

# Curriculum Vitae – Fabio Paglieri

## Personal Data

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Born Savona, 8 March 1976  
Office Via S. Martino della Battaglia 44, 00185 Roma, Italy  
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Mobile +39 348 3542376  
E-mail [fabio.paglieri@istc.cnr.it](mailto:fabio.paglieri@istc.cnr.it)  
Webpage <http://www.istc.cnr.it/it/people/fabio-paglieri>  
Civil status Married, two sons  
Position Researcher at the Institute for Cognitive Science and Technologies of the CNR, Roma

## Education

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2006 PhD in *Cognitive Sciences* (with honors), University of Siena, Italy  
2001 MA in *Communication Sciences*, University of Siena, Italy. Final grade: 110/110 cum laude

## Grants, contracts, bursaries and teaching experience

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2010-... Permanent research position at the Institute for Cognitive Sciences and Technologies, CNR Roma, IT (since April 1, 2010)  
2013-2014 Instructor in “Logic and critical thinking” at the LUISS University, Rome (2 modules of 15 hours each)  
2010 Selected as journal keeper for *Nature’s* 2010 Post Doc Journal (first entry: April 2010)  
2010 ESF Short Term Mobility grant, Georgia State University, Atlanta, US  
2009-2010 American Society of Primatologists grant (with E. Addressi), Institute for Cognitive Sciences and Technologies, CNR Roma, IT  
2009-2012 Assistant lecturer (“cultore della materia”) in the course on “Psychology and economics” (C. Castelfranchi) at the LUISS University, Rome  
2007-2010 Research contract, Institute for Cognitive Sciences and Technologies, CNR Roma, IT  
2008 ESF Short Term Mobility grant, University of Bristol, UK  
2007-2008 Research grant, Consiglio Nazionale delle Ricerche, Roma, IT  
2006-2007 Research contract, Institute for Cognitive Sciences and Technologies, CNR Roma, IT  
2006 EU travel grant, University of Bristol, UK, and University of Oslo, NO  
2005-2006 Research contract, University of Siena and Institute for Cognitive Sciences and Technologies, CNR Roma, IT  
2001-2004 PhD fellowship in Cognitive Sciences, University of Siena, IT  
2003-2004 Visiting scholar at the Institute for Logic, Language and Computation (ILLC), University of Amsterdam, NL  
1998-1999 Erasmus/Socrates fellowship in Communication Sciences, University of Groningen, NL

## Languages

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Italian Native speaker  
English Excellent fluency, both in speech and in writing

## Computer skills

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Excellent expertise with Windows and MacOS (Apple) operating systems  
Good competences in web-design and mark-up languages (HTML)

## Research interests

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Cognitive and social psychology, cognitive primatology, philosophy of mind and theories of intentional action, behavioural economics, with special emphasis on the following areas:

- the role of time and risk in decision-making (intertemporal choice, temporal preferences, time discounting, risky choices, impulsivity, self-control)
- cognitive analysis of intentional processes, in particular re: interactions between motivational and epistemic factors (belief-mediated goal-processing)
- argumentation theories, critical thinking, and the study of persuasion and negotiation
- models of belief dynamics and theories of trust
- the role of social interactions and communication dynamics in the development of the self and of metacognitive capacities (consciousness, mindreading, anticipation)

## Editorial activities

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*Naturejobs* Postdoc Journal keeper for the year 2010, following public selection. List of entries:

- 07 April 2010: "Fight or flight?" (<http://www.nature.com/naturejobs/2010/100408/full/nj7290-1.html>)  
22 April 2010: "The junior senior supervisor", *Nature* 464, p. 1233 (column)  
(<http://www.nature.com/naturejobs/2010/100422/pdf/nj7292-1233b.pdf>)  
28 July 2010: "Discipline beyond disciplines" (<http://www.nature.com/naturejobs/2010/100729/full/nj7306-1.html>)  
19 January 2011: "Confessions of a procrastinator", *Nature* 469, p. 435 (column)  
(<http://www.nature.com/naturejobs/2011/110120/pdf/nj7330-435a.pdf>)  
16 February 2011: "The breeding of researchers" (<http://www.nature.com/naturejobs/2011/110217/full/nj7334-1.html>)

Associate Editor of *Topoi. An International Review of Philosophy*, jointly with E. Bencivenga, General Editor (since 2007) – sole Editor-in-chief from January 2012 onward

Editor-in-chief of *Sistemi Intelligenti* (since 2012)

Series editor of *Studies in Logic and Argumentation* (with D. Gabbay, T. Bench-Capon, P. M. Dung, M. Guarini, L. Rips, J. Woods), College Publications, London (since 2008)

Member of the Editorial Board of *Argument & Computation* (since 2010) and *Sistemi Intelligenti* (since 2009)

