

PERSONAL INFORMATION

Raffaella Gallo

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WORKING POSITION

12/2021–in progress

Fixed-term Researcher (RTDA)- Scientific Disciplinary Sector SPS/07

Department of Statistics, “Sapienza” University of Rome

Title of the research project: “Creation of a Sapienza Green Hub for the construction of multi-actor cooperation networks in the eco-industry and the development of green jobs”

10/2020–in progress

Subject expert with reference to the following courses:

Methodology and Technique of Social Research (6 CFU), Sociology (9 CFU), Social Research Laboratory (3 CFU) - Course of Statistics, Economics and Society Social network analysis (6 CFU) - Statistical Sciences Course

Department of Statistics, “Sapienza” University of Rome

WORK EXPERIENCE

03/2022– in corso

Project Team member of the Jean Monnet Module “SPEAK-UP – SPreading women’s Empowerment and AKtive citizenship values to enhance Union Policies combating gender discrimination and violence in a globalized world”

Department of Statistics, “Sapienza” University of Rome (project supervisor Prof.ssa Fiorenza Deriu)

03/2022– in corso

Member of research group “Extreme poverty. A mixed-approach research on the network of services for homeless people”

Department of Communication and Social Research, “Sapienza” University of Rome (research supervisor Prof. Sergio Mauceri)

10/2021 – in corso

Research Supervisor of the research project “Perceive the mafia. A survey on the representations, opinions, behaviours of social media users towards organized crime”

Department of Statistics, “Sapienza” University of Rome

10/2021– in corso

Member of research group about centers for the prevention and contrast of gambling disorder commissioned by AZIENDA SANITARIA LOCALE ASL ROMA 1

Department of Statistics, “Sapienza” University of Rome (research supervisor Prof.ssa Fiorenza Deriu)

Title of project: "Mapping and analysis of local networks operating in the field of prevention, treatment and rehabilitation of Gambling Disorder"

03/2022

Participation in the "Site Visit at the University of National and World Economy" organizzata nell'ambito del progetto internazionale "ResearchCULT – Enhancing Research Culture in Kosova HE" (Co-founded by the Erasmus+ Programme on the European Union)

Department of Statistics, "Sapienza" University of Rome

10/2020– 12/2021

Research Fellow - Scientific Disciplinary Sector SPS/07

Department of Statistics, "Sapienza" University of Rome

Title of the research project: "Methodological strategies for analyzing mafia engagement through sentiment analysis techniques"

10/2021

Member of scientific-organizational committee of international congress held during the "Study visit at the Sapienza University of Rome" organized for the international project "ResearchCULT – Enhancing Research Culture in Kosova HE" (Co-founded by the Erasmus+ Programme on the European Union)

Department of Statistics, "Sapienza" University of Rome

04/2019–09/2019

Member of the scientific committee IMCOFE 2019. VII International Multidisciplinary Congress of Eurasia

Young Scholars Union

2018-2020

Research activity in Electoral Sociology Observatory

Department of Communication and Social Research, "Sapienza" University of Rome

01/2019–09/2019

Member of scientific-organizational committee of the 4st PhD Conference in Social Sciences

01/2017–12/2018

Member of research group "The Networks of Crime: understanding the mafias through the study of relationship systems "

Department of Communication and Social Research, "Sapienza" University of Rome (research supervisor Prof. Carmelo Lombardo)

01/2018–09/2018

Member of scientific-organizational committee of the 3st PhD Conference in Social Sciences

TEACHING

05/2022

"Excel-base for social research" Laboratory (12 hours overall)

CorisLab – Department of Communication and Social Research, "Sapienza" University of Rome

