




# Giulia D'Agostino

 0009-0007-8918-1440

 LinkedIn


 GitHub

 Google Scholar

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

 [giulia.dagostino@usi.ch](mailto:giulia.dagostino@usi.ch)

## Academic Positions




Aug 2025 – Feb 2026  **Postdoctoral researcher**, Università della Svizzera italiana

## Education

- Oct 2021 – Jul 2025  **Ph.D., Università della Svizzera italiana** in Communication; specialization in Argumentation and Applied Linguistics.  
*Interdisciplinary supervision by prof. Andrea Rocci (Università della Svizzera italiana) and prof. Chris Reed (University of Dundee)*
- Nov 2021 – May 2025  **Doctoral Programme in Applied Linguistics, ZHAW and USI**, on Managing Languages, Arguments and Narratives in the Datafied Society (LAND)
- Mar-Apr 2025  **Internship, NLPFin Group (Language and Information Research Team)**, Artificial Intelligence Research Center (AIRC), AIST, Tokyo (with Dr. Chung-Chi Chen).
- Feb-Jul 2024  **Visiting researcher, University of Passau**, Computational Rhetoric and Natural Language Processing in Communication (with prof. Annette Hautli-Janisz).
- 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.

## Teaching Experience

### Assistant








- Fall 2024  **Argumentation in Finance**, M.A. in European Studies in Investor Relations, Università della Svizzera italiana
- Fall 2023  **Financial Communication**, M.A. in European Studies in Investor Relations, Università della Svizzera italiana
- Spring 2023  **Analisi del Discorso**, B.A. in Communication, Università della Svizzera italiana
- Fall 2022  **Semantica Lessicale**, B.A. in Italian studies, Università della Svizzera italiana
- Spring 2022  **Argumentation in Finance**, M.A. in European Studies in Investor Relations, Università della Svizzera italiana
- Spring 2018  **General Linguistics**, B.A. in Literature and Linguistics, Università degli Studi di Torino

## Teaching Experience (continued)

### Instructor







- Fall 2025     **Methods in Financial Communication**, 1.5 ECTS, *Financial texts analysis*, M.A. in European Studies in Investor Relations, Università della Svizzera italiana
- November 2024     **Generative AI tools** seminar, within the *swissuniversities* P-8 programme: “Strengthening Digital Skills” (2021-2024), Università della Svizzera italiana
- Fall 2024     **Financial Communication**, 1.5 ECTS, *Financial texts analysis*, M.A. in European Studies in Investor Relations, Università della Svizzera italiana
- November 2023     **Generative AI tools** seminar, within the *swissuniversities* P-8 programme: “Strengthening Digital Skills” (2021-2024), Università della Svizzera italiana

## Invited Talks & Guest Lectures

- 22.04.2025     **Argumentation (mining) and dialogue (systems) in financial communication**, *research seminar* at Language and Information Research Team, Artificial Intelligence Research Center (AIRC), AIST, Tokyo
- 12.12.2024     **Towards linguistically driven argument mining in financial dialogues**, *research seminar* at Language, Data and Society Research Centre (LANDS), University of Liverpool
- 09.12.2024     **Processing natural language and the long journey of sound argument mining**, *guest lecture* at Deep Learning Lab, M.S. in Artificial Intelligence, Università della Svizzera italiana
- 31.10.2024     **Generative AI for good: How to teach (and learn) a responsible use of AI tools for linguistic tasks and research**, *invited talk* at Brown Bag seminars series, Università della Svizzera italiana
-  **Compiti linguistici e di ricerca con l'IA**, *radio interview* at Alphaville, RSI radio 2. <https://rsi.ch/s/2323275>
- 28.03.2024     **Let's chat about ChatGPT**, *guest lecture* at Analisi del discorso, B.A. in Communication, Università della Svizzera italiana
- 02.11.2022     **Linguistic cues for semi-automated retrieval of argumentative patterns in the financial communication domain**, *invited talk* at LiVe lunch series, University of Verona

## Professional Activities



### Affiliations

- 2024 – . . . . .     **Associate member**, Centre for Argument Technology (ARG-tech), University of Dundee, Scotland.
-  **Member**, Association for Computational Linguistics (ACL).
-  **Member**, European Language Resources Association (ELRA).
- 2024 – 2025     **Intermediate body representative**, Academic Senate, Università della Svizzera italiana.
- 2023 – . . . . .     **Member**, International Association of Applied Linguistics (AILA).
-  **Member**, Swiss Society for Linguistics (SSL).





## Professional Activities (continued)

---

### Committees

- 2025 – . . . . .  **Organizing committee member**, Computational Models of Natural Argument (CMNA) Workshop
-  **Program committee member**, FinNLP Workshop

### Peer-reviewing

- 2025 – . . . . .  **Reviewer**, International Journal of Strategic Communication
-  **Reviewer**, Journal of Responsible Technology
- 2024 – . . . . .  **Reviewer**, ACL Rolling Review (ARR)
- 2024  **Reviewer**, First Workshop on Language-driven Deliberation Technology (DELITE) @LREC-COLING