Ad hoc referee for the following journals (since 2004):

*Mind & Language; Artificial Intelligence; PlosONE; Synthese; Erkenntnis; IEEE Intelligent Systems; Journal of Philosophical Logic; Journal of Applied Logic; Topoi; Journal of Pragmatics; Psychonomic Bulletin & Review; Psychological Research; Cognitive Processing; Cognitive Systems Research; Motivation & Learning; Argumentation; Argument & Computation; Informal Logic; Computers & Education; International Journal of Artificial Intelligence; JASSS; Giornale Italiano di Psicologia; Sistemi Intelligenti*

## Publications

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### Books

Paglieri, F. (in preparation). *Mente e tempo. La rappresentazione cognitiva dei processi temporali*. Mondadori, Milano.

Paglieri, F. (in preparation). *Critica*. Il Mulino, Bologna (collana "Parole controtempo").

Paglieri, F. (2014). *Saper aspettare*. Il Mulino, Bologna (collana "Farsi un'idea").

### Journal articles

Paglieri, F., Mancini, F. (submitted). "The recovery effect: endowment meets intertemporal choice". *Acta Psychologica*, under review.

- Felletti, S., Paglieri, F. (submitted). "The illusionist and the folks. On the role of conscious planning in intentionality judgments". *Philosophical Psychology*, under review.
- Boudry, M., Paglieri, F., Pigliucci, M. (submitted). "The fake, the flimsy, and the fallacious: Demarcating arguments in real life". *Argumentation*, under review.
- Bellagamba, F., Addressi, E., Focaroli, V., Pecora, G., Maggiorelli, V., Pace, B., Paglieri, F. (submitted). "Theory of mind is not for hotheads: false belief understanding and "cool" inhibitory control in 3-and 4-year-old Italian children". *Frontiers in Psychology*, under review.
- Paglieri, F., Parisi, D., Patacchiola, M., Petrosino, G. (in press). "Investigating intertemporal choice through experimental evolutionary robotics". *Behavioural Processes*, forthcoming.
- Paglieri, F. (2015). "Bogency and goodacies: On argument quality in virtue argumentation theory". *Informal Logic*, forthcoming.
- Paglieri, F., Addressi, E., Sbaffi, A., Tasselli, I., Delfino, A. (2015). "Is it patience or motivation? On motivational confounds in intertemporal choice tasks". *Journal of the Experimental Analysis of Behavior* 103 (1), pp. 196-217.
- Paglieri, F. (2014). Accepted by whom? On the empirical roots of Aristotle's dialectic. *Revue Internationale de Philosophie* 270, pp. 393-402.
- Paglieri, F., Addressi, E., De Petrillo, F., Laviola, G., Mirolli, M., Parisi, D., Petrosino, G., Ventricelli, M., Zoratto, F., Adriani, W. (2014). "Nonhuman gamblers: lessons from rodents, primates, and robots". *Frontiers in Behavioral Neuroscience*, 8:33. doi: 10.3389/fnbeh.2014.00033
- Paglieri, F. (2014). "Nothing persuades like success: reflections on partially and over-successful persuasion – a reply to Debowska-Kozłowska". *Argumentation* 28 (3), pp. 341-348.
- Paglieri, F. (2014). "Menti in crisi: per una scienza cognitiva della crisi economica, sociale e politica". *Sistemi Intelligenti* 26 (1), pp. 171-172.
- Paglieri, F., Castelfranchi, C. (2014). "Trust, relevance, and arguments". *Argument & Computation* 5 (2-3), pp. 216-236.
- Paglieri, F., Castelfranchi, C., da Costa Pereira, C., Falcone, R., Tettamanzi, A., Villata, S. (2014). "Trusting the message and the messenger: feedback dynamics from information quality to source evaluation". *Computational and Mathematical Organization Theory*, 20 (2), pp. 176-194.
- Addressi, A., Bellagamba, F., Delfino, A., De Petrillo, F., Focaroli, V., Macchitella, L., Maggiorelli, V., Pace, B., Pecora, G., Rossi, S., Sbaffi, A., Tasselli, M. I., Paglieri, F. (2014). "Waiting by mistake: symbolic representation of rewards modulates intertemporal choice in capuchin monkeys, preschool children and adult humans". *Cognition* 130 (3), pp. 428-441.
- Beran, M., Evans, T., Paglieri, F., McIntyre, J., Addressi, E., Hopkins, W. (2014). "Chimpanzees (*Pan troglodytes*) can wait, when they choose to: a study with the hybrid delay task". *Animal Cognition* 17 (2), pp. 197-205.
- Paglieri, F. (2013). "The costs of delay. Waiting vs. postponing in intertemporal choice". *Journal of the Experimental Analysis of Behavior* 99 (3), pp. 362-377.
- Paglieri, F. (2013). "Choosing to argue: towards a theory of argumentative decisions". *Journal of Pragmatics* 59 (B), pp. 153-163.
- Paglieri, F., Focaroli, V., Bramlett, J., Tierno, V., McIntyre, J., Addressi, E., Evans, T., Beran, M. (2013). "The hybrid delay task: Can capuchin monkeys (*Cebus apella*) sustain a delay after an initial choice to do so?". *Behavioural Processes* 94, pp. 45-54.
- Paglieri, F., Borghi, A., Colzato, L., Hommel, B., & Scorolli, C. (2013). "Heaven can wait: how religion modulates temporal discounting". *Psychological Research* 77 (6) pp. 738-747.
- Paglieri, F., Scorolli, C., Borghi, A. (2013). "Modelli evolutivisti e differenze religiose: alcuni problemi". *Sistemi Intelligenti* 25 (2), pp. 359-366.
- Paglieri, F. (2013). "Fidarsi o non fidarsi degli ambienti digitali?". *Sistemi Intelligenti* 25 (2), pp. 417-420.
- Paglieri, F. (2013). "Dalla fiducia nel sopruso alla fiducia nel diritto: riflessioni sulla crisi della politica italiana". *Sistemi Intelligenti* 25 (1), pp. 138-152.
- Addressi, E., Paglieri, F., Beran, M., Evans, T., Macchitella, L., De Petrillo, F., Focaroli, V. (2013). "Delay choice versus delay maintenance: different measures of delayed gratification in capuchin monkeys (*Cebus apella*)". *Journal of Comparative Psychology* 127 (4), 392-398.
- Ventricelli, M., Focaroli, V., De Petrillo, F., Macchitella, L., Paglieri, F., & Addressi, E. (2013). "How capuchin monkeys (*Cebus apella*) behaviorally cope with increasing delay in a self-control task". *Behavioural Processes*

