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An Analysis of Engagement Resources in Courtroom Closing Arguments: A Case Study of *Jodi Arias Case*

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ABSTRACT

Closing arguments are the last chance for prosecutors and defense lawyers to persuade a judge or jury during the trial, and they play an important role in the court trial, and engagement resources can help enhance the objectivity and persuasiveness of closing arguments. Therefore, this paper adopts engagement system to make a comparative analysis in the closing arguments of the prosecutor and the defense lawyer in Jodi Arias case and to explore the effects of engagement resources in arguments. The study found that dialogic contraction resources help compress the rebuttal space of the opposed views and that dialogic expansion resources help enhance the persuasiveness and objectivity of the arguments. Lawyers on both sides often use dialogic contraction resources, while the defense lawyer uses disclamation resources more frequently and the prosecutor uses proclamation resources more frequently.

1. Introduction

Since J. R. Martin proposed the appraisal system, the engagement system, as one of the three subsystems, has been widely used in a variety of fields for discourse analysis, including academic discourse, news, speeches, debates, book reviews, etc. Despite some achievements in court discourse, few scholars study closing arguments from the perspective of engagement system. In the Anglo-American defense trial system, prosecutors and defense lawyers can frequently interrupt each other's words. Only when stating closing arguments, both parties have the opportunity not to be interrupted by the other side, and to make the most detailed statement. Therefore, closing arguments as the last chance for prosecutors and defense lawyers to persuade the judge or jury during the trial, play an important role in court trial. Adopting engagement resources to quote external voices to express their views and attitudes can enhance the persuasiveness and objectivity of closing arguments, thus winning the case, so it is very meaningful to study the closing arguments of both sides from the perspective of engagement system. The Jodi Arias case attracted attention for the brutality of the defendant's methods of killing her ex-boyfriend, Mr. Alexander. Thus, this article aims to analyze the closing arguments of the prosecutor and the defense lawyer to explore the distribution of various types of engagement resources in arguments and their differences and similarities, and to reveal how the prosecutor and the defense lawyer use them to convince juries and judges.

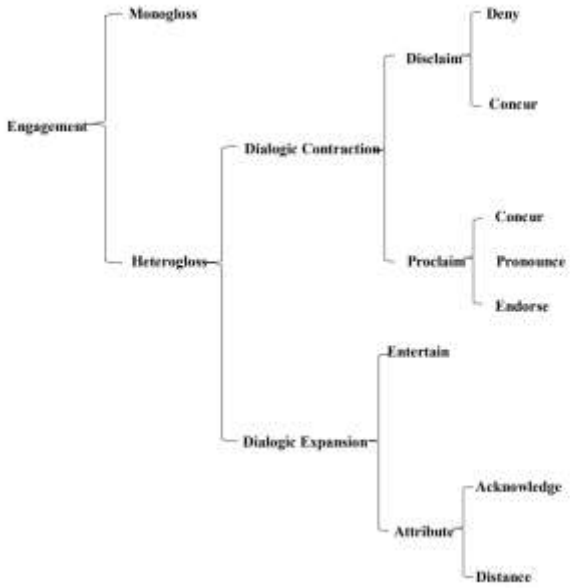
2. Theoretical foundation and literature review

2.1 Engagement system

The appraisal system proposed by Martin et al. in the 1990s is regarded as an extension of interpersonal meaning in Systemic Functional Linguistics (Martin, 2000; Wang, 2001). The appraisal system consists of three subsystems: attitude, engagement and graduation. The engagement system involves sound sources and displays various points of view (Wang & Lu, 2010). P. R. White further develops the engagement system in the light of the dialogue theory put forward by Bakhtin et al. He divides the engagement system into monoglossic engagement and heteroglossic engagement, also known as Monogloss, and Heterogloss (Martin & White, 2005). Monoglossic engagement refers to a bare assertion, that is, the speaker believes that no other point

