

Isabella Poggi

CURRICULUM VITAE

Isabella POGGI is Full Professor of General Psychology and Psychology of Communication at Roma Tre University. She has worked since 1976 at a general model of mind and social interaction, emotions, verbal and multimodal communication, that she investigates by adopting a cognitive science approach and using methods that range from conceptual analysis to observation, empirical research, and simulation on Embodied Agents. She participated in European Research Projects and Networks of Excellence on Embodied Communication, Emotions, and Social Signal Processing. She has authored and co-authored, edited and co-edited 16 books and around 280 papers on pragmatic aspects of language (first language teaching, persuasion, deception, vagueness and certainty) emotions (shame, guilt, pride, humiliation, compassion, enthusiasm, bitterness, admiration, empathy and contagion, relations between emotions and goals) social relations (power relationships, social emotions, mobbing at school and work), verbal and multimodal communication (interjections, gestures, physical contact, gaze, head movements, music), and Social Signal Processing (signals of agreement and disagreement, dominance, evaluation, ridicule, irony, parody, acid communication).

A Selection of Publications

BOOKS

- POGGI I. e D'ERRICO F. (2020): *Comunicazione multimodale e influenza sociale. Il corpo e il potere*. Roma, Carocci. ISBN: 9788829001583
- POGGI I. (2007): *Mind, hands, face and body. A goal and belief view of multimodal communication*. Berlin, Weidler 2007 (pp.1-419).
- POGGI I. (2006): *Le parole del corpo. Introduzione alla comunicazione multimodale*. Carocci, Roma 2006 (pp. 1-156).
- CASTELFRANCHI C. e POGGI I.(1998): *Bugie, finzioni, sotterfugi. Per una scienza dell'inganno*. Roma: Carocci, 1998 (pp.1-262).
- POGGI I. e MAGNO CALDOGNETTO E. (1997): *Mani che parlano. Gesti e psicologia della comunicazione*. Padova: Unipress, 1997 (pp 1 – 202).
- POGGI I. (1989): *La grammatica del significato. Un itinerario didattico*. Bologna: Mulino, 1989 (pp.1 – 349).
- POGGI I. (1981): *Le interiezioni. Studio del linguaggio e analisi della mente*. Torino: Boringhieri, 1981 (pp. 1 – 179).

Edited Books

- D'ERRICO F., POGGI I., VINCIARELLI A., VINCZE L. (eds.) (2015), *Conflict and Multimodal Communication. Social Research and Machine Intelligence*. Springer Verlag, LNAI, Berlin. ISBN 978-3-31914080-3.
- POGGI I., D'ERRICO F., VINCZE L., VINCIARELLI A. (eds.) (2013), *Multimodal Communication in Political Speech. Shaping Minds and Social Action*. Springer Verlag, LNAI, Berlin.
- POGGI I., D'ERRICO F., VINCIARELLI A. (eds.), (2012) *Social Signals: from theory to applications*. Special Issue of *Cognitive Processing*, Vol. 13 (Supplement 2).
- POGGI I. (a cura di) (2008). *La mente del cuore*. Armando, Roma (pp.1-288).
- RECTOR M., POGGI I. and TRIGO N. (Eds.) (2003): *Gesture. Meaning and use*. Edicoes Universidade Fernando Pessoa, Oporto.
- PELACHAUD C. and POGGI I. (Eds.) (2001): *Multimodal Communication and Context in Embodied Agents*. Proceedings of the Workshop W7 at the 5th International Conference on Autonomous Agents, Montreal, Canada, 29 Maggio 2001.
- BONFANTINI M., CASTELFRANCHI C., MARTONE A., POGGI I. e VINCENT J. (a cura di): *Menzogna e simulazione*. Napoli: Edizioni Scientifiche Italiane, 1997.
- CASTELFRANCHI C., D'AMICO R. e POGGI I. (a cura di): *Sensi di colpa*. Giunti: Firenze, 1994.
- POGGI I. (a cura di): *Le parole nella testa. Guida a un'educazione linguistica cognitivista*. Bologna: Mulino, 1987.