100, pp. 146-152.

Paglieri, F. (2012). "Le intenzioni fra filosofia e scienze cognitive. Note sul convegno *Intentions: Philosophical and Empirical Issues*, Roma, 29-30 Novembre 2012". *Rivista di Filosofia Neo-Scolastica* 104 (4), pp. 777-783.

Paglieri, F. (2012). "Argomentazione, decisione e razionalità". *Sistemi Intelligenti* 24 (3), pp. 415-431.

Villata, S., Falcone, R., da Costa Pereira, C., Castelfranchi, C., Tettamanzi, A., Paglieri, F. (2012). "Comunicazione e fiducia: un modello ad agenti su qualità delle informazioni e valutazione delle fonti". *Sistemi Intelligenti* 24 (3), pp. 559-579.

Paglieri, F. (2012). "Quale futuro per *Sistemi Intelligenti*?" . *Sistemi Intelligenti* 24 (2), pp. 357-365.

Paglieri, F. (2012). "Estendere la volontà: si può fare?". *Sistemi Intelligenti* 24 (1), pp. 87-98.

Evans, T., Beran, M., Paglieri, F., Addessi, E. (2012). "Delaying gratification for food and tokens in capuchin monkeys (*Cebus apella*) and chimpanzees (*Pan troglodytes*): When quantity is salient, symbolic stimuli do not improve performance". *Animal Cognition* 15, pp. 539-548.

Addessi, E., Paglieri, F., Focaroli, V. (2011). "The ecological rationality of delay tolerance: insights from capuchin monkeys". *Cognition* 119, pp. 142-147.

Paglieri, F., Woods, J. (2011). "Enthymemes: from reconstruction to understanding". *Argumentation* 25 (2), pp. 127-139.

Paglieri, F., Woods, J. (2011). "Enthymematic parsimony". *Synthese* 178, pp. 461-501.

Paglieri, F. (2010). "La struttura temporale dell'azione intenzionale: illusione della volontà o illusione delle neuroscienze?". *Sistemi Intelligenti* 22 (2), pp. 347-355.

Paglieri, F., Castelfranchi, C. (2010). "Why arguing? Towards a costs-benefits analysis of argumentation". *Argument & Computation* 1 (1), pp. 71-91.

Paglieri, F. (2009). "La filosofia sperimentale: distinzioni e cautele". *Sistemi Intelligenti* 21 (2), pp. 355-369.

Paglieri, F., Castelfranchi, C. (2008). "More than control freaks: Evaluative and motivational functions of goals". *Behavioral and Brain Sciences* 31 (1), pp. 35-36.

Paglieri, F., Castelfranchi, C. (2008). "Decidere il futuro: scelta intertemporale e teoria degli scopi". *Giornale Italiano di Psicologia* 35 (4), pp. 743-776 (target article).