of views needs to be quoted to avoid subjectivity, while heteroglossic engagement means that the speaker quotes others' opinions to express his or her views to emphasis objectivity. Heteroglossic engagement is further divided into dialogic contraction and dialogic expansion. The former means that the speaker, in expressing their views and attitudes, rejects or denies different views, attitudes, thereby closing down the space for dialogue, while the latter means that the speaker recognizes and allows the existence of other views, thereby opening up the space for dialogue. Dialogue contraction can be further divided into disclaim and proclaim. Disclamation is achieved through denial and countering. Proclamation is achieved through concurring, pronouncement and endorsement. Dialogic expansion can be further divided into entertainment and attribution. Attribution is achieved through acknowledgement and distance. The engagement system is shown in Figure 1.

Figure1 The Framework of Engagement System



2.2 ***Applied research on engagement system***

Since it was put forward, the appraisal system has been widely studied, and engagement system, as one of the three subsystems, has also gained great attractions at home and abroad. Today, engagement system have been applied to various fields for discourse analysis, such as academic discourses (Wang & Liu, 2015; Yue, 2011; Qian & Mu, 2017; Ning & Ma, 2017), speeches (Chen & Fu, 2014), News (Bai, 2011; Li & Wu, 2015; Xin & Wu, 2018), debates (Li and Huang, 2018), book reviews (Liao, 2019), etc.

Many scholars in China also studies legal discourse from the perspective of engagement system, including police inquiry discourses (Yuan, 2008), legislative discourses (Tan, 2016), and courtroom discourses, such as defense arguments (Pan, 2008; Han & Mao, 2010; Tian, 2013; He, 2014; Jiang, 2016), lawyer representation(Yuan & Hu, 2011; Zheng, 2013), written judgments (Zheng,2014). Yuan (2008) utilized appraisal system to construct the engagement system of police interrogation, which was used to analyze the interrogation transcripts to explore the engagement modes adopted in questioning different types of criminal suspects and their interpersonal meanings. Pan (2008) made a comparative analysis of engagement resources to explore how prosecutor and the defense lawyer use external voices to strengthen their views and to introduce the strategies for persuading judge during courtroom debates. Yuan & Hu (2011) integrated appraisal system with adaptation theory and constructed an analytical model of adaptation analysis of engagement resources to analyze the regularities of using engagement resources in lawyer representation and to explicate how they are used to adapt to contexts, thus actualizing their communicative aims. Zheng (2014) used the engagement system to analyze the differences and similarities of the heteroglossic engagement of the Sino-US written judgment and to reveal the behind reasons.

To sum up, the previous studies on engagement system in legal discourse mainly focus on the court debate discourse, but rarely involves closing arguments. The closing arguments serve as the last chance for prosecutors and defense lawyers to persuade the judge or jury during the trial. By using engagement resources to quote external voices to enhance their views and attitude

can enhance the persuasiveness and objectivity of the arguments, thus winning the case, so it is very meaningful to study the closing arguments from the perspective of the engagement system.

3. Methodology

This paper selects the closing arguments of the prosecutor and the defense lawyer in Jodi Arias case as corpus and adopts a combination of qualitative and quantitative method. The tool UAM Corpus Tool 3.3 is used to count the frequency of various types of engagement resources in both parties' closing arguments. And qualitative analysis is to analyze with typical examples how each types of engagement resources are used in arguments. The text is comprised of 53,783 words and 2,553 sentences, of which the prosecutor's closing argument contains 30,882 words, and 1732 sentences, and the defendant's lawyer's closing statement contains 22,901 words and 821 sentences. The purpose of this paper is to count the frequency of engagement resources in the closing arguments of the prosecutor and the defense lawyer in Jodi Arias case and to reveal their effects, and the specific research questions are as follows:

1) What kind of engagement resources are used in the closing arguments of the prosecutor and the defense lawyer in Jodi Arias case?