- Cecconi C., Poggi, I., and D'Errico, F. (2020): Schadenfreude: Malicious Joy in Social Media Interactions. *Front. Psychol.*, 12 November 2020 | <https://doi.org/10.3389/fpsyg.2020.558282>
- Poggi, I., D'Errico, F., and Ansani, A. (2020): The conductor's intensity gestures. *Psychology of Music*, October 21, 2020. <https://doi.org/10.1177/0305735620963179>
- Ansani, A., Marini, M., D'Errico, F., and Poggi, I. (2020): How Soundtracks Shape What We See: Analyzing the Influence of Music on Visual Scenes Through Self-Assessment, Eye Tracking, and Pupillometry. *Frontiers in Psychology*, 11, 2242. DOI=10.3389/fpsyg.2020.02242. <https://www.frontiersin.org/article/10.3389/fpsyg.2020.02242>
- Poggi, I.; Ranieri, L.; Leone, Y.; Ansani, A. The Power of Gaze in Music. Leonard Bernstein's Conducting Eyes. *Multimodal Technologies Interaction* 2020, 4 (2), 20. Special issue "Musical Interactions" (ISSN 2414-4088). doi:10.3390/mti4020020. <https://www.mdpi.com/2414-4088/4/2/20>
- Sessa, I., D'Errico, F., Poggi, I., and Leone, G. (2020) Attachment Styles and Communication of Displeasing Truths. *Front. Psychol.*, May 2020. 11:1065. Doi: 10.3389/fpsyg.2020.01065.
- Poggi, I., D'Errico, F., & Vincze, L. (2019): Uncertain Words, Uncertain Texts. Perception and Effects of Uncertainty in Biomedical Communication. *Acta Polytechnica Hungarica. Journal of Applied Science* 16, 2.
- Ansani A., D'Errico F., Poggi I.: You will be judged by the music I hear': A study on the influence of music on moral judgement. Special Issue "Emotional Machines: the Next Revolution". *Web Intelligence*, vol. 17, no. 1, pp. 53-62, 2019. DOI: 10.3233/WEB-190400, published 22 February 2019.
- D'Errico F., Poggi I.: Tracking a leader's humility and its emotions from body, face and voice. Special Issue "Emotional Machines: the Next Revolution". *Web Intelligence*, vol. 17, no. 1, pp. 63-74, 2019. DOI: 10.3233/WEB-190401, published 22 February 2019.
- Poggi I., Ansani A., Cecconi C. (2018). The meanings of the sigh. Vocal Expression along the route of our desires. *Lebenswelt* 13 (2018), 27-42. <https://riviste.unimi.it/index.php/Lebenswelt/article/view/11106/10502>
- Poggi I. & D'Errico F. (2018). Feeling offended: A Blow to Our Image and Our Social Relationships. *Frontiers in Psychology*, 17 January 2018. <https://doi.org/10.3389/fpsyg.2017.02221>
- Poggi, I. (2017). «Signals of intensification and attenuation in orchestra and choir conduction». *Normas* 7(1), 33-47. doi: <http://dx.doi.org/10.7203/Normas.7.10423>
- Poggi I. (2016): "The Conductor's parodies. A multimodal strategy for error management in music rehearsals". *Journal of Multimodal Communication Studies*, II. 1-2/2015, pp-9-21. DOI 10.14746/jmcs <http://jmcs.home.amu.edu.pl/wp-content/uploads/2016/09/Isabella-Poggi-JMCS-Vol-2-No1-2-2015.pdf>
- Poggi I. and D'Errico, F. (2016): Body as a tool for political discredit. Multimodality in the parody of politicians. *Reti, saperi, linguaggi*, 1/2016, gennaio-giugno, pp.119-140. DOI: 10.12832/83921.
- D'Errico F & Poggi I. (2016): "The Bitter Laughter". When Parody Is a Moral and Affective Priming in Political Persuasion. *Frontiers in Psychology*, 09 August 2016. <http://dx.doi.org/10.3389/fpsyg.2016.01144>. ISSN:1664-1078 vol. 7
- D'Errico F., Poggi I. (2014) Acidity. The Hidden Face of Conflictual and Stressful Situations. *Cognitive Computation*, Vol.6, n.2, p.1-16. June 2014, ISSN 1866-9956, DOI 10.1007/s12559-014-9280-1.
- Vincze L., Poggi I., D'Errico F. (2014). Precision in Gestures and Words. *Ricerche di Pedagogia e Didattica – Journal of Theories and Research in Education* 9, 1 (2014), pp.179-198. Special Issue. Communicating certainty and uncertainty: Multidisciplinary perspectives on epistemicity in everyday life. Edited by Andrzej Zuczkowski and Letizia Caronia.
- D'Errico F. e Poggi I. (2013) Onestà, competenza o dominanza? Valori e discredito nei dibattiti politici. *Sistemi intelligenti* 3/2012, pp. 455-480. DOI: 10.1422/38987.
- Poggi I, D'Errico F., Vincze L. (2013) Comments in words, face and body. *Journal of multimodal user interface*. Vol. 7, Issue 1 (2013), Pages 67-78; DOI: 10.1007/s12193-012-0102-z. ISSN 1783-7677.
- Poggi I. (2013) The Mayor and the Comedian. Parody as a route to delegitimization. *Krypton* 2 [Identità] [Potere] [Rappresentazioni], I,2,2013, pp.116-125. http://host.uniroma3.it/progetti/romatrepress/krypton_2.html. ISSN:2282-3301 vol. I (2)
- D'Errico F and Poggi I., (2012) Blame the opponent! Effects of multimodal discrediting moves in public debates. *Cognitive Computation*, vol 4(4), pp.460-476; ISSN 1866-9956; doi: 10.1007/s12559-012-9175-y.
- D'Errico F., Poggi I., Vincze L., (2012) Discrediting signals. A model of social evaluation to study discrediting moves in political debates. Special issue in "Social signal processing". *Journal on Multimodal User Interfaces*. Vol.6 (3-4), pp.163-178; DOI: 10.1007/s12193-012-0098-4.

- Poggi I, D'Errico F., Vinciarelli A., (2012) Social Signals: from theory to applications. Editorial of the Special Issue of Cognitive Processing, Vol. 13 (Supplement 2), pp. 1-10. DOI: 10.1007/s10339-012-0514-4.
- Poggi I, D'Errico F. (2012) "Social signals: a framework in terms of goals and beliefs". In Poggi I. D'Errico F., Vinciarelli A., Social signals: from theory to applications. Special Issue of Cognitive Processing, Vol 13 (2), pp. 427-445. DOI: 10.1007/s10339-012-0512-6.
- Vinciarelli, A., Pantic, M., Heylen, D., Pelachaud, C., Poggi, I., D'Errico, F. & Schroeder, M. (2012) Bridging the Gap Between Social Animal and Unsocial Machine: A Survey of Social Signal Processing IEEE Transactions on Affective Computing, IEEE Computer Society, vol.3 (1), pp.69-87.
- Poggi I., D'Errico F. & Vincze L. (2010) Agreement and its multimodal communication in debates. A qualitative analysis. Cognitive Computation, 3, pp.466-479. DOI: 10.1007/s12559-010-9068-x.
- Poggi I. & D'Errico F., (2009) "The mental ingredients of Bitterness". Journal of multimodal user interface, 3, pp.79-86. Springer. DOI: 10.1007/s12193-009-0021-9
- Poggi I., Cavicchio F., Magno Caldognetto E. (2008): Irony in a judicial debate. Analyzing the subtleties of irony while testing the subtleties of an annotation scheme. In J.-C. Martin, P. Paggio, P. Kuehnlein, R. Stiefelhagen, F. Pianesi (Eds.), "Multimodal Corpora for Modelling Human Multimodal Behavior". Special issue of the Journal of Language Resources and Evaluation, 2008, p.215-232.
- Miceli M., de Rosi, F. and POGGI, I. (2006): "Emotional and non emotional persuasion". Applied Artificial Intelligence: an International Journal, 20 (2006), 849-879.
- Poggi I. (2005): "The goals of persuasion". Pragmatics and Cognition 13: 2, 2005, pp.297-336.
- Poggi I., Boschetti L. (2004). Educazione alla convivenza. Anche per gli insegnanti?. pp.51-52. In SCUOLA E L'UOMO - ISSN:0036-978X (3)3/2004; pp.51-52.
- de Rosi, F., Pelachaud, C., Poggi, I., Carofiglio, V., & De Carolis, B. (2003). From Greta's mind to her face: Modelling the dynamics of affective states in a conversational embodied agent. International Journal of Human-Computer Studies, 59(1-2), 81-118. [http://dx.doi.org/10.1016/S1071-5819\(03\)00020-X](http://dx.doi.org/10.1016/S1071-5819(03)00020-X)
- Attardo S., Eisterhold J., Hay J. and Poggi I. (2003) "Multimodal Markers of Irony and Sarcasm". Humor: International Journal of Humor Research, 16, 2, 2003, pp.243-260.
- Poggi I. (2003). Le leggi non scritte dell'interazione e del potere. Kanbrain, 2003, pp.38-45.
- Poggi I. (2002): "Symbolic Gestures. The case of the Italian Gesticulator". Gesture. 2, 1, 2002, pp.71-98.
- Pelachaud, C., & Poggi, I. (2002): Multimodal embodied agents. Knowledge Engineering Review, 17 (2), pp.181-196. ISSN:0269-8889. DOI:10.1017/S0269888902000218.
- Pelachaud, C., & Poggi, I. (2002): Subtleties of facial expressions in embodied agents. The Journal of visualization and computer animation, 13 (5), pp.301-312. ISSN:1049-8907. DOI:10.1002/vis.299.
- Poggi I., Pelachaud C., & de Rosi F. (2000) Eye communication in a conversational 3D synthetic agent. AI Communications 13 (3), 169-181. ISSN:0921-7126.
- Poggi I. & Pelachaud C. (1998). Performative faces. Speech Communication 26 (1-2), pp.5-21. DOI:10.1016/S0167-6393(98)00047-8. ISSN:0167-6393
- POGGI I. (1997): "Scuse, alibi e pretesti". Sistemi Intelligenti, IX, 1, 1997, pp.47-65.
- Silver M., Conte R., Miceli M. & Poggi I. (1986): "Humiliation: Feeling, Social Control and the Construction of Identity". Journal for the Theory of Social Behavior, 16, 3, 1986, pp.269-283.