Paglieri, F., Castelfranchi, C. (2008). "Il futuro non è deciso: risposte ai commenti". *Giornale Italiano di Psicologia* 35 (4), pp. 807-824 (reply to commentaries).

Paglieri, F., Castelfranchi, C. (2008). "Cambiare la mente: mindreading, azione intenzionale e coscienza". *Sistemi Intelligenti* 20 (3), pp. 489-520.

Paglieri, F., Manzotti, R. (2008). "La coscienza nelle scienze cognitive". *Sistemi Intelligenti* 20 (3), pp.365-370.

Paglieri, F. (2007). "Changing minds: The role of beliefs in cognitive dynamics". *Synthese* 155 (2), pp. 163-166.

Castelfranchi, C., Paglieri, F. (2007). "The role of beliefs in goal dynamics: Prolegomena to a constructive theory of intentions". *Synthese* 155 (2), pp. 237-263.

Paglieri, F. (2006). "Regole di gioco e norme sociali: crescere fra obbedienza e trasgressione". *Cittadini in crescita* 2/2006, pp. 44-61.

Paglieri, F. (2005). "Play, games, and philosophy". *Topoi* 24 (2), pp. 117-123.

Paglieri, F. (2005). "Playing by and with the rules: Norms and morality in play development". *Topoi* 24 (2), pp. 149-167.

Paglieri, F. (2003). "Progettare il gioco. Elementi di interazione ludica nel nuovo parco". *Il Velcro* 47, pp. 295-310.

Paglieri, F. (2002). "Credendo di giocare. Verso un'interpretazione cognitivista dei processi ludici". *Sistemi Intelligenti* 14 (3), pp. 371-415.

## Edited books

Paglieri, F. (ed.) (exp. 2015). *The psychology of argument: cognitive approaches to argumentation and persuasion*. London, College Publications.

Paglieri, F., Reed, C. (eds.) (exp. 2015). *Argumentation and social media: technological innovation for civic change*. Berlin, Springer.

Paglieri, F., Tummolini, L., Falcone, R., Miceli, M. (eds.) (2012). *The goals of cognition: essays in honour of Cristiano Castelfranchi*. London, College Publications, 870 pp.

Paglieri, F. (ed.) (2012). *Consciousness in interaction: the role of the natural and social environment in shaping*

consciousness. Amsterdam, John Benjamins, 404 pp.

### Edited journal issues

Paglieri, F., Reed, C. (eds.) (exp. 2015). Title: *Arguing on the Web 2.0*. Special issue of *Philosophy & Technology*, forthcoming in late 2015 / early 2016.

Paglieri, F. (ed.) (2014). Title: *Trust, argumentation and technology*. Special issue of *Argument & Computation*, 5 (2-3), September 2014.

Paglieri, F., Schlosser, M. (eds.) (2014). Title: *Intentions: empirical and philosophical issues*. Special issue of *Topoi*, 33 (1), March 2014.

Paglieri, F. (ed.) (2012). Title: *Argomentazione, processi cognitivi e nuove tecnologie*. Special issue of *Sistemi Intelligenti*, 24 (3), December 2012.

Paglieri, F., Tsakiris, M., Vierkant, T. (eds.) (2009). Title: *Consciousness studies*. Special issue of *Psyche*, 15 (1), February 2009.

Paglieri, F., Manzotti, R. (eds.) (2008). Title: *La coscienza nelle scienze cognitive*. Special issue of *Sistemi Intelligenti*, 20 (3), December 2008.

Paglieri, F. (ed.) (2007). Title: *Changing minds: The role of beliefs in cognitive dynamics*. Special issue of *Synthese: Knowledge, Rationality, and Action*, 155 (2), March 2007.

Paglieri, F. (ed.) (2005). Title: *Play, games and philosophy*. Special issue of *Topoi*, 24 (2), September 2005.

### Book chapters

Paglieri, F. (in press). "Arguments, conflicts and decisions". In I. Poggi, F. D'Errico, L. Vincze, A. Vinciarelli (eds.), *Conflict and negotiation: social research and machine intelligence*, Berlin, Springer, forthcoming.

Paglieri, F. (in press). "On the rationality of argumentative decisions". In F. Grasso, N. Green, C. Reed (eds.), *Computational models of natural argument*, Berlin, Springer, forthcoming.

Paglieri, F. (2013). "There's nothing like being free: default dispositions, judgments of freedom, and the phenomenology of coercion". In A. Clark, J. Kiverstein, T. Vierkant (eds.), *Decomposing the will*, Oxford University Press, Oxford, pp. 136-159.