- 04/2022 Teaching activity in the training course “Writing scientific research articles/papers” held in the international project ResearchCult – Enhancing Research Culture in Higher Education in Kosovo” (Co-founded by the Erasmus+ Programme on the European Union)
University of Prishtina Hasan Prishtina
Lesson title: “How to identify scientific conferences where to present your scientific work and scientific journal to submit your article”
- 11/2021 Seminar "Introduction to Sentiment Analysis" (2 hours)
Department of Statistics, “Sapienza” University of Rome
Seminar held in the course of “Methodology and Technique of Social Research”, academic year 2021-2022
- 11/2021 “Sentiment Analysis” (8 hours)
Department of Statistics, “Sapienza” University of Rome
Course of II level Master “Big Data. Statistical methods for the knowledge society”, academic year 2021-2022
- 10/2021 Seminar "Empiric study of dark networks" (4 hours)
Department of Statistics, “Sapienza” University of Rome
Seminar held in the course of “Social Network Analysis”, academic year 2021-2022
- 09/2021 Seminar "Limits and virtues of online focus groups. Detection and treatment of empirical material" (4 hours)
CorisLab – Department of Communication and Social Research, “Sapienza” University of Rome
- 07/2021 “Social Research with Excel” (8 hours)
Department of Statistics, “Sapienza” University of Rome
- 06/2021 "The Social Network Analysis: the case of corruption networks" (6 hours)
Department of Communication and Social Research, “Sapienza” University of Rome
Lesson in co-teaching held in the PhD course “Communication, Social Research and Marketing”
- 05/2021 "Excel-base for social research" and "Excel-advanced for social research" laboratories (24 hours overall)
CorisLab – Department of Communication and Social Research, “Sapienza” University of Rome
- 04/2021 “The digital campaign for the 2018 political elections. Investigation strategies of the posting activity of the main Italian political parties” (2 hours)
Department of Communication and Social Research, “Sapienza” University of Rome
Lesson in co-teaching held in the course of “Politico communication”, academic year 2020-2021
- 04/2021 Seminar “Mafia Network. Analysis of social relationship in a Calabrian clan” (4 hours)
Department of Statistics, “Sapienza” University of Rome

	Seminar held in the course of "Sociology", academic year 2020-2021
04/2021-05/2021	"Excel-base for social research" and "Excel-advanced for social research" laboratories (24 hours overall) CorisLab – Department of Communication and Social Research, "Sapienza" University of Rome
	Course held in the PhD course "Communication, Social Research and Marketing", academic year 2020-2021
12/2020	Seminar "Mafia connections. A study on 'ndrangheta social networks" (4 hours) Department of Statistics, "Sapienza" University of Rome
	Seminar held in the course of "Sociology of social groups and networks", academic year 2020-2021
04/2020–05/2020	"Excel-base for social research" and "Excel-advanced for social research" laboratories (24 hours overall) CorisLab – Department of Communication and Social Research, "Sapienza" University of Rome
04/2020–05/2020	"Excel-base for social research" and "Excel-advanced for social research" laboratories (24 hours overall) CorisLab – Department of Communication and Social Research, "Sapienza" University of Rome
	Course held in the PhD course "Communication, Social Research and Marketing", academic year 2019-2020
03/2019–04/2019	"Excel-base for social research" and "Excel-advanced for social research" laboratories (24 hours overall) CorisLab – Department of Communication and Social Research, "Sapienza" University of Rome
03/2018–04/2018	"Excel-base for social research" and "Excel-advanced for social research" laboratories (24 hours overall) CorisLab – Department of Communication and Social Research, "Sapienza" University of Rome

EDUCATION AND TRAINING

27/05/2020–29/05/2020	Frequency of data analysis laboratory TEXTUAL ANALYSIS WITH IRAMUTEQ Department of Communication and Social Research, "Sapienza" University of Rome
11/2014–28/02/2018	Ph.D in COMMUNICATION, RESEARCH, INNOVATION - Curriculum OF Methodology of Social Sciences Department of Communication and Social Research, "Sapienza" University of Rome
04/07/2016–08/07/2016	Frequency of data analysis laboratory SOCIAL MEDIA: NETWORKING AND MAPPING

Department of Communication and Social Research, "Sapienza" University of Rome

24/08/2015–04/09/2015

Frequency of XII SUMMER SCHOOL ON METHOD AND SOCIAL RESEARCH
University of Salerno (Italy)

Participation in the course "How to analyze a trans-national file of a bi-alternative research" (Prof. Alberto Marradi), passing of a final exam with evaluation 29/30.

Participation in the course "Models of structural equations in sociology and economics" (Prof. Giovanni Di Franco).

01/2014–01/2015

II level Master in CRIMINOLOGICAL-FORENSIC SCIENCES – 110 cum laude/110
"Sapienza" University of Rome

10/2013–07/2014

Acquisition of English language certificate level B1
New British Centre, Rome

09/2010–07/2013

Master's Degree in APPLIED SOCIAL SCIENCES – 110 cum laude/110
"Sapienza" University of Rome

10/2011

Frequency of data analysis laboratory SPSS FOR SOCIAL SCIENCES
CorisLab - Sapienza" University of Rome

09/2006–07/2010

Bachelor's Degree in SOCIOLOGY
Sapienza" University of Rome

COMPETENZE PERSONALI

Mother tongue

Italian

Other Languages

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B1	B1	B1	B1	B1
Certificate of knowledge of the English language issued by the Ministry of Public Education					
Spanish	A1	A2	A2	A2	A2

Levels: A1 /A2 Basic User - B1/B2: Independent user - C1/C2: Proficient user
Common European Framework of Reference for Languages

Communications skills

High aptitudes for team work achieved in the university and professional fields.
Excellent skills in Social Media management acquired in the organization of national and international conferences.