2) What are the differences and similarities of engagement resources used in the closing arguments of the prosecutor and the defense lawyer in Jodi Arias case?

3) What role do these engagement resources play in the closing arguments of the prosecutor and the defense lawyer in Jodi Arias case?

4. Results and Discussion

Figure 2 The proportion of various types of engagement resources in the prosecutor's closing arguments

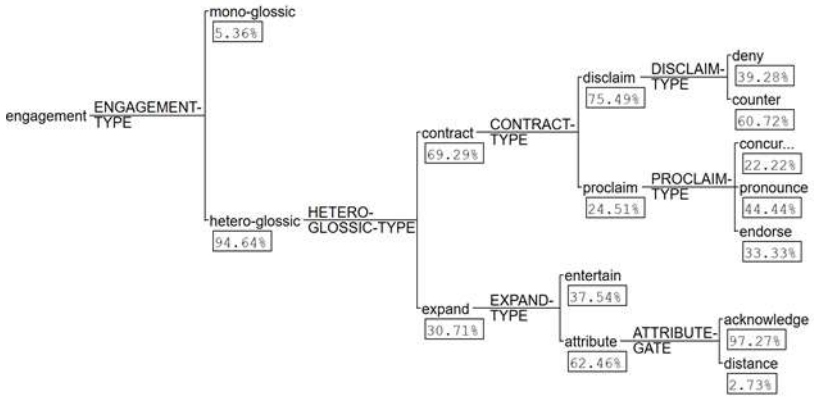


Figure 3 The Proportion of various types of engagement resources in the defense lawyer's closing arguments

The results of UAM Corpus Tool show that both the prosecutor and the defense lawyer have used engagement resources to various degrees. As can be seen from figure 2 and 3, the engagement resources in the arguments of the prosecutor and the defense lawyer are unevenly distributed, and the frequency of heteroglossic engagement is much higher than that of monoglossic engagement. What's more, the proportion of monoglossic engagement and heteroglossic engagement used by both sides is similar, and the frequency of contraction resources is higher than that of expansion resources.

4.1 Monoglossic engagement

Monoglossic engagement means the speaker only relies on his or her own views to achieve evaluation without referring to other viewpoints, which means excluding the possibility of discourse dialogue and reflecting the speaker's subjectivity. Compared with heteroglossic engagement, the frequent use of monoglossic engagement is more likely to be questioned by the audience, so both the prosecutor and the defense lawyer rarely use monoglossic resources. (Figure 2 and Figure 3). The proportion of monoglossic resources used by prosecutor is 5.36%, and the proportion of monoglossic resources used by defense lawyers is 3.29%. But the proper use of monoglossic resources can make your point more powerful and refute the opposite party's point of views. In Jodi Arias case, monoglossic engagement is frequently used when a lawyer expresses an opinion to his benefit, such as:

(1) Prosecutor: She's an individual, who is manipulative.

(2) Defense lawyer: He's a violent guy, right he had a punching bag and you saw the exhibits, he had a punching bag outside the hallway to his office.

In example (1), the prosecutor argues that Miss Arias manipulates police, media, jury, audience, and so on to exonerate herself, so the prosecutor asserts that Miss Arias is a backroom operator with monoglossic resource , and then the prosecutor quotes all kinds of factual evidence to support his claim, which easily impresses the jury and the judge that Miss Arias is a behind-the-scenes operator.

In example (2), Miss Arias states that Mr. Alexander abused her. In order to make this statement more credible and acceptable, the defense lawyer uses monoglossic resource to describe Mr. Alexander as a violent person. And in order to make it more persuasive, the defense lawyer subsequently cites various factual evidence to prove that Mr. Alexander is a person who tend to be violent. This is easier for the jury to consider Mr. Alexander as a violent person.