Paglieri, F. (2013). "Agreements as the grease (not the glue) of society: a cognitive and social science perspective". In S. Ossowski (ed.), *Agreement Technologies*, Berlin, Springer, pp. 43-52.

Paglieri, F. (2012). "The irritation of doubt: when is it OK to scratch your beliefs?". In F. Paglieri, L. Tummolini, R. Falcone, M. Miceli (eds.), *The goals of cognition: essays in honour of Cristiano Castelfranchi*, London, College Publications, pp. 103-122.

Paglieri, F. (2012). "Ulysses' will: self-control, external constraints, and games". In F. Paglieri (ed.), *Consciousness in interaction: the role of the natural and social context in shaping consciousness*, Amsterdam, John Benjamins, pp. 179-206.

Hample, D., Paglieri, F., Na, L. (2012). "The costs and benefits of arguing: predicting the decision whether to engage or not". In F. van Eemeren, B. Garssen (eds.), *Topical Themes in Argumentation Theory*, Springer, Berlin, pp. 307-322.

Paglieri, F. (2010). "Committed to argue: on the cognitive roots of dialogical commitments". In C. Reed, C. Tindale (eds.), *Dialectics, dialogue and argumentation. An examination of Douglas Walton's theories of reasoning*, London, College Publications, pp. 59-71.

Paglieri, F., Castelfranchi, C. (2010). "In parsimony we trust: non-cooperative roots of linguistic cooperation". In A. Capone (ed.), *Perspectives on language use and pragmatics*, Lincom Europa, München, pp. 99-117.

Paglieri, F. (2009). "Acceptance as conditional disposition". In A. Hieke, H. Leitgeb (eds.), *Reduction: between the mind and the brain*, Ontos-Verlag, Berlin, pp. 29-49.

Paglieri, F., Woods, J. (2009). "Il problema degli entimemi: carità o parsimonia?". In P. Cantù, A. Cattani, I. Testa, P. Vidali (eds.), *Pratica e teoria dell'argomentazione*, Loffredo Editore, Napoli, pp. 109-122.

Paglieri, F., Castelfranchi, C. (2006). "The Toulmin test: Framing argumentation within belief revision theories". In D. Hitchcock, B. Verheij (eds.), *Arguing on the Toulmin Model: New essays in argument analysis and evaluation*, Springer, Berlin, pp. 359-377.

Paglieri, F., Castelfranchi, C. (2005). "Revising beliefs through arguments: bridging the gap between belief revision and argumentation in MAS". In I. Rahwan, P. Moratis, C. Reed (eds.), *Argumentation in Multi-Agent Systems*, Springer, Berlin, pp. 78-94.

Paglieri, F. (2003). "Il gioco di ruolo come sistema complesso: conseguenze pedagogiche e terapeutiche". In A. Angiolillo, L. Giuliano, B. Sidoti (a cura di), *Inventare destini: il gioco di ruolo nelle scuole italiane*, Bari, La Meridiana, pp. 137-142.

## Proceedings

Paglieri, F. (in press). "On argument quality in virtue argumentation theory". In F. Snoeck Henkemans, B. Garssen, G. Mitchell, D. Godden (eds.), *Proceedings of ISSA 2014*, Sic Sat, Amsterdam, forthcoming.

Castelfranchi, C., Paglieri, F. (in press). "The society of argument: on the social nature of reasoning and knowledge". In F. Snoeck Henkemans, B. Garssen, G. Mitchell, D. Godden (eds.), *Proceedings of ISSA 2014*, Sic Sat, Amsterdam, forthcoming.

Zelazek, F., Mirolli, M., Paglieri, F. (in press). "Argument as Olympics: playful competition in critical thinking education". In F. Snoeck Henkemans, B. Garssen, G. Mitchell, D. Godden (eds.), *Proceedings of ISSA 2014*, Sic Sat, Amsterdam, forthcoming.

Paglieri, F. (2013). "Argumentation, decision and rationality". In D. Mohammed, M. Lewinsky (eds.), *Virtues of Argumentation: Proceedings of OSSA 2013*, CD-ROM, Windsor, OSSA, pp. 1-12.

Paglieri, F., Castelfranchi, C. (2012). "Trust in relevance". In S. Ossowski, G. Vouros, F. Toni (eds.), *Proceedings of Agreement Technologies 2012*, CEUR-WS.org, Tilburg, pp. 332-346.

Villata, S., Paglieri, F., Tettamanzi, A., Falcone, R., da Costa Pereira, C., Castelfranchi, C. (2012). "Trusting the messenger and the message". In R. Falcone, S. Barber, J. Sabater-Mir, M. Singh (eds.), *Trust in Agent Societies (TRUST 2012)*, AAMAS, Valencia, pp. 79-93.

