

# Giulia D'Agostino

✉ giulia.dagostino@usi.ch

🆔 0009-0007-8918-1440

🌐 LinkedIn

🌐 <https://data.snf.ch/grants/grant/200857>

## Education

- 2021 – 2025 📖 **Ph.D., Università della Svizzera italiana** in Communication; specialization in Argumentation and Applied Linguistics.
- 2017 – 2020 📖 **M.A. Literature and Linguistics, Università degli Studi di Torino** in Linguistics.
- 2018 – 2019 📖 **M.A. Language and Communication, University of Antwerp** in Computational Psycholinguistics.
- 2013 – 2017 📖 **B.A. Literature and Linguistics, Università degli Studi di Torino** in Linguistics.
- 2009 – 2013 📖 **B.A. Engineering, Politecnico di Torino** in Computer Engineering.

## Research Publications


### Conference Proceedings

- 1 **G. D'Agostino**, C. Reed, and D. Puccinelli, "Segmentation of complex question turns for argument mining: A corpus-based study in the financial domain," in *Proceedings of LREC-COLING 2024*, accepted.
- 2 A. Rocci, O. Yaskorska-Shah, **G. D'Agostino**, and C. Lucchini, "Argumentative patterns initiated by closed-list questions in accountability dialogues. a corpus study of financial conference calls," in *Proceedings of the 4th European Conference on Argumentation - ECA 2022*, forthcoming.
- 3 **G. D'Agostino**, "Let's explain what we argue for: The argumentative function of explanations in earnings conference calls," in *Proceedings of the 23rd Edition of the Workshop on Computational Models of Natural Argument (CMNA 23)*, F. Grasso, N. Green, J. Schneider, and S. Wells, Eds., vol. 3614, virtual event: CEUR, 2023, pp. 12–21. 🔗 URL: <https://ceur-ws.org/Vol-3614/paper2.pdf>.
- 4 **G. D'Agostino**, "'(so long, and) thanks for all the color'. Requests of elaboration and answers they trigger in earnings conference calls," in *Proceedings of the 22nd Edition of the Workshop on Computational Models of Natural Argument (CMNA)*, Cardiff, 2022. 🔗 URL: <http://ceur-ws.org/Vol-3205/paper9.pdf>.
- 5 C. Lucchini, A. Rocci, and **G. D'Agostino**, "Annotating argumentation within questions. Prefaced questions as genre specific argumentative pattern in earnings conference calls," in *Proceedings of the 22nd Edition of the Workshop on Computational Models of Natural Argument (CMNA)*, 2022. 🔗 URL: <http://ceur-ws.org/Vol-3205/paper7.pdf>.



### Conference Presentations

- 1 **G. D'Agostino**, "Transformation, exploitation, and complication of transcribed calls in the financial domain : The case of earnings conference calls examined in the argumentative perspective," presented at the AILA 20th World Congress, Lyon, 2023. 🔗 URL: <https://n2t.net/ark:/12658/srd1326809>.
- 2 **G. D'Agostino** and C. Lucchini, "Do you think this? Constructing and suggesting preferable standpoints in questions," presented at the 10th Conference of the International Society for the Study of Argumentation - ISSA 2023, Leiden, 2023.


## Journal Articles

- 1 **G. D'Agostino**, E. Schad, E. Maguire, C. Reed, C. Lucchini, and A. Rocci, "Superquestions and some ways to answer them," under review.
- 2 A. V. Laskin and **G. D'Agostino**, "The Delphi panel investigation of artificial intelligence in investor relations," *Public Relations Review*, under review.  DOI: <http://dx.doi.org/10.2139/ssrn.4727956>.
- 3 R. Palmieri, **G. D'Agostino**, C. Lucchini, and A. Rocci, "Argumentation in shareholder activism: Context, issues and argumentative patterns," in preparation.
- 4 D. Serafis, **G. D'Agostino**, S. Assimakopoulos, and A. Rocci, "Can soft hate speech be justified by the general public? Loci and polylogues in southern european twitter discourses," in preparation.

## Books and Chapters

- 1 A. V. Laskin and **G. D'Agostino**, "Innovations in investor relations and financial communication: The role of artificial intelligence," in *Handbook of Innovations in Strategic Communication*, S. A. Bowen and E. Erzikova, Eds., forthcoming, Edward Elgar Publishing Ltd.
- 2 **G. D'Agostino**, "Opposition without argumentation," in *Online Handbook of Argumentation for AI*, vol. 4, arXiv, 2023, pp. 24–28. arXiv: 2401.09444[cs].  URL: <http://arxiv.org/abs/2401.09444>.
- 3 **G. D'Agostino**, "Argumentation without opposition?" In *Online Handbook of Argumentation for AI*, vol. 3, arXiv, 2022, pp. 22–27. arXiv: 2212.07996[cs].  URL: <http://arxiv.org/abs/2212.07996>.

## Technical Reports

- 1 C. Lucchini and **G. D'Agostino**, "Good answers, better questions. Building an annotation scheme for financial dialogues," 2023.  URL: <https://n2t.net/ark:/12658/srd1326777>.



## Teaching Experience

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### Assistant

- Fall 2023  **Financial Communication**, M.A. in European Studies in Investor Relations, Univeristà della Svizzera italiana
- Spring 2023  **Analisi del Discorso**, B.A. in Communication, Univeristà della Svizzera italiana
- Fall 2022  **Semantica Lessicale**, B.A. in Italian studies, Univeristà della Svizzera italiana
- Spring 2022  **Argumentation in Finance**, M.A. in European Studies in Investor Relations, Univeristà della Svizzera italiana
- Spring 2018  **General Linguistics**, B.A. in Literature and Linguistics, Univeristà degli Studi di Torino

### Instructor

- Fall 2024  **Financial Communication**, 1,5 ECTS, M.A. in European Studies in Investor Relations, Univeristà della Svizzera italiana
- Fall 2023  **Generative AI tools** seminar, within the *swissuniversities* P-8 programme: "Strengthening Digital Skills" (2021-2024), Università della Svizzera italiana