4.2 Heteroglossic engagement

Heteroglossic engagement means that there may be other opinions, so you need to refer to others' voices to express your views and to make your views more objective. Figures 2 and 3 show that both parties have made extensive use of heteroglossic resources, with the proportion of heteroglossic resources used by prosecutor accounting for 94.64 percent and the proportion of heteroglossic resources used by defense lawyer accounting for 96.7 percent. The heteroglossic resources used by the defense lawyer are more frequent because the defendant, Miss Arias, did kill Mr. Alexander, intentionally or not, so the defendant was relatively at a disadvantage. Thus, the defense lawyer needs to frequently refer to other voices to counter the prosecutor's views and to convince the jury members and other audience. Contraction resources are more frequently used by both sides than expansion resources. The proportion of contraction resources used by prosecutors is 69.29 percent and the proportion of extended resources used is 30.71 percent while the proportion of contraction resources used by defense lawyer is 64.59 percent and the proportion of expansion resources used is 35.41 percent. This shows that both the prosecutor and the defense lawyer pay attention to compressing their dialogue space to strengthen their own ideas, so as to achieve the effect of not being questioned by the opposed, and using expansion resources at the same time help accommodate other voices to enlarge dialogic space.

4.2.1 Dialogic contraction

Table 1 The proportion of contraction resources in the closing arguments of the prosecutor and the defense lawyer

	Prosecutor		Defense lawyer	
Feature	N	Percent	N	Percent
CONTRACT-TYPE	N=661		N=684	
disclaim	499	75.49%	576	84.21%
proclaim	162	24.51%	108	15.79%
DISCLAIM-TYPE	N=499		N=576	
deny	196	39.28%	327	56.77%
counter	303	60.72%	249	43.23%
PROCLAIM-TYPE	N=162		N=108	
concur	36	22.22%	24	22.22%
pronounce	72	44.44%	58	53.70%
endorse	54	33.33%	26	24.07%

As can be seen from Table 1, there are 661 cases of dialogic contraction in prosecutor's closing arguments, and 684 cases in the closing arguments of the defense lawyer, which is a little different between the two parties. The proportion of disclamation resources in the statements of both sides is much higher than that of proclamation resources. The proportion of disclamation resources used by prosecutor is 75.49 percent, and the proportion of proclamation resources is 24.51 percent; The proportion of declamation resources used by defense lawyer is 84.21 percent, and the proportion of proclamation resources is 15.79 percent. The low frequency of proclamation resources is due to the fact that when lawyers want to emphasize their point of

views, they tend to prefer monoglossic engagement rather than proclamation. Although both the prosecutor and the defense lawyer use disclamation resources in large numbers, the defense lawyer use them more frequently because he need to compress the dialogic space so as to put forward ideas that isn't easy to be challenged by the opposite side.

4.2.1.1 Disclaim

According to Table 1, the number of disclamation resources in the arguments of the prosecutor is 449, of which 196 are denial resources and 303 are countering resources; the number of disclamation resources in the arguments of the defense lawyer is 576, of which 327 are denial resources and 249 are countering resources. It can be seen that the defense lawyer uses denial resources more frequently. This is because the defense lawyer needs to frequently use denial resources such as "no", "not" to refute the prosecution of the public prosecutor.

4.2.1.1.1 Deny

Denial means putting forward an opinion by quoting but denying another point of view. In Jodi Arias case, lawyers on both sides mainly use negative words such as "no", "not", "never", "nothing", etc. to achieve denial. The public prosecutor uses denial resources primarily to deny Miss Arias's words, thereby proving that Miss Arias is a liar, while the defense lawyer uses a denial primarily to negate the prosecutor's charges against Miss Arias, thereby proving that Miss Arias had inadvertently killed Mr. Alexander in self-defense. For example:

(3) Prosecutor: And the other thing that we have is that she claims that on January 22nd of 2008 there was also this act of domestic violence. And that is not what the act was at this point because there's no corroboration involving that act of domestic violence either.