Organizational/managerial skills

excellent skills in organizing work and study groups acquired in the organization of national and international conferences and coordination of research groups.

Digital skills

Excellent knowledge of the Office package (word, excel, power point) with specific utility in social research.
Excellent knowledge of SPSS statistical data analysis software.

Good knowledge of software for statistical-textual analysis (T-Lab, Iramuteq).
Excellent knowledge of Gephi and NodeXL software for Social Network Analysis.

SCIENTIFIC PUBLICATIONS

Book (edited by):

Brancato G., D'Ambrosio G., De Marchis E., Gallo R., Stolfi M., Tedesco M., (A cura di), *CNDSS 2019. Atti della IV Conferenza Nazionale delle Dottorande e dei Dottorandi in Scienze Sociali*, Sapienza Università Editrice (University Press).

Brancato G., D'Ambrosio G., De Marchis E., Esposto E., Ficcadenti C., Gallo R., Grivet Talocia F., Stolfi M., Tedesco M., Vaccaro A. (A cura di) 2019, *CNDSS 2018. Atti della III Conferenza Nazionale delle Dottorande e dei Dottorandi in Scienze Sociali*, Sapienza Università Editrice (University Press).

work in scientific journals and books:

Gallo R. 2022, *Relazioni sociali e crimine organizzato. Il caso di una rete 'ndranghetista*, FrancoAngeli, Milano, ISBN 9788835126959.

Deriu F., Gallo R. 2022, *Metodologie e tecniche per lo studio di alcune forme di violenza*, par. 6.2 (Violenza) in Corbisiero F. e Nocenzi M. (a cura di), *Manuale di educazione al genere e alla sessualità*, UTET Università, Torino, ISBN 9788860086921.

Deriu F., Gallo R. 2022, *Le nuove frontiere metodologiche dei gender studies*, par. 9.2 (Futuro) in *Manuale di educazione al genere e alla sessualità*, in Corbisiero F. e Nocenzi M. (a cura di), *Manuale di educazione al genere e alla sessualità*, UTET Università, Torino, ISBN 9788860086921.

Faggiano M.P., Gallo R. 2021, *Content Analysis and Digital Data: methodological solutions between tradition and innovation. The case of digital campaigns as meeting ground of expertises and research perspectives*, Italian Sociological Review, vol. 11, n. 2/2021.

Gallo R. 2020, *Per un'analisi delle reti di corruzione: una proposta metodologica*, in Lombardo C. (a cura di), *Area grigia, scambi illeciti e spazi di potere: un'analisi delle reti di corruzione*, FrancoAngeli, Milano.

Gallo R., Magnati M. C., Pennucci F. 2020, *Il circuito catanese del malaffare*, in Lombardo C. (a cura di), *Area grigia, scambi illeciti e spazi di potere: un'analisi delle reti di corruzione*, FrancoAngeli, Milano.

Gallo R., Pignedoli S. 2020, *Il network romano del malaffare*, in Lombardo C. (a cura di), *Area grigia, scambi illeciti e spazi di potere: un'analisi delle reti di corruzione*, FrancoAngeli, Milano.

Lombardo C., Gallo R. 2020, *Il circuito di corruzione catanese tra clientelismo politico, accordi mafiosi e cartelli d'impresa*, in Lombardo C. (a cura di), *Area grigia, scambi illeciti e spazi di potere: un'analisi delle reti di corruzione*, FrancoAngeli, Milano.

Lombardo C., Gallo R. 2020, *Mafia Capitale: un sodalizio di corruttori*, in Lombardo C. (a cura di), *Area grigia, scambi illeciti e spazi di potere: un'analisi delle reti di corruzione*, FrancoAngeli, Milano.

Gallo R. 2020, *Glossario metodologico*, in Lombardo C. (a cura di), *Area grigia, scambi illeciti e spazi di*

potere: un'analisi delle reti di corruzione, FrancoAngeli, Milano.

De Markis E., Gallo R. 2020, *Devianza, criminalità e controllo sociale: una sfida per le scienze sociali*, in AA.VV. (A cura di), *CNDSS 2019. Atti della IV Conferenza Nazionale delle Dottorande e dei Dottorandi in Scienze Sociali*, Sapienza Università Editrice (University Press).