## Research Publications

### Peer-Reviewed Conference Proceedings




- 1 **G. D'Agostino**, M. Van Der Meer, and C. Reed, "Extracting a Prototypical Argumentative Pattern in Financial Q&As," in *Proceedings of the 2025 CLASP Conference on Language models And RePresentations (LARP)*, N. Ilinykh, M. Appelgren, and E. Lagerstedt, Eds., Gothenburg, Sweden: Association for Computational Linguistics, Sep. 2025, pp. 51–64. [URL: https://aclanthology.org/2025.clasp-main.5/](https://aclanthology.org/2025.clasp-main.5/).
- 2 **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 the 2024 Joint International Conference on Computational Linguistics, Language Resources and Evaluation (LREC-COLING 2024)*, N. Calzolari, M.-Y. Kan, V. Hoste, A. Lenci, S. Sakti, and N. Xue, Eds., Torino, Italia: ELRA and ICCL, May 2024, pp. 14 524–14 530. [URL: https://aclanthology.org/2024.lrec-main.1265](https://aclanthology.org/2024.lrec-main.1265).
- 3 **G. D'Agostino** and A. Rocci, "Argumentative patterns in the context of dialogical exchanges in the financial domain," in *Proceedings of the 24th Edition of the Workshop on Computational Models of Natural Argument (CMNA 24)*, F. Grasso, N. Green, J. Schneider, and S. Wells, Eds., vol. 3769, Hagen, Germany: CEUR, Sep. 2024, pp. 18–29. [URL: https://ceur-ws.org/Vol-3769/paper3.pdf](https://ceur-ws.org/Vol-3769/paper3.pdf).
- 4 **G. D'Agostino**, A. Rocci, and C. Reed, "Capturing Analysts' Questioning Strategies in Earnings Calls via a Question Cornering Score (QCS)," in *Proceedings of the Eighth Financial Technology and Natural Language Processing and the 1st Agent AI for Scenario Planning*, C.-C. Chen, T. Ishigaki, H. Takamura, *et al.*, Eds., Jeju, South Korea, Aug. 2024, pp. 107–118. [URL: https://aclanthology.org/2024.finnlp-2.10](https://aclanthology.org/2024.finnlp-2.10).
- 5 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*, 2024.
- 6 **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, Dec. 2023, pp. 12–21. [URL: https://ceur-ws.org/Vol-3614/paper2.pdf](https://ceur-ws.org/Vol-3614/paper2.pdf).
- 7 **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, Sep. 2022. [URL: http://ceur-ws.org/Vol-3205/paper9.pdf](http://ceur-ws.org/Vol-3205/paper9.pdf).
- 8 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)*, Sep. 2022. [URL: http://ceur-ws.org/Vol-3205/paper7.pdf](http://ceur-ws.org/Vol-3205/paper7.pdf).

### Conference Presentations




- 1 **G. D'Agostino**, "A refined, empirically validated metric to assess the cornering force of questions in financial dialogues," presented at the Interdisciplinary Conference on Financial Communication Research (FinComm 2025), Vienna, Jul. 2025.
- 2 **G. D'Agostino**, A. Rocci, and C. Reed, "Uncovering the structure of reasoning and interaction in earnings conference calls," presented at the Interdisciplinary Conference on Financial Communication Research (FinComm 2025), Vienna, Jul. 2025.
- 3 **G. D'Agostino** and A. V. Laskin, "Proactive adoption of LLM-based tools for performance enhancement by banking institutions: Disclosure, ethical concerns, and public reception," presented at the 25th annual congress of the European Public Relations Education and Research Association – EUPRERA 2024, Bucharest, Sep. 2024.

- 4 **G. D'Agostino**, C. Lucchini, and A. Rocci, "Strategies are for boys; numbers are for women," presented at the VALS-ASLA Conference 2024. Asymmetries and Inequalities in Language, Bern, Feb. 2024.
- 5 **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, Jul. 2023.
- 6 **G. D'Agostino**, C. Lucchini, and A. Rocci, "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, Jul. 2023.  URL: <https://n2t.net/ark:/12658/srd1326809>.


## Journal Articles

- 1 **G. D'Agostino**, A. Hautli-Janisz, and C. Reed, "On the Formalization of Closed-List Questions," under review.
- 2 R. Palmieri, C. Lucchini, **G. D'Agostino**, and A. Rocci, "Argumentation in shareholder activism: Context, issues and argumentative patterns.," *Journal of Argumentation in Context*, vol. 14, no. 2, pp. 137–178, 2025.  DOI: <https://doi.org/10.1075/jaic.24007.pal>.
- 3 **G. D'Agostino**, E. Schad, E. Maguire, C. Lucchini, A. Rocci, and C. Reed, "Superquestions and some ways to answer them," *Journal of Argumentation in Context*, vol. 13, no. 3, pp. 319–372, 2024.  URL: <https://benjamins.com/catalog/jaic.24002.dag>.
- 4 A. V. Laskin and **G. D'Agostino**, "The Delphi panel investigation of artificial intelligence in investor relations," *Public Relations Review*, 2024.  DOI: <https://doi.org/10.1016/j.pubrev.2024.102489>.


## Books and Chapters

- 1 A. V. Laskin and **G. D'Agostino**, "AI innovations in investor relations and financial communication," in *Handbook of Innovations in Strategic Communication. AI, Futurism and Directions*, S. A. Bowen and E. Erzikova, Eds., Edward Elgar Publishing Ltd, Oct. 2025, pp. 340–349, ISBN: 1035326477.
- 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**, R. Younis, B. Konat, and Y. Sviatsilnikava, "Robin-Hooding Language of Polarisation," in *Linguistically Analysing Polarisation on Social Media*, E. Gajewska, K. Budzynska, B. Konat, and M. Koszowy, Eds., Warsaw University of Technology: The New Ethos Reports, Sep. 2023, pp. 20–23.  URL: [https://newethos.org/wp-content/uploads/2023/09/TNE-Report-2023\\_Polarisation-1.pdf](https://newethos.org/wp-content/uploads/2023/09/TNE-Report-2023_Polarisation-1.pdf).
- 4 **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>.

## Dissertations

- 1 **G. D'Agostino**, "A framework for the large-scale analysis of argumentative patterns in financial discourse," Ph.D. dissertation, Università della Svizzera italiana, Lugano, Switzerland, Jul. 24, 2025.  URL: <https://sonar.ch/documents/332438/files/2025COM008.pdf>.