(4) Defense lawyer: Here's the thing she was not lying there's no evidence that she was lying.

In example (3), Jodi Arias claims that she suffered from Mr. Alexander's domestic violence, which may impress audience members such as the jury that Mr. Alexander actually is an abuser. But the prosecutor directly rejects Miss Arias's claim by "not", correcting the audience's impression of Mr. Alexander's domestic violence.

In example (4), Miss Arias's words were inconsistent during police interrogation and courtroom cross-examinations, so the prosecutor believes that he had not only lied to the police, but also to the court. In the face of such assertions, the defense lawyer objects to such claims by saying "not" and "no", and further suggests that Miss Arias has post-traumatic stress disorder, which prevents her from recalling details, so there is inconsistency. By denying the other side's words, the defendant's lawyer pulls the audience back into his position, indirectly keeping the audience in agreement with his position.

4.2.1.1.2 Counter

Countering refers that the speaker puts forward an opinion and subsequently comes up with a different point of view to adjust audience's expectations so as to convince the audience. In Jodi Arias case, the lawyers of both sides mainly adopt countering resources such as "but", "even", "only", "just" and "still" and so on to counter a point of view. For example:

(5) P*rosecutor: Even when she was young, she had this personality of manipulating the facts*

(6) Defense lawyer: But ladies and gentleman there is some elements of objective evidence that show you exactly that what she is saying is true.

In example (5), the prosecutor considers Miss Arias to be a behind-the-scenes operator and a liar. To make this claim more credible, the prosecutor adopts the countering resource "Even" to prove that Miss Arias not only defended herself by lying, but also lied when she was a child. In this way, the countering resource renders his words more pervasive.

In example (6), the defense counsel cites the prosecutor's claim that Miss Arias is a liar, and subsequently uses the countering resource "But" to put an opposite idea, that is what Miss Arias said was true and Miss Arias did not lie. The use of countering resources can negate the other party's point of view, and at the same time indirectly put forward their own point of view.

4.2.1.2 Proclamation

According to Table 1, the number of proclamation resources in the arguments of prosecutor is 192, of which 36 are concurring resources, 72 are pronouncement resources and 54 are endorsement resources; the number of proclamation resources in the arguments of defense lawyer is 108, of which 24 are concurring resources, 58 are pronouncement resources and 26 are endorsement resources. It can be seen that the prosecutor uses proclamation resources more frequently, because proclamation resources make his words more indisputable when revealing the defendant's crimes.

4.2.1.2.1 Concur

Concurring refers to stating an idea with well-known or indisputable means to agree with the audience. In Jodi Arias case, lawyers on both parties mainly use concurring resources such as “yes”, “obviously”, “certainly” etc. to agree with others. For example:

(7) Prosecutor: Yes, he is the individual that went up to her, and they began to talk.

(8) Defense lawyer: Of course, on May 10th, we heard that they had a phone sex conversation.

In example (7), the prosecutor claims that Mr. Alexander is the man Miss Arias wants to marry, but Miss Arias says that Mr. Alexander first picked her up, and the prosecutor replies with "Yes" to agree with the defendant. By agreeing with the defendant, the audience may feel that the prosecutor is not bias for Mr. Alexander even he is his client, and that he speaks on the basis of the facts.

In example (8), the prosecutor says that Mr. Alexander had called someone and said that he was afraid of Miss Arias, but the defendant's lawyer adopts concurring resource “Of course” to introduce another subject “phone sex conversation”. Concurring resource “Of course” means that this is not only his personal opinion but also the public's opinion and expectation. The counsel for the accused argues that if Mr. Alexander was afraid of Miss Arias, he would not have had a phone sex conversation with her, so the claim that Mr. Alexander was afraid of the defendant is unjustified.

