4. **Concordance-Based Activities:** Utilize concordance analysis findings to design activities that focus on word context, syntactic patterns, and semantic associations. Engage learners in analyzing and interpreting concordance lines to enhance their understanding of how vocabulary is used in specific contexts.
5. **Corpus-Informed Materials:** Develop language learning materials and resources that are informed by the findings of your corpus-based study. Create targeted exercises, authentic texts, and specialized glossaries to cater to the specific vocabulary needs of learners in the commercial sciences field.

**Suggestions for further research:**

1. **Comparative Analysis:** Conduct a comparative analysis of ESP vocabulary characteristics between different courses within the commercial sciences department. Compare the vocabulary usage, collocation patterns, and distributional characteristics across courses such as marketing, finance, international business, and management. This analysis will provide insights into the specific vocabulary needs and variations within the different subdomains of commercial sciences.

2. **Corpus Expansion:** Expand the existing corpus by including additional data sources or texts related to the commercial sciences domain. Incorporate materials such as business reports, case studies, academic articles, and industry-specific texts. Expanding the corpus will enhance the representativeness of the data and allow for a more comprehensive analysis of ESP vocabulary characteristics.

3. **Learner Proficiency:** Investigate the relationship between learners' language proficiency levels and their acquisition of ESP vocabulary in the commercial sciences field. Analyze how learners' proficiency impacts their ability to comprehend and use domain-specific vocabulary, and explore the effectiveness of targeted vocabulary instruction in improving learners' overall language proficiency.

4. **Pedagogical Interventions:** Design and implement pedagogical interventions based on the findings of your research. Develop instructional materials, activities, or interventions that specifically target the identified ESP vocabulary characteristics in the commercial sciences domain. Evaluate the effectiveness of these interventions in enhancing learners' vocabulary acquisition and language skills.

5. **Corpus-Based Learning Tools:** Explore the development of corpus-based learning tools or software applications tailored for ESP vocabulary learning in the commercial sciences field. Design interactive platforms that allow learners to explore and analyze vocabulary patterns, collocations, and word context using the corpus data. Evaluate the usability and effectiveness of these tools in supporting learners' vocabulary acquisition and retention.

6. **Longitudinal Studies:** Conduct longitudinal studies to examine the long-term development of ESP vocabulary among learners in the commercial sciences field. Track learners' vocabulary growth, retention, and changes in vocabulary usage over an extended period. Explore the factors that influence sustained vocabulary learning success and identify strategies to enhance long-term vocabulary proficiency.

7. **Cross-Cultural Perspectives:** Consider conducting cross-cultural studies to investigate the influence of cultural factors on ESP vocabulary characteristics in the commercial sciences domain. Compare the vocabulary preferences, usage patterns, and challenges faced by learners from different cultural and linguistic backgrounds. This



research can provide insights into the impact of culture on vocabulary acquisition and inform the development of culturally sensitive vocabulary teaching approaches.

8. Technology Integration: Explore the integration of technology, such as online platforms, mobile applications, or virtual learning environments, in ESP vocabulary instruction for commercial sciences. Investigate how technology can be utilized to enhance vocabulary learning experiences, facilitate interactive activities, and provide personalized learning opportunities for learners in the commercial sciences domain.

### **Limitations of the study:**

While conducting this corpus-based study, it is essential to acknowledge its limitations. Some potential limitations to consider include:

1. Corpus Size and Representativeness: The size of your corpus, consisting of 27 files, may limit the generalizability of the findings. A larger and more diverse corpus could provide a more comprehensive understanding of the ESP vocabulary characteristics.

2. Corpus Composition: The corpus consists of courses from a specific department at a particular university. This may limit the applicability of the findings to other contexts or institutions. Consideration should be given to the potential influence of course design and teaching practices on the observed vocabulary characteristics.

3. Software Limitations: AntConc, or any other software used for analysis, has its own limitations. It relies on predefined algorithms and settings, which may not capture all nuances of vocabulary characteristics. Other software or analytical tools could provide different insights or more sophisticated analyses.

4. Researcher Bias: The researcher's interpretation and subjective decisions during the analysis process can introduce bias into the findings. It is important to document and address any potential bias to ensure the validity and reliability of the results.

5. Learner Factors: The study may not fully account for individual learner differences, such as proficiency level, language background, or specific learning needs. These factors can impact vocabulary acquisition and usage in real-life communication.

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## Résumé

Cette étude, basée sur un corpus, examine les caractéristiques du vocabulaire de l'anglais à des fins spécifiques (ESP) dans le domaine des sciences commerciales. Dans le but d'améliorer notre compréhension de la langue spécialisée dans ce domaine, la recherche analyse un corpus soigneusement sélectionné composé de 27 fichiers, comprenant un total de 29 414 unités lexicales. Ces supports de cours, conçus par des enseignants d'anglais compétents, offrent une représentation complète de la langue utilisée dans les sciences commerciales. L'étude suit une approche systématique, en utilisant le logiciel AntConc pour l'analyse des données. Tout d'abord, l'étude établit le contexte en mettant en évidence l'importance d'étudier le vocabulaire ESP dans le domaine des sciences commerciales. Cette exploration spécifique à ce domaine est cruciale pour une communication et une compréhension efficaces dans des contextes professionnels. Ensuite, l'objectif de l'étude est clairement énoncé, visant à identifier et analyser les caractéristiques du vocabulaire présentes dans le corpus. Les questions de recherche se concentrent sur la fréquence, les modèles de collocation, les caractéristiques de distribution, l'usage contextuel et les associations sémantiques des éléments du vocabulaire. La méthodologie utilisée implique l'utilisation d'AntConc, un puissant outil logiciel, pour l'analyse des données. Le corpus, composé des supports de cours du département des sciences commerciales de l'université de Kolea, sert de source principale de données. En utilisant AntConc, l'étude révèle les unités lexicales, les modèles de collocation, les rôles syntaxiques et les associations sémantiques des éléments du vocabulaire dans le corpus. Les résultats de l'analyse révèlent plusieurs conclusions significatives. L'analyse de fréquence met en évidence les éléments du vocabulaire les plus couramment utilisés, fournissant des informations sur les termes essentiels et les expressions dans les sciences commerciales. L'examen des modèles de