Cionea, I., Hample, D., Paglieri, F. (2011). "A test of the argument engagement model in Romania". In F. Zenker (ed.), *Argumentation: Cognition & Community. Proceedings of OSSA 2011*, CD-ROM, OSSA, Windsor, pp. 1-15.

Paglieri, F. (2011). "Commentary on "Cognitive effects of argument visualization tools" by Michael Hoffmann". In F. Zenker (ed.), *Argumentation: Cognition & Community. Proceedings of OSSA 2011*, CD-ROM, OSSA, Windsor, pp. 1-4.

Paglieri, F., Woods, J. (2011). "Enthymemes: from reconstruction to understanding". In F. van Eemeren, B. Garssen, A. Blair, G. Mitchell (eds.), *Proceedings of ISSA 2010*, Sic Sat, Amsterdam, pp. 1415-1427.

Hample, D., Paglieri, F., Na, L. (2011). "The costs and benefits of arguing: predicting the decision whether to engage or not". In F. van Eemeren, B. Garssen, A. Blair, G. Mitchell (eds.), *Proceedings of ISSA 2010*, Sic Sat, Amsterdam, pp. 718-732.

Paglieri, F. (2009). "Ruinous arguments: Escalation of disagreement and the dangers of arguing". In H. Hansen, C. Tindale, R. Johnson, J. Blair (eds.), *Argument Cultures: Proceedings of OSSA 2009*, CD-ROM, OSSA, Windsor.

Paglieri, F. (2007). "No more charity, please! Enthymematic parsimony and the pitfall of benevolence". In H. Hansen, C. Tindale, R. Johnson, A. Blair (eds.), *Dissensus and the search for common ground: Proceedings of OSSA 2007*, OSSA, Windsor.

Paglieri, F., Castelfranchi, C. (2007). "Belief and acceptance in argumentation. Towards an epistemological taxonomy of the uses of argument". In J. A. Blair, F. H. van Eemeren, C. A. Willard (eds.), *Proceedings of ISSA 2006*, Sic Sat, Amsterdam, pp. 1011-1018.

Paglieri, F., Castelfranchi, C. (2007). "What do we argue for? A goal-oriented taxonomy of the uses of argument". In C. Reed, F. Grasso, R. Kibble (eds.), *CMNA VII - Computational models of natural argument*, IJCAI, Hyderabad, pp. 42-48.

Paglieri, F., Castelfranchi, C. (2006). "Menti e argomenti: per un'analisi cognitiva delle pratiche argomentative". In A. Greco, C. Penco, G. Sandini, R. Zaccaria (eds.), *Scienze cognitive e robotica*, Erga Edizioni, Genova, pp. 121-126.

Paglieri, F., McKay, R. (2006). "Believing without accepting: The doxastic conception of delusions revised". In *Cervelli, persone e società. Atti del VII congresso nazionale SIFA*, Università Vita-Salute, Cesano Maderno (MI), pp. 113-115.

McKay, R., Paglieri, F. (2006). "A computational model of the Capgras delusion". In B. M. Velichkovsky *et al.* (eds.), *Proceedings of the 2<sup>nd</sup> Biennial Conference on Cognitive Science*, Russian Association for Cognitive Studies, St. Petersburg, pp. 111-112.

Paglieri, F. (2005). "See what you want, believe what you like: Relevance and likeability in belief dynamics". In L. Cañamero (ed.), *Agents that want and like: Motivational and emotional roots of cognition and action*, AISB, Hatfield UK, pp. 90-97.

- Paglieri, F., Castelfranchi, C. (2005). "Influence of social motivation over belief dynamics: A game-theoretical analysis". In B. Kokinov (ed.), *Advances in Cognitive Economics*, NBU Press, Sofia, pp. 202-213.
- Paglieri, F., Castelfranchi, C. (2005). "Arguments as belief structures: towards a Toulmin layout of doxastic dynamics?". In D. Hitchcock (ed.), *The uses of argument: Proceedings of OSSA 2005*, OSSA, Hamilton, pp. 356-367.
- Paglieri, F. (2004). "Data-oriented Belief Revision: towards a unified theory of epistemic processing". In E. Onaindia, S. Staab (eds.), *Proceedings of STAIRS 2004*, Amsterdam, IOS Press, pp. 179-190.
- Paglieri, F. (2004). "Cambiare idea: dai modelli formali della belief revision ad architetture cognitive per agenti realistici". In *Lavoro e scienze cognitive: ambienti, tecnologie, attività – Atti del II convegno nazionale AISC*, Interaction Design Institute, Ivrea (TO), pp. 59-61.
- Paglieri, F., Castelfranchi, C. (2004). "Argumentation and data-oriented belief revision: on the two-sided nature of epistemic change". In F. Grasso, G. Carenini, C. Reed (eds.), *Proceedings CMNA IV*, ECAI, Valencia, pp. 5-12.

