

VALERIA MARCIA

University of Florida

Warrington College of Business

Marketing Department

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PERSONAL DETAILS

Place of birth: Rome, Italy.

EDUCATION

University of Florida

Master of Science in Entrepreneurship

- An intensive program aimed at developing entrepreneurial skills and launching and sustaining innovative ventures.

Gainesville, Florida

Aug. 2021 – Aug. 2022

University of Milan-Bicocca

Ph.D. in Law

- Thesis: Proportionality and Banks: A Comparative Analysis of Tailored Banking Regulation.
- Approved with honors.

Milan, Italy

Oct. 2017 – Feb. 2021

MIT- Massachusetts Institute of Technology

Computational Law discussion group

- Periodic meetings to discuss innovation in Computational Law applied to research and start-up projects.

Online

February 2021- February 2023

MIT- Massachusetts Institute of Technology

Computational Law Course

- Lectures and hands-on projects for understanding and solving legal use cases with data analytics, blockchain, and other cryptosystems, and a special module on rapid design solutions to key challenges posed by invited speakers.

Online

January 2021

Queensland University of Technology

Visiting student

- Attending research seminars.
- Presentation of the Ph.D. research.
- Research activity related to the Ph.D. research project.

Brisbane, Australia

Feb. 2020 – Jul. 2020

London School of Economics

Visiting student associated at the Library

- Attending research seminars.
- Research activity related to the Ph.D. research project.

London, United Kingdom

Oct. 2019 – Nov. 2019

Harvard Law School **Cambridge, Massachusetts**
Visiting student associated at the Law School Library **Jan. 2019 – Jul. 2019**

- Attending research seminars in Law, Economics & Organization, and Law, and Economics.
- Research activity related to the Ph.D. research project.

Harvard Business School **Cambridge, Massachusetts**
Jun. 2019

- Attending Ph.D. seminar on Python and A.I. programming.

MIT- Massachusetts Institute of Technology **Cambridge, Massachusetts**
Computational Law Course **Jan. 2019 – Feb. 2019**

- Conceptual overview and hands-on projects for understanding and solving legal use cases with data analytics, blockchain, other cryptosystems, and a special module on rapid design solutions to the MITLegalForum.org Smart City Challenge. The course included seminar-style lecture/discussion sessions and hands-on, experiential learning through team projects.

Bocconi University, **Milan, Italy**
Combined Bachelor and Master of Science in Law **Sep. 2007 – Mar. 2013**

- Major in Corporate Law and Financial Markets.
- Thesis title "*The Duty of Disclosure on Insurance Contracts: A Comparison between Italian Law, Common Law, and PEICL.*"
- Coursework on all core legal concepts focusing on Company Law, Contract Law, Insurance Law, and business subjects such as Accounting and Management.

Universiteit van Amsterdam, **Amsterdam, The Netherlands**
Exchange program **Sep. 2011 – Feb. 2012**

- Master program at Universiteit van Amsterdam (Exchange Program). Main coursework: European Union Law; Law of the Internal Market: Goods and Services; European Environmental Law; Comparative Labour Law: Capita Selecta.

PUBLICATIONS

- 1) Computational Law and Simplified Natural Language**, project developed for the MIT Computational Law Course (working paper).
- 2) The E.U. Path Towards Regulation on Artificial Intelligence**, with Kevin C. Desouza, Professor of Business, Technology and Strategy in the School of Management at the QUT Business School, Brookings, <https://www.brookings.edu/blog/techtank/2021/04/26/the-eu-path-towards-regulation-on-artificial-intelligence/>.
- 3) Weaponizing Information Systems for Political Disruption**, in D.B. Hollis, & J.D. Ohlin, *Defending Democracies. Combating Foreign Election Interference in a Digital Age*, Oxford University Press 2021: 73-91 (chapter of a book with K. C. Desouza).
- 4) Lawyer's civil liability in comparative perspective, risk management and insurance cover** (original title: "La responsabilità civile dell'avvocato in prospettiva comparatistica, risk management e coperture assicurative"); DIMAF Rivista di diritto del mercato assicurativo e finanziario, 1 (2019): 37-52.
- 5) Withdrawals from Multiannual Insurance Contracts: A discussion** (original title: "Il recesso dell'assicurato dal contratto di assicurazione pluriennale: alcuni spunti di riflessione."); Assicurazioni - Rivista di diritto, economia e finanza delle assicurazioni private (2018): 274 – 285.
- 6) Claims Made Clauses: The Intervention of the Italian Supreme Court** (original title: "Clausole *claims made*: l'intervento delle Sezioni Unite."); Assicurazioni - Rivista di diritto,

economia e finanza delle assicurazioni private 3-4 (2016): 483 – 496.