4.2.1.2.2 Pronounce

Pronouncement refers that the speak focuses on emphasizing his point of view or quotes authoritative discourse to enhance his opinion. In Jodi Arias case, lawyers on both sides primarily adopt pronouncement resources “In fact”, “point of fact”, “really”, “do”, “does”, “did” and so on. For example:

(9) Prosecutor: Everything in this case points to the fact that it did not happen.

(10) Defense lawyer: But, point of fact is, she moved away.

In Example (9), Miss Arias claims that Mr. Alexander abused her, but the prosecutor believes that evidence such as Miss Arias did not call the police after domestic violence and had no medical records, and she did not speak to any of her friends about domestic violence, suggests that Miss Arias didn’t suffer from domestic violence. The prosecutor uses the pronouncement resource "fact" to show that there has been no domestic violence at all, which rules out all other possibilities and increases the interpersonal cost of questioning his words by the opposed.

In example (10), the prosecutor said that Mr. Alexander had said Miss Arias is a stalker, but the truth is that Miss Ariss moved away from Mr. Alexander by migrating to Yreka. The pronouncement resource “fact” helps negate the assertation that Miss Arias is a stalker.

4.2.1.2.3 Endorse

Endorsement refers to the speaker's introduction of an external source of sound, which is considered to be valid and undeniable. In Jodi Arias case, lawyers on both sides mainly use endorsement resources “show”, and “find”. For example:

(11) Prosecutor: And so she says that’s the reason why she goes to Redding, California. Except that the documents show something else.

(12) Defense Lawyer: So we talked about it this morning this idea about something happening something did happen in this moment in time in the point of this I think is what this evidence shows you is it either what happened is that Jodi Arias defending herself and didn't know when to stop or she gave in to a sudden heat of passion from a fight hat began up in that bathroom and that what she did she did under that sudden heat of passion, demonstrative of that is this idea she doesn't remember any of it.

In example (11), Miss Arias claims that the reason she went to Redding was because of the services provided by Priceline, but the evidence shows that she went to Redding for other reasons, that is murdering Mr. Alexander. The endorsement resource "show" means that this is undeniable and correct. Endorsement resources not only enable the prosecutor's words unquestionable, but also limit the possibility of the objection of the other party, but they are easily challenged by the defense lawyer.

In example (12), the prosecutor claims that Miss Arias intentionally murdered the victim, but the defense lawyer cites various evidence, proving that it is in the defense process that Miss Arias killed Ar. Alexander. The endorsement resource "show" gives the audience the impression that Miss Arias mistakenly killed Mr. Alexander in the defense process. The lawyer's point of view, combined with authoritative evidence, closing down the rebuttal space of the prosecutor, and indirectly enhancing the persuasive power.

4.2.2 Dialogic expansion

As can be seen from Table 2, there are 293 cases of dialogic expansion resources in the closing arguments of the public prosecutor and 375 cases of dialogic expansion resources in the closing arguments of the defense counsel. Attribution resources account for a larger proportion in the arguments of the two parties, in particular in the arguments of the public prosecutor, that is, 62.46%. The proportion of attribution resources in defense counsel's arguments is 50.13 percent, which is not much different from the proportion of entertainment resources, with 49.8 percent, but the proportion of entertainment resources in the arguments of the public prosecutor is only 37.54 percent and the proportion of attribution resources was 62.46 percent.

Table 2 The proportion of dialogic expansion resources in the closing arguments of the prosecutor and the defense lawyer

	Prosecutor		Defense lawyer	
Feature	N	Percent	N	Percent
EXPAND-TYPE	N=293		N=375	
entertain	110	37.54%	187	49.87%
attribute	183	62.46%	188	50.13%
ATTRIBUTE-GATE	N=183		N=188	
acknowledge	178	97.27%	183	93.34%
distance	5	2.73%	5	2.66%