CHAPTERS

- D'Errico, F., Niebuhr, O., & Poggi, I. (2019). Humble Voices in Political Communication: A Speech Analysis Across Two Cultures. In Misra et al. (a cura di), Computational science and its applications (pp. 361-374). <http://hdl.handle.net/11590/353158>.
- Scardigno R., Poggi I., & Mininni, G. (2019): L'inquieta consapevolezza della valutazione di in-cerchezza. In G.Mininni & R.Scardigno (a cura di) Le deboli certezze del (far) sapere medico e psichiatrico. Torino: L'Harmattan Italia, pp.103-117.
- D'Errico F., Poggi I., & Corriero R. (2017): The leader's voice and communicative aggression in social media. In Silvia Bonacchi (Ed.) *Verbale Aggression. Multidisziplinäre Zugänge zur Verletzenden Macht der Sprache*. Berlin: De Gruyter, pp.257-276. ISBN:978-3-11-052297-6
- Poggi I. (2018): Lo sguardo del maestro. In C. Corradi (a cura di) *Cultura popolare, religione diffusa, analisi qualitativa: un sociologo italiano a cavallo tra due secoli. Studi in onore di Roberto Cipriani*, Perugia, Morlacchi, pp.233-252.
- Poggi I. (2017). The "seeds" of charisma: Multimodal rhetoric of Mussolini's discourse. In Assimakis Tseronis and