## Abstracts

- Addressi, E., Paglieri, F., Focaroli, V., Visalberghi, E. (2012). "An egg today? Or a hen tomorrow? Delay discounting for primary and secondary rewards in capuchin monkeys". *International Journal of Primatology*, forthcoming.
- Macchitella, L., De Petrillo, F., Focaroli, V., Evans, T., Beran, M., Paglieri, F., Addressi, E. (2011). "Does preference for a larger delayed reward necessarily indicate self-control? An evaluation of the validity of the intertemporal choice task in capuchin monkeys". *Folia Primatologica* 82, p. 260.
- De Petrillo, F., Focaroli, V., Macchitella, L., Rossi, S., Paglieri, F., Addressi, E. (2011). "Delay discounting for primary and secondary rewards in capuchin monkeys". *Folia Primatologica* 82, p. 252.
- Focaroli, V., De Petrillo, F., Paglieri, F., Addressi, E. (2011). "Why capuchin monkeys (*Cebus apella*) have the patience of a saint? A comparative analysis of five primate species' performance in the intertemporal choice task". *Folia Primatologica* 82, p. 255.
- Ventricelli, M., Focaroli, V., De Petrillo, F., Macchitella, L., Paglieri, F., Addressi, E. (2011). "Response latency and self-directed behaviours by capuchin monkeys in an intertemporal choice task". *Folia Primatologica* 82, pp. 268-269.

## Book reviews

- Paglieri, F. (2013). "Critical notice of *Conductive Argument*". *Informal Logic* 33 (3), pp. 438-461.
- Paglieri, F. (2008). "Critical notice of *Reason Reclaimed*". *Informal Logic* 28 (2), pp. 170-192.
- Paglieri, F. (2004). "Walton's *Abductive Reasoning*". *Informal Logic* 24 (3), pp. 271-277.

## Dissertations

- Paglieri, F. (2006). *Belief dynamics: from formal model to cognitive architectures, and back again*. PhD dissertation in Cognitive Sciences, University of Siena. Main advisor C. Castelfranchi; secondary advisor C. Pizzi.
- Paglieri, F. (2001). *Le ragioni del gioco. Funzioni biologiche del comportamento ludico: verso una teoria della mente in gioco*. BA thesis in Communication Sciences, University of Siena. Main advisor C. Castelfranchi; secondary advisor E. Bencivenga.

## Conference talks and scientific presentations (sample)

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|------|---|
| 2014 | "An argument in a haystack: what do we need for better argumentative analysis?", Frontiers and Connections between Argumentation Theory and NLP, Bertinoro, 21-25 July 2014 |
| 2014 | "Trust, relevance and arguments", 12th ArgDiaP Conference: From Real Data to Argument Mining, Warsaw, 23-24 May 2014 (keynote talk)   |
| 2014 | "A dialogue on the extended mind" (with M. Di Francesco), 6 <sup>th</sup> Meeting on Neuroscience and Society, Padova, 14-16 May 2014                                       |
| 2013 | "The role of conflict in argumentative decisions", International Workshop on Conflict and Communication, Rome, 29-31 October 2013   |
| 2013 | "Argumentation, decision and rationality", 13 <sup>th</sup> Workshop on Computational Models of Natural Arguments, Rome, 14 June 2013 (keynote talk)                        |
| 2013 | "Experimental evolutionary robotics for ecological rationality: The case of intertemporal   |