4.2.2.1 Entertainment

As can be seen from Table 2, the number of entertainment resources in the arguments of the public prosecutor is 110, while the number of entertainment resources in the arguments of the defense lawyer is 187. Entertainment resources means that this view is only one of many points of view, thus opening up the space for dialogue. As Miss Arias did killed Mr. Alexander, the defense lawyer uses entertainment resources more frequently to prevent absolute opinion from provoking opposition from the other side, or even from the audience. In Jodi Arias case, both parties mainly use entertainment resources “perhaps”, “maybe”, “I guess”, “I mean”, “I think”, “probably" and so on. For example:

(13) Prosecutor: So when you look at this receipt, 237.00A, and you look at it, the bottom item there for $12.96 is the gas can. I guess that’s the price of premeditation these days – twelve dollars and ninety six cents.

(14) Defense lawyer: You know the State says well he didn’t abuse Deanna Reid, he didn’t abuse and I would suggest even though they say that I think that’s probably not completely accurate.

In example (13), the prosecutor argued that Miss Arias bought gasoline barrels for loading gasoline to Mesa to murder the victim, because it was easy to track down if buying gasoline along the way with credit card. However, this is only the prosecutor's inference, so he uses the entertainment resource “I guess” to show that it is only his personal idea. The entertainment resource “I guess” indicates that there are other possibilities. From this, it can be seen that the entertainment resource avoids the absolutization of views, expands the dialogue space and lays the foundation for convincing the audience.

In example (14), there are witness who proves that Mr. Alexander had a record of domestic violence, that is domestic violence against Deanna Reid, but prosecutors believe that Mr. Alexander did not abuse Deanna Reidand, nor did he abuse Miss Arias. Instead of directly thinking that this was wrong, the defense lawyer uses the entertainment resource “I think, probably” to open up the conversation space. The entertainment resource “I think” means that this is only the lawyer's own opinion and

that the audience can make their own judgment. The entertainment resource "probably" means this idea is just one of many possibilities, and using entertainment resource in a dual way can make your idea more accessible to the audience.

4.2.2.2 Attribute

According to Table 2, the number of attribution resources in the arguments of the public prosecutor is 183 while the number of attribution resources in the arguments of the defense lawyer is 188. Acknowledgement resources account for a large proportion in the arguments of both parties. The number of entertainment resources in the arguments of the public prosecutor is 173 and the number of entertainment resources in the arguments of the defense lawyer is 183, while distance resources in the arguments of both parties appear less frequently, with 5 times each party. In Jodi Arias case, the high proportion of entertainment resources is due to the fact that the prosecutor and the defense lawyer generally cite other voices to prove their views or contradict the other's. As distance resources tend to alienate the speaker and the audience, lawyers on both sides are less likely to use them.

4.2.2.2.1 Acknowledge

Acknowledgement refers to quoting an external voice to support one's point of view, or to oppose the other person's point of view, thus making his or her own words more objective. In Jodi Arias case, lawyers on both sides mainly use acknowledgement resources "according to", "say", "tell". For example:

(15) Prosecutor: She herself said that it didn't happen.

(16) Defense lawyer: Well, the State tells you that in order to effectuate this plan, this plan she's conjured up to kill Travis Alexander, but once this plan is conjured up, what does she need? She needs a way to shoot him right, a way to kill him? So the State says she 130 orchestrated a theft —a theft of a gun now in exhibit 325 we see this so-called gun cabinet this impenetrable force, we also see this in 326 the same gun cabinet.

In example (15), Miss Arias says that Mr. Alexander abused her, but in her diary, she writes that "nothing worthy happen". By introducing the words of Miss Arias, it is clear that Miss Arias contradicts herself, which indirectly proves that Miss Arias is a liar. Lawyers make their words more objective by quoting other voices. It can be seen that acknowledgement resources help enhance the persuasiveness of lawyers' discourse.

In example (16), the prosecutor claims that Miss Arias's murder of Mr. Alexander is a planned murder, but the defendant's lawyer disagrees, so he quoted the prosecutor to contradict the prosecutor's words and later provided proof. The voices and influence cited by lawyers are in direct contrast to those of single voices, and by intervening in multiple voices, it is not only easier to make words more objective, but also easier to convince the audience.