- Charles Forceville (Eds.) *Multimodal Argumentation and Rhetoric in Media Genres*. Amsterdam: John Benjamins, pp.263-290. ISBN:9789027211316
- D'Errico Francesca, Poggi Isabella (2016). Social emotions. A challenge for sentiment analysis and User Models. In: Tkaličič M. De Carolis B. de Gemmis M. Odić A. Košir A. (Eds.), *Emotions and Personality in Personalized Services. Models, Evaluation and Applications*. vol. Social Emotions. A Challenge for Sentiment Analysis and User Models, Berlin:Springer International Publishing, ISBN: 978-3-319-31411-2, doi: 10.1007/978-3-319-31413-6, p.13-34.
- Poggi I, & D'Errico F. (2016) Finding Mussolini's charisma in his multimodal discourse. In F.Paglieri, L.Bonelli & S.Felletti (Eds.) *The Psychology of Argument. Cognitive Approaches to Argumentation and Persuasion*. London: College Publications, pp.305-325.
- Poggi, I., D'Errico, F., & Vincze, L. (2015). Direct and indirect verbal and bodily insults and other forms of aggressive communication. In D'Errico, F., Poggi, I., Vinciarelli, A., & Vincze, L. (Eds.) (2015) *Conflict and Multimodal Communication. Social Research and Machine Intelligence*, Springer Verlag, Berlin, pp.243-264.
- D'Errico F., Poggi I., Corriero R. (2015). "How sad prudence is". Teatro Valle Occupato as a case of minority empowerment through media-activism. In: Proceedings of SMART 2014 . Social Media in Academia: Research and Teaching. p. 153-160, BOLOGNA: Medimond S.r.l. - Monduzzi Editore, ISBN: 978-88-7587-712-5, Timișoara, 19-21 Settembre 2014
- D'Errico, F., Poggi, I., Vinciarelli, A., & Vincze, L. (2015). Preface. In D'Errico, F., Poggi, I., Vinciarelli, A., & Vincze, L. (Eds.) (2015) *Conflict and Multimodal Communication. Social Research and Machine Intelligence*, Springer Verlag, Berlin, pp.5-17. ISSN: 0302-9743, doi: 10.1007/978-3-319-14081-0
- Poggi I. (2014): Semantics and pragmatics of symbolic gestures. In C.Müller, A.Cienki, E.Fricke, S.H.Ladewig, D. McNeill, S.Tessendorf (Eds.) 2013, *Body – Language – Communication. An International Handbook on Multimodality in Human Interaction (HSK 38.2)*, Vol. II. Berlin: de Gruyter, Chapter 111, 1481-1496.
- D'Errico F., Poggi I. (2014) Acidity. Emotional causes, effects, and multimodal communication. In A. Freitas-Magalhães (Ed.), *Emotional Expression: The Brain and The Face (Vol.5)*. Porto: University Fernando Pessoa Press, pp.341-368.
- Allwood, J., Ahlsén, E., Poggi, I., Vincze, L., D'Errico, F. (2014) Vagueness, Unspecificity, and Approximation. Cognitive and lexical aspects in English, Swedish, and Italian. In Sibilla Cantarini, Werner Abraham & Elisabeth Leiss (Eds.) *Certainty-uncertainty – and the attitudinal space in between*. John Benjamins, Amsterdam, [SLCS 165], pp.265-284.
- D'Errico F., Poggi I. (2013). Pride in mind and face. In A. Freitas-Magalhães (Ed.), *Emotional Expression: The Brain and The Face*. Porto: University Fernando Pessoa Press, Cap. 9, pp. 281- 309; Isbn: 978-989-643-117-4
- Poggi I., D'Errico F, Vincze L & Vinciarelli A. (2013). Introduction. In Poggi I., D'Errico F, Vincze L & Vinciarelli A. (Eds.) *Multimodal Communication in Political Speech Shaping Minds and Social Action*, Springer, LNAI 7688, Heidelberg, pp.I-X.
- D'Errico F and Poggi I., Vincze L. (2013) Discrediting body. A multimodal strategy to spoil the other's image. In Poggi I., D'Errico F., Vincze L., Vinciarelli A. (Eds.) *Multimodal Communication in Political Speech. Shaping Minds and Social Action*, Springer, LNAI 7688, pp. 181-206, doi.org/10.1007/978-3-642-41545-6_14
- Poggi I. (2013): Mind, hands, face, and body: A sketch of a goal and belief view of multimodal communication. In C.Müller, A.Cienki, E.Fricke, S.H.Ladewig, D. McNeill, S.Tessendorf (Eds.) 2013, *Body – Language – Communication. An International Handbook on Multimodality in Human Interaction (HSK 38.1)*, Vol. I. Berlin: de Gruyter, Chapter 40, pp. 627-647.
- Poggi I, D'Errico F., Vincze L. (2012) Ridiculization in public debates: making fun of the other as a discrediting move. In N. Calzolari et al. (Eds). *Proceedings of the 8th conference on International Language Resources and Evaluation (LREC'12)*. Istanbul 21-27 May. European Language Resources Association (ELRA), pp. 44-50. <http://www.lrec-conf.org/proceedings/lrec2012/workshops/18.Proceedings%20ES3%202012.pdf>
- Poggi I. (2012): "Multimodality and political functions of irony and ridicule in a political trial". In R. Vion, A. Giacomi, and C.Vargas (Eds.) *La corporalité du langage: multimodalité, discours et écriture: hommage à Claire Maury-Rouan*. Aix-en- Provence-Marseille: Presses Universitaires de Provence, pp.41-54. ISBN:978-2-85399-854-3.
- Poggi I, D'Errico F (2012) Pride and its expression in political debates. In Paglieri F, Tummolini L, Falcone R & Miceli M (eds) *The goals of cognition. Festschrift for Cristiano Castelfranchi*, London College Publications, London, pp. 221-253; 978-1-84890-094-3.
- Vincze, L., Poggi, I., D'Errico, F. (2012) Vagueness and dreams. Analysis of body signals in vague dream telling. In A.A.Salah, J.R-del-Solar, Ç. Meriçli, P.Y Oudeyer (eds.) *Human Behaviour Understanding for Robotics. Lecture Notes in Computer Science*, Vol. 7559, 2012, pp. 77-89. (DOI) 10.1007/978-3-642-34014-7_7.