De Markis E., Gallo R. 2019, *Brevi riflessioni su devianza, criminalità e controllo sociale*, in AA.VV. (A cura di) 2019, *CNDSS 2018. Atti della III Conferenza Nazionale delle Dottorande e dei Dottorandi in Scienze Sociali*, Sapienza Università Editrice (University Press), pp. 117-119.

Lombardo C., Faggiano M.P., Gallo R. 2019, *Le campagne digitali del M5s 2018-2019. Dalla squadra al leader?*, *Democrazia e Diritto*, 1/2019, pp. 7-49.

Gallo R. 2019, *The Social Network Analysis For The Study Of Mafia Associations. The Italian Case Of Mafia Capitale*, in Balcioğullari A. e Aydoğmuş Ördem O. (Ed.), *Social Sciences II*, Akademisyen Kitabevi A.Ş., Ankara, pp. 49-65, ISBN: 978-605-258-612-9.

Gallo R. 2019, *Break The Honor Promise: Reasons Why Calabrian Mafia Affiliates Decide To Collaborate With Justice*, in Balcioğullari A. e Aydoğmuş Ördem O. (Ed.), *Social Sciences II*, Akademisyen Kitabevi A.Ş., Ankara, pp. 67-79, ISBN: 978-605-258-612-9.

Gallo R. e Sallusti S. 2019, *I numeri social. Facebook e Twitter nella campagna elettorale 2018*, in Lombardo C., Novelli E., Ruggiero C. (a cura di), *La società nelle urne. Strategie comunicative, attori e risultati delle elezioni politiche 2018*, Franco Angeli, Milano, pp. 203-221, ISBN: 978-88-917-8150-5.

Faggiano MP., Gallo R., Sallusti S. 2019, *La dimensione online della campagna elettorale: gli studenti d'indagine*, in Lombardo C., Novelli E., Ruggiero C. (a cura di), *La società nelle urne. Strategie comunicative, attori e risultati delle elezioni politiche 2018*, Franco Angeli, Milano, pp. 198-202, ISBN: 978-88-917-8150-5.

Gallo R. e Sallusti S. 2019, *The statistics of 2018 Italian Digital Campaign: political parties on Facebook and the engaged audience*, in Christian Ruggiero, Hasan Arslan, Giovanna Gianturco (Ed.), *Contemporary Approaches in Social Science Researches*, E-BWN, Bialystok, pp. 353-362, ISBN: 978-83-953142-1-6.

D'Ambrosio G., De Marchis E., Gallo R. 2019, *Two presidents in comparison: explore the Obama and Trump communication approaches by means of content analysis tools*, in Christian Ruggiero, Hasan Arslan, Giovanna Gianturco (Ed.), *Contemporary Approaches in Social Science Researches*, E-BWN, Bialystok, pp. 363-370, ISBN: 978-83-953142-1-6.

Gallo R. 2018, *Il ruolo sociologico del segreto*, in Bonolis M. e Lombardo C. (a cura di) *Ritorno a Simmel. Saggi sull'eredità di un classico*, FrancoAngeli, Milano, pp. 98-120, ISBN: 978-88-917-7803-1.

Gallo R. 2015, *Vangelo contro-Vangelo. Un'indagine sul rapporto Mafia-Chiesa*, RASSEGNA DI PSICOTERAPIE. IPNOSI. MEDICINA PSICOSOMATICA. PSICOPATOLOGIA FORENSE, Vol. 20 n. 3 settembre-dicembre, pp. 167-258.

Conference proceedings:

Sallusti S., Gallo R. 2019, *The statistics of 2018 Italian Digital Campaign: political parties on Facebook and the engaged audience*, in XIX European Conference on Social and Behavioral Sciences. January 30-31, 2019 – Rome, Italy. Abstract book, p. 61, <http://www.iassr.org>.

D'Ambrosio G., De Markis E., Gallo R. 2019, *Democrats And Republicans: A Comparison Between The Political Communication Of Obama And Trump*, in XIX European Conference on Social and Behavioral Sciences. January 30-31, 2019 – Rome, Italy. Abstract book, p. 75, <http://www.iassr.org>.

Gallo R. 2018, The mafia power between hierarchy and social relations, in IMCOFE 2018. VI International Multidisciplinary Congress of Eurasia, www.imcofe.org.

