

Costanza Lucchini

Journal articles

Lucchini, C. (under review). Extending the notion of Argumentative Patterns. Submitted to *Informal Logic* (awarded the *ECA Frans van Eemeren Prize for Outstanding Student Paper*)

Lucchini, C., Rocci, A., Miecznikowski, J. (2025). Managers See, Analysts Hear. Epistemic Divide in Financial Dialogues. *Journal of Pragmatics*, 248, 37-53. <https://doi.org/10.1016/j.pragma.2025.08.009>

Palmieri, R., Lucchini, C., D'Agostino, G., 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) Cartographier 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

Book chapters

Lucchini C., Rocci, A. (in press). Managers on the verge of a financial breakdown: how managers handle analysts' questions in earnings conference calls during crises. In Laskin, A. *The Practice of Financial Communication and Investor Relations*

Lucchini, C., Rocci, A., and Yaskorska-Shah, O. (2025). 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. DOI: 10.3726/b22764

Conference proceedings

Rocci, A., Yaskorska-Shah, O., D'Agostino, G., and Lucchini, C. (2024). Argumentative patterns initiated by closed-list questions in accountability dialogues. A corpus study of financial conference calls. In Paglieri, F., Ansani, A., and Marini, M. (Eds.), *The Cognitive Dimension of Social Argumentation. Proceedings of the 4th European Conference on Argumentation Volume I*, 361–384. College Publications.

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., Reunecker, A. (eds.) *Proceedings of the Tenth Conference of the International Society for the Study of Argumentation*. <https://hdl.handle.net/1887/4107849>

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>.

Working papers

Lucchini, C., D'Agostino, G. (2023). *Good answers, better questions: building an annotation scheme for financial dialogues*. [ark:/12658/srd1326777](https://doi.org/10.12658/srd1326777)

Conference presentations

Lucchini, C. (2025). *Extending the notion of Argumentative Patterns*. 5th European Conference on Argumentation – ECA 2025. Warsaw, September 2025

Greco, S., Coppola, C., Lucchini, C. (2025). *How dispute mediators respond to parties' accusations: semantic-pragmatic analysis and argumentative implications*. 5th European Conference on Argumentation – ECA 2025. Warsaw, September 2025

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

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 *22nd Edition of the Workshop on Computational Models of Natural Argument (CMNA), 2022*

Invited lectures

Politeness strategies, identities and question strategies in financial communication – Ghent University, Ghent, Belgium 24.03.2026 – MA in Multilingual Business Communication