- Poggi I. and D'Errico F. (2011) "Social signals: A psychological perspective". In Salah. A.A. and Gevers T. (Eds.) *Computer Analysis of Human Behavior*. Springer Verlag's Advances in Pattern Recognition series, Springer, Heidelberg, pp.185-225.
- Poggi I. (2011): Music and leadership: the Choir Conductor's multimodal communication. In M.Ichino & G.Stam (Eds.), *Integrating Gestures. The interdisciplinary nature of gestures*. Amsterdam: John Benjamins, 2011, pp.341-353.
- Poggi I. (2011): Voce "Gesti". *Enciclopedia Italiana*. Istituto dell'Enciclopedia Italiana Treccani, Roma, pp.573-577.
- Poggi I., D'Errico F. (2011) Types of pride and their expression. In A. Esposito et al. (eds) *Analysis of Verbal and Nonverbal Communication and Enactment: The Processing Issue*. LNCS Springer, Heidelberg, pp.445-459.
- Vincze, L., Poggi, I. (2011) Communicative Functions of Eye Closing Behaviours. In Esposito, A., Vinciarelli, A., Vicsi, C., Pelachaud, C., Nijholt, A. (Eds). *Proceedings of the Conference "Analysis of Verbal and Nonverbal Communication and Enactment: The Processing Issues"*. pp. 401-416
- Poggi I., D'Errico F. & Vincze L., (2011). "68 Nods. But not only of agreement". In Ellen Fricke & Maarten Voss (Eds.) *68 Zeichen für Roland Posner. Ein Semiotisches Mosaik. 68 signs for Roland Posner. A semiotic mosaic*. Tübingen. Stauffenburg Verlag.
- Poggi I. and D'Errico F. (2010) Dominance in political debates. In A.A. Salah et al. (Eds.): *Human Behavior Understanding 2010*, LNCS 6219, pp. 163--174. Springer, Heidelberg. [ISBN:978-3-642-14714-2](#)
- D'Errico F. Leone G. and Poggi I. (2010) Types of Help in the teacher's multimodal behavior. In A.A. Salah et al. (Eds.): *HBU 2010*, LNCS 6219, pp. 125--139. Springer, Heidelberg.
- Poggi I., D'Errico F., & Spagnolo A. (2010): The Embodied Morphemes of Gaze. In S. Kopp and I. Wachsmuth (Eds.): *GW 2009, Gesture in Embodied Communication and Human-Computer Interaction*. LNAI 5934, Springer-Verlag Berlin Heidelberg 2010, pp. 34-46.
- Poggi I.: *The language of Interjections* (2009). In A.Esposito, A.Hussai, M.Marinaro & R.Martone (Eds.) *Multimodal Signals: Cognitive and Algorithmic Issues*. Lecture Notes in Computer Science series. Springer Verlag, Berlin, pp.170-186, 2009.
- Poggi I. (2008): Iconicity in different types of gestures. In A.Kendon and T.Russo Cardona (Eds.), *Dimensions of gesture*. Special Issue of *Gesture*, 8, 1, pp. 45-61. [DOI:10.1075/gest.8.1.05pog](#)
- Poggi I. (2004). The Italian gestuary – Meaning representation, ambiguity, and context. In C.Müller & R.Posner (Eds.), *The semantics and pragmatics of everyday gestures*. Berlin: Weidler, pp. 73-88.
- de Rosis, F., Pelachaud, C. & Poggi, I. (2004): Transcultural believability in embodied agents: a matter of consistent adaptation. In R.Trappl & S.Payr (eds.) *Agent Culture: Designing virtual characters for a multi-cultural world*. Dordrecht: Kluwer Academic Publishers, 2004, pp. 75-105.
- MEROLA G. and POGGI I. (2004): "Multimodality and gestures in the Teacher's communication". In A.Camurri & G.Volpe (Eds.) *Gesture-based communication in Human-Computer Interaction*. Proceedings of the 5th Gesture Workshop, GW 2003, Genova, Italy, April 2003. Berlin: Springer 2004, pp.101-111.
- POGGI I., CIRELLA F., ZOLLO A. and AGOSTINI A. (2004): "The communicative system of touch. Lexicon, alphabet and norms of use". In A.Camurri & G.Volpe (Eds.) *Gesture-based communication in Human-Computer Interaction*. Proceedings of the 5th Gesture Workshop, GW 2003, Genova, Italy, April 2003. Berlin: Springer 2004, pp.77-89.
- POGGI I., PELACHAUD C. and MAGNO CALDOGNETTO E. (2004): "Gestural Mind Markers in ECAs". In A.Camurri & G.Volpe (Eds.) *Gesture-based communication in Human-Computer Interaction*. Proceedings of the 5th Gesture Workshop, GW 2003, Genova, Italy, April 2003. Berlin: Springer 2004, pp.338-349.
- Poggi I. (2002): "From a Typology of Gestures to a Procedure for Gesture Production". In I.Wachsmuth and T.Sowa (Eds.) *Gesture and Sign Language in Human-Computer Interaction*. Springer, Berlin 2002, pp.158-168.
- Poggi I & Pelachaud C (2008): Persuasion and the expressivity of gestures in humans and machines. In I.Wachsmuth, M.Lenzen, G.Knoblich (eds.): *Embodied Communication in Humans and Machines*. Oxford, Oxford University Press, p.391-424.
- Poggi I., Niewiadomski R., Pelachaud C. (2008): Facial Deception in Humans and ECAs. In I.Wachsmuth & G.Knoblich (Eds.) *Modeling Communication with Robots and Virtual Humans*. Berlin, Springer, pp.198-221, 2008.
- Poggi I., Magno Caldognetto E. e Cavicchio F. (2008): "L'espressione delle emozioni in chat, forum ed e-learning". In E.Magno Caldognetto, F.Cavicchio e P.Cosi (a cura di) *Comunicazione parlata e manifestazione delle emozioni*. Atti del I Convegno GSCP, CdRom, Liguori, Napoli, pp. 282-296.
- Poggi, I. (2007). "Enthusiasm and its contagion. Nature and function". In Paiva, A., Prada, R., & Picard, R. W. (Eds.), *Affective Computing and Intelligent Interaction* (pp. 410-421). Berlin: Springer. [DOI:10.1007/978-3-540-74889-2_36](#). [ISBN:978-3-540-74888-5](#)