- choice", 1<sup>st</sup> Herbert Simon Society conference, New York, 8-10 April 2013
- 2012 "Trust in relevance", Agreement Technologies conference, Dubrovnik, 15-16 October 2012
- 2012 "Self-control by excellence", The Answers of Philosophy: SIFA 20<sup>th</sup> anniversary conference, Alghero, 15 September 2012
- 2012 "The future in mind: from self-awareness to self-control", Consciousness and Personal Identity, Rome, 27 February 2012
- 2011 "Intertemporal choice: what can we learn from past mistakes?", Philosophy & Cognitive Science seminar, Bochum, 7 July 2011
- 2011 "Argumentative decisions: the role of costs and benefits in persuasive argumentation", Conference Communication and Cognition, Neuchâtel, 27 January 2011
- 2010 "Enthymemes: from reconstruction to understanding", ISSA 2010 conference, Amsterdam, 2 July 2010
- 2010 "What are you waiting for? The effect of reward type on tolerance for delay in capuchins and humans", LRC Seminar, Atlanta, 22 February 2010
- 2009 "Self-control as a social problem", CNCC Final Conference, Edinburgh, 4 October 2009
- 2009 "Nobody likes to wait in vain: the evolutionary roots of impulsivity", Conference Evolution, Co-operation & Rationality, Bristol, 19 September 2009
- 2009 "Why argue? Towards a cost-benefit analysis of argumentation", Argumentation Day @ MALLOW 2009, Torino, 11 September 2009
- 2009 "Ruinous arguments: Escalation of disagreement and the dangers of arguing", OSSA 2009 conference, Windsor, 4 June 2009
- 2009 "Playing with oneself: Willpower, self-control, and game theory", Philosophy and History of Science seminar, Bristol, 29 April 2009
- 2008 "The self is not a free market: Cooperation and competition in intrapersonal dilemmas", CONTACT workshop, Bristol, 11 December 2008
- 2008 "Bundling problems: A critique of Ainslie's theory of willpower", PPNB 2008 conference, Edinburgh, 26 June 2008
- 2008 "Parsimonious enthymemes: How scant resources affect argument reconstruction", Philosophy and History of Science seminar, Bristol, 27 February 2008
- 2007 "Beyond temptations and distractions: Metacognitive skills for intertemporal coordination", CNCC Conference, Paris, 12-13 July 2007
- 2007 "From mindreading to mindchanging: the influence function of metacognition and its import for self-consciousness", EuroCogSci 2007, Delphi, 23-27 May 2007
- 2006 "The role of beliefs in goal dynamics: prolegomena to a constructive theory of intentions", ILIKS annual meeting, Trento, 30 November 2006
- 2006 "From mindreading to mindchanging: ToM, argumentation, and belief change", NIAS Workshop, Wassenaar, 26 September 2006
- 2006 "Argumentation and belief revision", Workshop Argumentation in Science Education, Bristol, 27-28 March 2006
- 2005 "Data, beliefs, and acceptances: Ontology and dynamics of doxastic states", ESF Exploratory Workshop, Siena, 17-19 November 2005
- 2005 "Influence of social motivation over belief dynamics: A game-theoretical analysis", Conference Cognitive Economics, Sofia, 5-8 August 2005
- 2004 "Data-oriented Belief Revision: towards a unified theory of epistemic processing", STAIRS 2004 symposium, Valencia, 23-24 August 2004
- 2004 "AGM belief revision vs. cognitive models", ILLC advanced seminar, Amsterdam, 26 February 2004

## **Research projects design, management, evaluation (sample)**

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Coordinator of the following research projects:

- *Intertemporal choices for primary and secondary rewards: how capuchin monkeys and humans discount time with food and tokens.* ASP General Small Grant (with E. Addessi), August 2009



- *L'impazienza vien mangiando? Scelta intertemporale, tipo di rinforzo e tempi di consumo: primati umani e non umani a confronto*. ISTC intramural grant (with E. Addressi), May 2009
- *Argomentazione e identità nella società della conoscenza: gli effetti della multiculturalità e delle nuove tecnologie*. Research project under CNR call "Promozione Ricerca 2005 – Progetto Giovani", May 2006
- *CONTACT: Consciousness in Interaction: The Role of the Natural and Social Environment in Shaping Consciousness*. CRP consortium for CNCC ESF-EuroCORES programme, January 2006
- *DiCSI: Le Dinamiche della Conoscenza nella Società dell'Informazione*. PRIN 2005 project, April 2005
- *UDK: Understanding the Dynamics of Knowledge*. ESF Exploratory Workshop, May 2004
- *Changing Minds: Cognitive, Computational and Logical Approaches to Belief Change*. NWO research workshop, February 2004

Research partner in the following projects:

- *CLARA: CLOUD platform and smart underground imaging for natural Risk Assessment*. PON-MIUR, January 2014
- *PRISMA: Piattaforme cloud Interoperabili per SMART-government*. PON-MIUR, October 2012
- *L'amministrazione della giustizia in Italia: il caso della neurogenetica e delle neuroscienze*. Progetto premiale MIUR-CNR, April 2013
- *SINTELNET: European Network for Social Intelligence*. EU-FET Open CSA, June 2011

Member of the ESF Review Panel for the assessment of research proposals presented under the calls of the *European Science Foundation*, since May 2006

Member of the Advisory Board of the European Society for Multi-Agent Systems (EUMAS) for 2007-2009

Member Board of Directors of the European Association for Multi-Agent Systems (EURAMAS), since 2009.

Secretary/member of the Executive Board of the Italian Association for Cognitive Sciences (AISC), since 2013.

Chair of the Steering Committee for the European Conference on Argumentation (ECA), since 2013.

## Further information and updates

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Institutional homepage: <http://www.istc.cnr.it/it/people/fabio-paglieri>

*The treatment of personal data is authorized, in compliance with the Italian Law (D.L. 196/2003).*

Roma, 04 February 2015

Signed,

FABIO PAGLIERI