CONFERENCES AND LECTURES

- Brisbane (Australia), June 2020, Queensland University of Technology: presentation of the Ph.D. Thesis: "Proportionality and Banks: A Comparative Analysis of Tailored Banking Regulation."
- Washington D.C., May- June 2019: LSA – Law and Society Association. Annual meeting.
- Cambridge (M.A.), April 2019, Harvard Law School: Moderator for Harvard Law School class given by Prof. Alberto Alemanno (HEC Paris) and organized by the Harvard Italian Law Association: "Break or Make Moment for Europe? The E.U. Before the May 2019 Elections."
- Turin, November 2018, Collegio Carlo Alberto: Lecturer (in substitution of Prof. Albina Candian) with Prof. Sara Landini (University of Florence) at the Executive Program Long-Term Investing. The lesson was "The Impact of Regulation on Pension Funds and Insurance Companies."
- Milan, November 2018, University of Milan - Bicocca: Lecturer at "Business and Consumer Contracts in a Global Perspective" course - a lesson about Unidroit Principles.
- Milan, July 2018, Convenia: Speaker at the conference: "Insurance Distribution: The Impact of the Implementing Regulation."
- Milan, July 2018, Convenia: Speaker (in substitution of Prof. Albina Candian) at the conference: "Insurance Contracts with Financial Content: Legal Qualification of Unit Linked Policies."
- Milan, July 2018, Convenia: Speaker (in substitution of Prof. Albina Candian) at the conference: "The Intellectual Professional Insurance."
- Milan, Feb. 2018, Convenia: Speaker at the conference: "The Insurance Distribution Directive: From Intermediation to Insurance Distribution."
- Milan, Sept. 2017, University of Milan: Speaker at the conference: "Family Issues and Insurance: Is Private Welfare a Solution? A Comparison between European Experiences". Speech related to insurance tools fostered by a new Italian Law (Law 112/2016).

WORK EXPERIENCE

2023-present	University of Florida - Warrington College of Business –Lecturer. Digital Marketing Analytics course to undergrad students.
2022	University of Florida - Warrington College of Business – Adjunct Lecturer. Business Creativity course to undergrad students.

2017 – 2020	<p>Law firm Albina Candian & Partners – Attorney at Law. Bar exam passed in 2016 (inactive since 2020) Legal consultancy to insurance companies, brokers, and banks in Company Law, Insurance Law, and Financial Regulation and the eventually related legal disputes.</p>
2013 – 2017 Milan, Italy.	<p>InterEurope AG European Law Service – Law Clerk Legal Assistant within the Legal Department. Drafting opinions about insurance Law in Italian, English, and French. Responsible for ensuring accurate monitoring of trials and communication with clients.</p>
2014 Milan, Italy.	<p>Law firm Clementi – Trainee lawyer Researching multiple legal areas, including Criminal Law and Family Law; assisting with trial preparation and drafting writs.</p>
2013 Milan, Italy	<p>Law firm Buse - Trainee lawyer Drafting writs and legal advice concerning Insurance Law. Participation in hearings.</p>
2013 Milan, Italy	<p>Law firm Agopyan - Trainee lawyer Detailed research about Insurance and Privacy Law issues, assisting with trial preparation and drafting opinions and writs in the area of civil and Insurance Law.</p>

LANGUAGE SKILLS

ITALIAN – Level: native speaker
 ENGLISH – Level: fluent
 FRENCH – Level: intermediate
 PORTUGUESE – Level: upper intermediate

AWARDS

2022 A.I. Days Pitch Competition: pitch selected among the top four finalists in the pitch competition organized by the University of Florida.

2022 Big Idea Competition: business plan selected among the Sweet 16 (top 16) at the Big Idea Competition organized by the University of Florida.

2021 AWS U.S. University Start-up Competition: \$1000 award credit package.

November 2017- Le Fonti Awards: Best boutique law firm specializing in Insurance Law and Financial Regulation.

Merit-based scholarship 2008/2009 Bocconi University.

MEDIA

- “Fire Neural Network wins A.I. Days Pitch Competition” UF NEWSROOM
<https://news.warrington.ufl.edu/students/fire-neural-network-wins-uf-ai-days-pitch-competition/>
- “Entrepreneurship students visit with the stars of Austin entrepreneurial scene” UF NEWSROOM
<https://news.warrington.ufl.edu/top-news/entrepreneurship-students-visit-with-the-stars-of-austins-entrepreneurial-scene/>
- “Entrepreneurship master’s program grows to more than 50% female” UF NEWSROOM
<https://news.warrington.ufl.edu/programs/entrepreneurship-masters-program-grows-to-more-than-50-female/>
- “A Project for Elaborate an Insurance Policy to Reduce Litigation in the Event of Crisis inside the Family.”
<https://www.milanofinanza.it/news/allo-studio-una-polizze-per-evitare-o-ridurre-la-litigiosita-delle-coppie-in-crisi-201712281502391853>
- “Private Welfare: The Corporate Group Assimoco is Ready to Launch New Solutions.”
<http://www.tuttointermediari.it/?p=34232>
- “Private Welfare: Assimoco Goes Through New Solutions Calibrated on The Needs of the Modern Family Models.”
<https://www.assinews.it/12/2017/welfare-privato-assimoco-verso-nuove-soluzioni-tarate-sulle-esigenze-dei-modelli-familiari-moderni/660047473/>

COMPUTING SKILLS

- Python 3.11.
 - Artificial intelligence algorithms, including natural language processing (LDA topic modeling, sentiment analysis, etc.).
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