- Poggi I. (2006): "Social influence through face, hands, and body". In J.Allwood, B Dorriots, & S.Nicholson (Ed.) Proceedings from the "Second Nordic Conference on Multimodality", Department of Linguistics, Goteborg University, Goteborg 2006, pp.5-29.
- Poggi I. (1994): "Giustificarsi". In C.Castelfranchi, R.D'Amico e I.Poggi (a cura di) *Sensi di colpa*. Firenze: Giunti, 1994, pp.180-202.
- Castelfranchi C. & Poggi I. (1987): "Communication: Beyond the Cognitive Approach and Speech Act Theory". In J.Verschueren and M.Bertuccelli Papi (Eds.) *The Pragmatic Perspective*. Amsterdam: John Benjamins, 1987, pp.239-254.
- Poggi I., Castelfranchi C. e Parisi D. (1981): "Answers, Replies and Reactions". In H.Parret, M.Sbisa' and J.Verschueren (Eds.) *Possibilities and Limitations of Pragmatics*. Asterdam: John Benjamins, 1982, pp.569-591.
- Castelfranchi C. & Poggi I. (1990): "Blushing as a Discourse: Was Darwin Wrong?". In R.Crozier (Ed.) *Shyness and Embarrassment. Perspectives from social Psychology*. New York: Cambridge University Press, 1990, pp.230-251.
- Castelfranchi C. e Poggi I.: "Ingredienti per una macchina che si vergogna". In V.D'Urso (a cura di) *Imbarazzo, vergogna e altri affanni*. Milano: Cortina, 1990, pp.115-138.
- Castelfranchi C. e Poggi I.: "Vergogna". In C.Castelfranchi (a cura di) *Che figura. Emozioni e immagine sociale*. Bologna: Mulino, 1988, pp.161-207.
- Castelfranchi C. e Poggi I.: "Pena". In C.Castelfranchi (a cura di) *Che figura. Emozioni e immagine sociale*. Bologna: Mulino, 1988, pp.237-262.
- Boffa S., Pascucci F. e Poggi I.: "La banca delle bugie". In M.Bonfantini, C.Castelfranchi, A.Martone, I.Poggi e J.Vincent (a cura di), *Menzogna e simulazione*. Edizioni Scientifiche Italiane, Napoli, 1997, pp. 227-240.
- D'Amico R & Poggi I.: "Criteria for the moral evaluation of deception". In A.L.Comunian e U.P.Gielen (Eds.) *Advancing Psychology and its applications. International perspectives*. Milano: Angeli, 1995. pp.135-149.
- Poggi I., Boffa S. e Castelfranchi C.: "L'inganno: comunicazione non cooperativa". In F.Orletti (a cura di) *Tra conversazione e discorso*. Roma: La Nuova Italia Scientifica, 1994, pp.185-202.
- Castelfranchi I. e Poggi I. (1993): "Lying as pretending to give information". In H.Parret (Ed.) *Pretending to communicate*. Berlin/New York: Walter de Gruyter Verlag, 1993, pp.276-291.
- Magno Caldognetto E. e Poggi I. (1995): "Creative iconic gestures". In R.Simone (Ed.) *Iconicity in Language*. Amsterdam: John Benjamins, 1995, pp.257-275.
- Poggi I., & Roberto E. (2007). "Meaningful eyes". In E.Ahlsén, P.J.Henrichsen, R.Hirsch, J.Nivre, A.Abelin, S.Stroemqvist, S.Nicholson, & B.Dorriots (Eds.), *Communication – Action – Meaning. A festschrift to Jens Allwood*. Department of Linguistics, Goteborg University, Goteborg, pp. 325-341.
- Poggi I. and Pelachaud C. (2000): "Performative facial expressions in Animated Faces". In J.Cassell, J.Sullivan, S.Prevost, & E.Churchill (Eds.) *Embodied Conversational Agents*. Cambridge (Mass.): The MIT Press, 2000, pp.155-188.
- Poggi I. & Pelachaud C. (2002): "Signals and meanings of gaze in Animated Faces". In P.McKevitt, S. O' Nuallàin, Conn Mulvihill (Eds.) *"Language,Vision, and Music. Selected papers from the 8th International Workshop on the Cognitive Science of Natural Language Processing, Galway, 1999"*. Amsterdam: John Benjamins, 2002, pp.133-144.
- Poggi I. & Chirico R. (1998): "The meanings of smile". In S.Santi, B.Guaitella, C.Cavé & G.Konopczynski (Eds.) *"Oralite' et gestualite', communication multimodale, interaction"*. Paris: L'Harmattan, 1998, pp.159-164.
- Poggi I.: "Mind Markers". In M.Rector, I.Poggi and N.Trigo (Eds.) *Gestures. Meaning and Use*. Edicoes Universidade Fernando Pessoa, Oporto 2003, pp. 119-132.
- Poggi I. (2002): "The lexicon of the conductor's face". In P.McKevitt, S. O' Nuallàin, Conn Mulvihill (Eds.) *"Language,Vision, and Music. Selected papers from the 8th International Workshop on the Cognitive Science of Natural Language Processing, Galway, 1999"*. Amsterdam: John Benjamins, 2002, pp.271-284.
- Cecchi M. & Poggi I. (1998): "Bimodality in films: the meaning of music in the sound-track". In S.Santi, B.Guaitella, C.Cavé & G.Konopczynski (Eds.) *"Oralite' et gestualite', communication multimodale, interaction"*. Paris: L'Harmattan, pp. 315-319.

PROCEEDINGS

- Origlia, A., Savy, R., Cataldo, V., Schettino, L., Ansani, A., Sessa, I., Chiera, A. & Poggi, I. (2019, June). Human, All Too Human: Towards a Disfluent Virtual Tourist Guide. In *Adjunct Publication of the 27th Conference on User Modeling, Adaptation and Personalization* (pp. 393-399). ACM.