D'Ambrosio G., De Marchis E., Gallo R. 2018, *Political Languages Overseas: Textual Analysis of the Discourses of Donald J. Trump*, in IMCOFE 2018. VI International Multidisciplinary Congress of Eurasia, www.imcofe.org.

Calò E., Faggiano M.P., Gallo R., Mongiardo M. 2018, *Italian general election 2018: digital campaign strategies. Three case studies: Movimento 5 Stelle, PD e Lega*, in CARMA 2018. 2nd International Conference on Advanced Research Methods and Analytics, Editorial Universitat Politècnica de Valencia, DOI: <http://dx.doi.org/10.4995/CARMA2018.2018.8742>.

Calò E., Faggiano M.P., Gallo R., Mongiardo M. 2018, *Facebook, digital campaign and Italian general election 2018. A focus on the disintermediation process activated by the web*, in CARMA 2018. 2nd International Conference on Advanced Research Methods and Analytics, Editorial Universitat Politècnica de Valencia, DOI: <http://dx.doi.org/10.4995/CARMA2018.2018.8742>.

Gallo R. 2017, *Tra sacro e profano: i diversi volti della religiosità mafiosa*, in 1st National Phd Conference in Social Sciences. Abstract book, 23-25 giugno 2016 Padova, Padova University Press, p. 125.

CONFERENCE

Participation in conference as speaker

Webinar about presentation of book “La religione dei valori diffusi. Intervista qualitativa e approccio misto di analisi” (a c. di Roberto Cipriani, Maria Paola Faggiano, Maria Paola Piccini, 2020, FrancoAngeli, Milano) (28 May 2021). Invito come relatrice per discutere gli aspetti metodologici della ricerca

ILIS Conference (International Lab for Innovative social research) (25-26 November 2020), University of Salerno. Co-relatrice dell'intervento:

“Content Analysis and Digital Data: methodological solutions between tradition and innovation. The case of digital campaigns as meeting ground of expertises and research perspectives”

SISP2019. XXXIII Convegno della Società Italiana di Scienza Politica (12-14 September) Lecce.

Speech:

“Le campagne digitali del M5s 2018-2019. Dalla squadra al leader?”

Discussant in the panel “Italia hybrid campaign: approcci integrati di ricerca”.

IMCOFE 2019. VII International Multidisciplinary Congress of Eurasia (6-7 August 2019) Praga. Speeches:

“Break the *honor promise*: reasons why Calabrian Mafia affiliates decide to collaborate with justice”

“The Social Network Analysis for the study of mafia associations. The Italian case of *Mafia Capitale*”

XIX. European Conference on Social and Behavioral Sciences (30-31 January 2019) Roma.

Speech:

“The statistics of 2018 Italian Digital Campaign: Posting activity of the parties on Facebook and

the political engaged audience"

"Democrats and Republicans: A Comparison between the Political Communication of Obama and Trump"

ESA/RN27 Mid-Term Conference 2018. Social Structures, Culture and Institutions in Southern European Societies (4-6 October 2018) Catania.

Speech: "Analyzing Networked Social Exchange in the Field. A Sociological Perspective for the Empirical Analysis of Collusive Relationship"

IMCOFE 2018. VI International Multidisciplinary Congress of Eurasia (4-6 September 2018) Roma. Speeches:

"The mafia power between hierarchy and social relations"

"Political Languages Overseas: Textual Analysis of the Discourses of Donald J. Trump"

XIX ISA World Congress of Sociology (15-21 July 2018) Toronto.

Speech: "The Legal and Illegal Boundaries in Southern Italian Socio-economic Development".

2nd International Conference on Advanced Research Methods and Analytics (12-13 July 2018) presso Universitat Politècnica de Valencia.

Speeches:

"Italian general election 2018: digital campaign strategies. Three case studies: Movimento 5 Stelle, PD e Lega"

"Facebook, digital campaign and Italian general election 2018. A focus on the disintermediation process activated by the web"

La società nelle urne. Strategie comunicative, attori e risultati nel segno del cambiamento presso Università degli Studi di Roma "Sapienza" (7 May 2018).

Speech: "Le statistiche social: Facebook e Twitter a confronto"

L'identità nelle Scienze Sociali. Individui, gruppi, comunità presso Università degli Studi di Perugia (20-21 April 2018).

Speech: "«Adesso anche io sono una foglia caduta»: la ri-costruzione identitaria del collaboratore di giustizia"

1st PhD Conference in Social Sciences (23-25 June 2016) presso Università degli Studi di Padova.

Speech: "Tra sacro e profano: i diversi volti della religiosità mafiosa"

OTHER INFORMATION

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