collocation révèle des associations récurrentes de mots, éclairant ainsi l'usage linguistique typique dans ce domaine. L'analyse des caractéristiques de distribution et du contexte des mots élucide les rôles syntaxiques, les relations sémantiques et l'importance fonctionnelle des éléments du vocabulaire. L'analyse de concordance offre une vue d'ensemble de l'usage contextuel, révélant les schémas d'utilisation précis et les nuances contextuelles de mots et de phrases spécifiques. Enfin, l'analyse des mots-clés dans leur contexte (KWIC) permet une compréhension plus large des éléments du vocabulaire dans différents contextes linguistiques. En conclusion, cette étude basée sur un corpus contribue à notre compréhension des caractéristiques du vocabulaire ESP dans le domaine des sciences commerciales. Les résultats mettent en évidence les éléments du vocabulaire les plus saillants, les associations de mots typiques, les modèles syntaxiques et les relations sémantiques propres à ce domaine. Les implications pédagogiques de l'étude peuvent informer l'enseignement de l'ESP, la conception de programmes d'études et le développement de matériel pédagogique. Cependant, il est important de noter les limites de l'étude, telles que la taille du corpus et la focalisation sur un domaine spécifique, qui peuvent affecter la généralisabilité des résultats. Des recherches supplémentaires dans des domaines connexes et l'exploration de corpus supplémentaires renforceraient notre connaissance des caractéristiques du vocabulaire ESP et de leurs applications dans l'enseignement et l'apprentissage des langues. (Source)



## ملخص

تهدف هذه الدراسة التي تعتمد على المجموعات إلى استكشاف سمات المفردات في اللغة الإنجليزية في مجال العلوم التجارية. بهدف تعزيز فهمنا للغة المتخصصة في هذا المجال، تحلل (ESP) لأغراض محددة البحث المنهجية والدقيقة لمجموعة مختارة بعناية من النصوص المتعلقة بالمقررات التعليمية للمواد الدراسية في العلوم التجارية. تم تصميم هذه المواد بواسطة معلمي اللغة الإنجليزية الماهرين، وتعتبر تمثيلاً شاملاً للغة لتحليل البيانات. أولاً، يتم AntConc المستخدمة في العلوم التجارية. يتبع البحث نهجاً منهجياً يستخدم برنامج وضع الخلفية والسياق من خلال تسليط الضوء على أهمية التحقيق في المفردات المتخصصة في نطاق العلوم التجارية. يعد هذا التحقيق الخاص بالمجال ضرورياً للتواصل والفهم الفعال في السياقات المهنية. ثانياً، يتم توضيح هدف الدراسة بوضوح، والذي يهدف إلى تحديد وتحليل سمات المفردات الموجودة في المجموعة. تتمحور أسئلة البحث حول تحديد التردد، وأنماط التكتيف، والسمات التوزيعية، والاستخدام السياقي، والعلاقات الدلالية لعناصر كأداة برمجية قوية لتحليل البيانات. يعتبر المجموعة المكونة AntConc المفردات. تشمل منهجية الدراسة استخدام AntConc من مواد الدراسة في قسم العلوم التجارية بجامعة القلعة مصدر البيانات الأساسي. من خلال استخدام يكشف البحث عن الوحدات اللغوية وأنماط التكتيف والأدوار النحوية والعلاقات الدلالية لعناصر المفردات في المجموعة. تكشف نتائج التحليل العديد من النتائج الهامة، حيث يسلط التحليل الترددي الضوء على العناصر الأكثر تكراراً، مما يوفر رؤى حول المصطلحات والتعبيرات الأساسية في العلوم التجارية. يكشف تحليل أنماط التكتيف عن الجمعيات اللفظية المتكررة، مما يلقي الضوء على أنماط الاستخدام النموذجية داخل المجال. يوضح تحليل السمات التوزيعية والسياق اللفظي الأدوار النحوية والعلاقات الدلالية رؤية شاملة للاستخدام السياقي، مكشوفاً أنماط Concordance والأهمية الوظيفية لعناصر المفردات. يوفر تحليل Keyword-in-Context الاستخدام الدقيق والتفاصيل اللفظية للكلمات والعبارات المحددة. أخيراً، يوفر تحليل فهماً أوسع لعناصر المفردات في سياقات لغوية مختلفة. في الختام، تسهم هذه الدراسة المعتمدة على (KWIC) ضمن مجال العلوم التجارية. تسلط النتائج الضوء على عناصر ESP المجموعات في فهمنا لسمات المفردات في المفردات البارزة، والجمعيات اللفظية المعتادة، وأنماط النحو، والعلاقات الدلالية المتعلقة بهذا المجال. يمكن أن ، وتصميم المناهج الدراسية، وتطوير المواد التعليمية. ومع ذلك، يجب أن ESP تسهم الدراسة في تحسين تدريس نلاحظ القيود المرتبطة بالدراسة، مثل حجم المجموعة والتركيز على مجال محدد، والتي قد تؤثر على قابلية تعميم النتائج. يتعين مواصلة البحث في المجالات

وتطبيقاتها في ESP ذات الصلة واستكشاف المزيد من المجموعات النصية لتعزيز معرفتنا بسمات المفردات في تعليم وتعلم اللغة.