- Cataldo, V., Schettino L., Savy, R., Poggi, I., Origlia, A., Ansani, A., Sessa, I., Chiera, A. (2019). Phonetic and functional features of pauses, and concurrent gestures, in tourist guides' speech. In D. Piccardi, F. Ardolino, S. Calamai Proceed (Eds.) Proceedings of the XV AISV Conference: *Gli archivi sonori al crocevia tra scienze fonetiche, informatica umanistica e patrimonio digitale / Audio archives at the crossroads of speech sciences, digital humanities and digital heritage*. DOI:10.17469/O2106AISV00001, http://www.aisv.it/StudiAISV/2019/vol_6/013_CataldoSchettinoEtAlia.pdf
- Origlia, Antonio; Savy, Renata; Poggi, Isabella; Cutugno, Francesco; Alfano, Iolanda; D'Errico, Francesca; Vincze, Laura; Cataldo, Violetta (2018): An Audiovisual Corpus of Guided Tours in Cultural Sites: Data Collection protocols in the CHROME Project. In: AVI-CH 2018 Advanced Visual Interfaces for Cultural Heritage in AVI '18 Proceedings of the 2018 International Conference on Advanced Visual Interfaces New York ACM Publications Vol.Vol-2091, Pag.1-4. ISBN:978-1-4503-5616-9. AVICH 2018: Workshop on Advanced Visual Interfaces for Cultural Heritage. Castiglione della Pescaia, Grosseto (Italy) May 29 - June 01, 2018. DOI: 10.1145/3206505.3206597
- Catarci, T, Amendola, M, Bertacchini, F., Poggi, I., Tarantino, L. (2018). Digital interaction: Where are we going? Proceedings of the Workshop on Advanced Visual Interfaces AVI.
- D'Errico F., Poggi I. (2018). The lexicon of feeling offended. In: (a cura di): D'Errico F Grasso F Nissim M Novielli N Patti V, Proceedings of the Symposium on Emotion Modelling and detection in social media and online interaction. p. 9-15, Liverpool, April 5th, 2018
- Poggi, I., Ansani, A., and Cecconi, C. (2018): Sighs in everyday and political communication. ACL 2018. Laughter Workshop, Paris, September 27-28, 2018.
- Poggi, I., and Ansani, A. (2018) The lexicon of the conductor's gaze. Proceedings of MOCO (MOVement Computing 2018), Genoa, Italy, June 28-30, 2018.
- D'Errico, F., & Poggi, I. (2016). When the "truth" can (softly) hurt. Effects of political orientation on different forms of parody. In Cognitive Infocommunications (CogInfoCom), 2016 7th IEEE International Conference (pp. 219-226).
- Vincze, L., and Poggi, I. (2016): "I am really certain of this! Towards a multimodal repertoire of signals communicating a high degree of certainty". Proceedings of the MMSYM (MultiModal Symposium) 2016. Copenhagen, September 29-30, 2016, pp.102-110.
- Poggi I. & Ansani A. (2016): Forte, piano, crescendo, diminuendo. Gestures of intensity in orchestra and choir conduction. Proceedings of the MMSYM (MultiModal Symposium) 2016. Copenhagen, September 29-30, 2016, pp.111-119.
- Ansani A., D'Errico F., Poggi I. (2017) "It Sounds Wrong..." Does Music Affect Moral Judgement? Proceedings of EMORE, Trieste EMORE@ICCSA2017. International Multidisciplinary Workshop on Emotion Recognition, 3-6 July 2017, Trieste, Italy. In: O.Gervasi, B. Murgante, & S.Mysra (eds) Computational Science and Its Applications – ICCSA 2017. Lecture Notes in Computer Science, vol 10409, pp.753-760. Springer, Cham.
- D'Errico F., Poggi I. (2017) "Humble" Politicians and Their Multimodal Communication. Proceedings of EMORE, Trieste EMORE@ICCSA2017, International Multidisciplinary Workshop on Emotion Recognition, 3-6 July 2017, Trieste, Italy. In: O.Gervasi, B. Murgante, & S.Mysra (eds) Computational Science and Its Applications – ICCSA 2017. Lecture Notes in Computer Science, vol 10406, pp.705-717. Springer, Cham. ISBN:9783319623979 vol. 10406. DOI:10.1007/978-3-319-62398-6_50.
- D'Errico F, Poggi I, Corriero R (2015). When minorities' group discussions in social media become a resilient strategy. In: Emotion and Sentiment in Social and Expressive Media: opportunities and challenges for emotion-aware multi agent systems, vol 1351, p. 116-126, Aachen: CEUR Workshop Proceedings, Istanbul, 5 May 2015
- D'Errico F, Poggi I, Corriero R (2014). Aggressive language and insults in digital political participation.. In: (a cura di): Niki Lambropoulos, Proceedings of Multiconference on computer science and Information systems: Web Based Communities and Social Media 2014.. p. 105-114, Lisboa:University of Lisboa, Lisboa, July 17-19, 2014
- Poggi I, D'Errico F (2014). Cognitive processes and multimodal communication in the parody of politicians.. In: (a cura di): Patrizia Paggio, Bjørn Wessel-Tolvig, Proceedings of the 1st European Symposium on Multimodal Communication. p. 65-72, Norrköping: Linköping University Electronic Press, Malta, October 17-18, 2013
- Poggi I., D'Errico F. (2013) Towards the Parody Machine. Qualitative analysis and cognitive processes in the parody of a politician. In A. Petrosino, L. Maddalena, P. Pala (Eds.): ICIAP 2013 Workshops, LNCS 8158, pp. 491–500, 2013. Springer-Verlag Berlin Heidelberg 2013
- D'Errico F. Poggi I. (2013) The Parody of Politicians. Multimodal distorted imitation aimed at political discredit.. In Proceedings of 4th IEEE Intl' CogInfoCom 2013 (Cognitive Infocommunication) – Budapest, pp. 423-428, ISBN: 978-1-4799-1544-6, IEEE Catalog Number: CFP1326R-USB