4.2.2.2.2 Distance

Distance means that the speaker is not responsible for the authenticity of the quoted words, which may be controversial and thus opens up the discourse space. In Jodi Arias case, the prosecutor and defense lawyer mainly use distance resources "claim". For example:

(17) Prosecutor: And that is directed behavior by somebody who claims to have Dissociative Amnesia.

(18) Defense lawyer: Now under the States theory they claimed that Jodi Arias leaned down grabbed the knife and and stuck it into mister Alexander's in an awkward back hand position and was able to penetrate his chest and damage his heart and go deep deep wound right.

In example (17), Miss Arias argues that she suffers from myophedrative amnesia and does not remember certain details, which may lead to inconsistencies in her words, but the prosecutor cites some evidence proving that she wants to lie to cover up some facts instead of having forgotten. The prosecutor uses distance resources "claim" to show that psychogenic amnesia is only her personal assertion, which is controversial.

In example (18), the defense counsel argues that the prosecutor's description of Miss Arias' killing of Mr. Alexander is merely the prosecutor's own assertion, as he was not at the crime scene. The distance resource "claim" means that the killing process described by the prosecutor is not factual and thus is controversial.

5. Conclusion

This paper compares and analyzes the differences and similarities of engagement resources in the closing arguments of the prosecutor and the defense lawyer in Jodi Arias case, and discusses what effect the engagement resources play in the

arguments. This is a new angle to analyze the courtroom closing arguments from the perspective of Systemic Functional Linguistics.

(1) In Jodi Arias case, both the prosecutor and the defense lawyer use a significant amount of engagement resources in their closing arguments. In terms of monoglossic engagement, lawyers on both sides tend to use monoglossic engagement when evaluating the clients of the opposite party, but monoglossic engagement resources are used less frequently. This is because closing arguments are the last chance for the lawyers to persuade the judge and the jury and monoglossic engagement is a bare assertion, which is easy to trigger the audience's rejection. In terms of heteroglossic engagement, both sides use dialogic contraction more frequently than dialogue expansion, because lawyers' discourse is institutional discourse, in which language requires rigor and restraint, and dialogic contraction resources can help lawyers to strengthen their views while compressing the rebuttal space of the other party. In terms of dialogic contraction, both sides frequently use denial resources because both sides need to present their views by denying each other's views. In terms of proclamation resources, both parties often use pronouncement resources because they can help compress the discourse space of other opinions, paving the way for listeners to accept the views of lawyers. In terms of dialogic expansion, both parties frequently use attribution resources, because both lawyers need to quote external voices to make their own words more objective and persuasive.

(2) There also exists some differences in the closing arguments of the prosecutor and the defense lawyer. The monoglossic engagement of the defense counsel is less frequently used than that of the prosecutor. This is because Miss Arias did kill Mr. Alexander in Jodi Arias case, and it is clear that the defendant is at a disadvantage, so the defense lawyer needs to reduce the use of assertive words in order not to increase the interpersonal cost of being questioned by the audience. In terms of disclamation resources, the public prosecutor uses concurring resources more frequently, while the defense lawyer uses denial resources more frequently, because the defense lawyer needs to deny the prosecutor's charges against the defendant by using denial resources so as to pull the audience back to their position, indirectly bringing the audience's position in line with their own. In terms of dialogic expansion, the defense lawyer uses entertainment resources more frequently because this kind of resource helps avoid conflicting with other views, leave room for him to retreat, and reduce the imposition of the defense counsel's views.

The limitations of this paper lie in that the corpus is only limited to Jodi Arias case, and human annotation is inevitably subjective, but through this comparative analysis of the closing arguments of the prosecutor and the defense lawyer, the author still hopes this research will be helpful for lawyers when preparing for their closing arguments.

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