

Costanza Lucchini – Publications (updated 1.09.2025)

Journal articles

Palmieri, R., D'Agostino, G., Lucchini, C., Rocci, A. (2025) Argumentation in shareholder activism: Context, issues, and argumentative patterns. *Journal of Argumentation in Context*, 14(2). 137-178 <https://doi.org/10.1075/jaic.24007.pal>

Rocci, A., Lucchini, C. (2025) Diagramming the Enthymematic Structure of Counterarguments. An Introduction to IAMT Diagrams. *Argumentation et Analyse du Discours*, 34. <http://journals.openedition.org/aad/92121>, DOI: 10.4000/13q0e

(Rocci, A., Lucchini, C. (2025) Cartographie la structure enthymématique des contre-arguments. Introduction aux schémas IAMT », *Argumentation et Analyse du Discours*, 34. <http://journals.openedition.org/aad/9251>, DOI: 10.4000/13q0f)

D'Agostino G., Schad E., Maguire E., Lucchini C., Rocci A., Reed C. (2024) Superquestions and some ways to answer them, *Journal of Argumentation in Context*, 13 (3):319-372

Lucchini, C., Rocci, A., Miecznikowski-Fuenfschilling, J. (*in press*). Managers See, Analysts Hear. Epistemic Divide in Financial Dialogues. *Journal of Pragmatics*, 248, 37-53

Book chapters

Lucchini, C., Rocci, A., and Yaskorska-Shah, O. (*in press*). Comparing prefaced questions across activity types: journalists and financial analysts as argumentative questioners. In Herman, T. (Ed). *De l'argumentativité à l'argumentation*, Peter Lang

Conference proceedings

Lucchini, C., Rocci, A., D'Agostino, G. (2022). Annotating argumentation within questions. Prefaced questions as a 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. <http://ceur-ws.org/Vol-3205/paper7.pdf>.

Lucchini, C., Rocci, A., and Battaglia, E. (2024). Epistemic and evidential expressions as context-specific argumentative indicators in institutional dialogues: a corpus study of interactions in the financial domain. In Boogaart, R., Garssen, B., Jansen, H., van Leeuwen, M., Pilgram, R., Reuneker, A. (eds.) *Proceedings of the Tenth Conference of the International Society for the Study of Argumentation*. <https://hdl.handle.net/1887/4107849>

Rocci, A., Yaskorska-Shah, O., D'Agostino, G., and Lucchini, C. (*in press*). 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. Rome, 2023*

Working papers

Lucchini, C., D'Agostino, G. (2023). *Good answers, better questions: building an annotation scheme for financial dialogues*. ark:/12658/srd1326777

Conference presentations

Lucchini, C., Rocci, A., (2025). *How do you know that? Strategic knowledge management in earnings conference calls*. Interdisciplinary Conference on Financial Communication Research. Vienna. July 2025

Lucchini, C. (2024). *What We Argue For When We Argue For Illocutions*. 4th Argumentation & Language (ARGAGE) Conference. Fribourg. June 2024

D'Agostino G., Lucchini C., Rocci A. (2024). *Strategies are for boys; numbers are for women*. VALS-ASLA Conference 2024. Asymmetries and Inequalities in Language. Bern. February 2024

Palmieri, R., Rocci, A., D'Agostino, G., Lucchini, C. (2024) *Promoting Meaningful ESG Discussions: The Role of Financial Analysts in Earnings Calls of Energy Companies*. European Public Relations Education and Research Association 24th Annual Congress (EUPRERA 2023). Prague. September 2023

Lucchini, C., Rocci, A. (2023). *Managing knowledge in financial dialogues: corpus annotation of epistemic modality and evidentiality in earnings conference calls*. 18th International Pragmatics Conference (IPra 2023). Brussels. July 2023

Lucchini, C., Rocci, A., Battaglia, E. (2023). *Epistemic and evidential expressions as context-specific argumentative indicators in institutional dialogues: a corpus study of interactions in the financial domain*. 10th Conference of the International Society for the Study of Argumentation (ISSA 2023). Leiden. July 2023

D'Agostino G., Lucchini C. (2023). *Do you think this? Constructing and suggesting preferable standpoints in questions*. 10th Conference of the International Society for the Study of Argumentation (ISSA 2023). Leiden. July 2023

Lucchini, C., Rocci, A., Yaskorska-Shah, O. (2023). *Comparing prefaced questions across activity types: journalists and financial analysts as argumentative questioners*. 10th Conference of the International Society for the Study of Argumentation (ISSA 2023). Leiden. July 2023

D'Agostino G., Lucchini C., Rocci A. (2023). *Transformation, exploitation, and complication of transcribed calls in the financial domain : the case of Earnings Conference Calls examined in the argumentative perspective*. AILA 20th World Congress. Lyon. July 2023

Palmieri, R., Lucchini, C., D'Agostino, C. (2022). *Arguing for sustainable corporate policies: activist investors as rhetorical agents*. Empirical studies of discourse and argumentation in public policy: multidisciplinary and multilingual perspectives, WG1 meeting - international

conference of the European Network for Argumentation and Public Policy Analysis. Brescia.
September 2022