- D'Errico F., Signorello R., Demolin D., Poggi I. (2013) The perception of charisma from voice. A cross-cultural study. Proceedings of ACII Conference, IEEE, pp. 552- 557, doi:10.1109/ACII.2013.97
- Signorello, R., D'Errico, F., Poggi, I., Demolin, D., and Mairano, P. (2013). Charisma perception in political speech: a case study. In Mello, H., Pettorino, M., and Raso, T., editors, Proceedings of the VIIth GSCP International Conference: Speech and Corpora, pages 343–348. Firenze University Press
- D'Errico F, Vincze L., Poggi I (2013). “Questa è demagogia!” Effetti della vaghezza nella comunicazione politica - Atti del ANNO 1 - VOL.2 ISSN-2282 6009 118, pp- 118- 122.. In: Atti del X Convegno Annuale AISC 2013. vol. 1, p. 118-122, Roma: NEAScience, Padova
- D'Errico F, Vincze L, Poggi I. (2013) Face and head comments. Taking the floor without words. In Mello, H., Pettorino, M., and Raso, T., editors, Proceedings of the VIIth GSCP International Conference: Speech and Corpora, pages 360–365. Firenze University Press.
- D'Errico, F., Vincze L. Poggi, I. (2013). Vagueness in Political Discourse. In S. Villalta & Cabrio (eds) Proceedings of 2nd International Workshop on Argumentation in Artificial Intelligence and Philosophy: computational and philosophical perspectives. ARGAI, Torino, 3 Dicembre 2013, pp.1-12.
- Vincze L., Poggi I. (2013) Multimodal markers of One's Own and the Other's Vagueness. AI*HCI 2013, Workshop of the XIII AI*IA Conference, December 4th, 2013, Turin, Italy. ISBN:1613-0073.
- Poggi I, D'Errico F. (2013). Multimodal Acid Communication: a Case Study on a politician. In C.Bosco, E.Cambria, R.Damiano, V.Patti, P.Rosso (Eds.) Proceedings of the First International Workshop on Emotion and Sentiment in Social and Expressive Media: approaches and perspectives from AI (ESSEM 2013) XIII International Conference of the Italian Association for Artificial Intelligence (AI*IA 2013), Turin, vol. 1096; ISSN: 1613-0073, pp.59-70; <http://ceur-ws.org/Vol-1096/>
- Poggi, I., D'Errico, F., and Leone, G. (2012). Pedagogical stances and their multimodal signals. In Choukri, K., Declerck, T., DoA Y'an, M.U., Maegaard, B., Mariani, J., Odijk, J., and Piperidis, S., editors, Proceedings of the Eight International Conference on Language Resources and Evaluation (LREC'12), Istanbul, Turkey. European Language Resources Association (ELRA), pp.3233-3240, isbn: 978-2-9517408-7-7
- D'Errico F., Leone G., Poggi I., (2012) Pedagogical stance. The Teacher's position and its social signals. Proceedings of IEEE Social Computation, Amsterdam, 3-5 september IEEE Computer Society, p. 926-931, ISBN/ISSN:978-0-7695-4848-7, doi:10.1109/SocialCom-PASSAT.2012.121.
- Signorello R., D'Errico F., Poggi I., Demolin D. (2012) How charisma is perceived from speech. A multidimensional approach. Proceedings of IEEE Social Computation, Amsterdam, 3-5 september IEEE Computer Society, p. 435-440, ISBN/ISSN:978-0-7695-4848-7/12, doi:10.1109/SocialCom-PASSAT.2012.68.
- D'Errico F., Signorello R., Poggi I. (2012) Le dimensioni del carisma. In M. Cruciani e F. Cecconi (a cura di), Atti del Convegno AISC 2012, Associazione Italiana Scienze Cognitive, pp 245-252; ISBN 978-88-8443-452-4.
- Poggi I. and D'Errico F. (2011): Acid communication. II Congresso Internacional "Interfaces da Psicologia", Qualidade de Vida... Vida de Qualidade, Evora, November 14-15, 2011.
- Poggi I. and Vincze L. (2011). Communicating vagueness by hands and face. Proceedings of the International Conference on Multimodal Interaction, Workshop on Multimodal Corpora, Alicante, Spain, November 18th, 2011.
- Poggi I., D'Errico F. & Vincze L., (2010). Types of Nods. The Polysemy of a Social Signal. In N. Calzolari et al. (Eds). Proceedings of the Seventh conference on International Language Resources and Evaluation (LREC'10). Malta 19-21 May. European Language Resources Association (ELRA), pp.2570-2576. Isbn: 2-9517408-6-7.
- Poggi I. & Vincze L. (2009) “Gesture, gaze and persuasive strategies in political discourse”. Proceedings of the Workshop on Multimodal Corpora, LREC, Marrakech, May 2008. Springer Berlin / Heidelberg, 73-92
- Poggi I., Vincze L. (2008), Showing disinterest. A persuasive strategy to win the electors' trust, Proceedings of the Workshop on Computational Models of Natural Arguments, CMNA, Patras, Greece, July 2008, pp.49-54.
- Poggi I. & Zuccaro V. (2008): “Admiration”. Proceedings of the Workshop AFFINE: Affective Interaction in Natural Environment, Post-conference workshop of ICMI 2008, Chania, Crete, 24 sept. 2008.
- Poggi, I. (2008): “Types of goals and types of emotions”. Proceedings of the Workshop AFFINE: Affective Interaction in Natural Environment, Post-conference workshop of ICMI 2008, Chania, Crete, 24 sept. 2008.
- POGGI I. e MAGNO CALDOGNETTO E. (2004): “Il parlato emotivo. Aspetti cognitivi, linguistici e fonetici”. Atti del Convegno Il parlato italiano. Napoli, 12-15 febbraio 2003. Napoli, D'Auria. CdRom, 2004.
- Poggi I. (2004): “Emotions from mind to mind”. In A.Paiva, R.Aylett & S.Marsella (Eds.) Proceedings of the Workshop W13: Empathic Agents. Third International Conference on Autonomous Agent Systems, AAMAS 2004, New York, July 19-23, 2004.
- Poggi I. e Germani M. (2003): “Emotions at work”. Proceedings of “Haamaha2003. 8th International Conference on Human Aspects of Advanced Manufacturing: Agility and Hybrid Automation”. Roma, 26-30 Maggio 2003, pp.461-468.

- Poggi I., Pelachaud, C. & De Carolis B. (2001): "To display or not to display? Towards the architecture of a Reflexive Agent". Proceedings of the 2nd Workshop on Attitude, "Personality and Emotions in User-adapted Interaction". User Modeling 2001, Sonthofen (Germany), 13-17 July 2001.
- SCHROEDER, M., HEYLEN D., & POGGI, I. (2006). "Perception of non-verbal emotional listener feedback". Speech Prosody 2006, Dresden, Germany 2006.
- Poggi I. (2006): "Body and mind in the Pianist's performance". In M.Baroni, M.R.Addressi, R.Caterina, & M.Costa (Eds.), Proceedings of the 9th International Conference on Music Perception and Cognition, ICMPC, Bologna, 22-26 August, 2006, pp.1044-1051.
- Poggi I., Spagnolo A., and D'Errico F. (2010). The morphemes of the eyelids. In Atti del Congresso "La Comunicazione Parlata", Napoli, 23-25 febbraio 2009.
- Poggi I., and Vincze L. (2009). The persuasive import of gesture and gaze. In M.Kipp, J.C.Martin, P.Paggio (Eds.) Proceedings of the Workshop on Multimodal Corpora: From Models of natural Interaction to Systems and Applications, LREC. 10.1007/978-3-642-04793-0, p.46-51.
- Poggi I., Pelachaud C., de Rosis F., Carofiglio V., and De Carolis B. (2005). GRETA. A Believable Embodied Conversational Agent. In O.Stock, M.Zancanaro (Eds.) Multimodal Intelligent Information Presentation, pp.3-15. DOI: [10.1007/1-4020-3051-7_1](https://doi.org/10.1007/1-4020-3051-7_1)
- Magno Caldognetto E., Poggi I., Cosi P., Cavicchio F., and Merola G. (2004) Multimodal Score. An ANVIL based Annotation scheme for multimodal audio-video analysis. In Proceedings of the Workshop on Multimodal Corpora, LREC 2004, 25, pp.29-33.
- Poggi I. and D'Errico F. (2010) Cognitive Modelling of Human Social Signals. In Proceedings of SSPW 2010 – Social signal Processing Workshop, Firenze, October 29, 2010, ACM, Sheridan Press, New Jersey, Usa, pp.21-26. DOI: [10.1145/1878116.1878124](https://doi.org/10.1145/1878116.1878124); ISBN: 978-1-4503-0174-9/10/10.
- Poggi I. and D'Errico F. (2009) "Social Signals and the action – cognition loop. The case of overhelp and evaluation." Proceedings of the 1st IEEE International Workshop on Social Signal Processing, Amsterdam, September 13th, 2009.

Roma, December 16th, 2020