

Venezia, October 28th 2023
Rep. 877 prot. 244510

Research fellowship on “The Language of Innovation” - Università Ca' Foscari Venezia (Italian law 30 December 2010, n. 240, art. 22 and subsequent amendments and additions).

The present document in English is to be considered as a mere summary of the main provisions of the notice of competition which is available in Italian at the following ([link](#)) The text in Italian is the official text of the notice of competition for all legal intents and purposes and, in the event of non-conformity with the present document, it shall prevail.

Description

The Department of Management at Università Ca' Foscari Venezia invites application for one-year fellowship in **The Language of Innovation**, under the supervision of prof. Giulia Cancellieri (SSD SECS-P/08 – Management).

Project acronym: PRIN 2022 “The Language of Innovation” n. 2022MCWT4Y - CUP H53D23002520001

A full copy of the approved project will be provided to the selected applicant.

Abstract: When is novelty more likely to elicit support from relevant audiences? Innovators' struggle to rally key audiences' support around their novel ideas, products, or projects is a central theme in the innovation and entrepreneurship literature. In this project we tackle this question by adopting a linguistic view on innovation. Indeed, despite the frequency with which audiences across innovation domains are expected to evaluate novel offers couched into carefully crafted communication efforts, little research exists that attends to the structural properties of such messages and their effect on the recipients' evaluative responses. Addressing this shortcoming implies to zoom in on the language that innovators use and the effect this has on their endeavours to marshal symbolic as well as material resources. More specifically, we ask:

- How do successful innovators frame their ideas to maximize impact?
- What linguistic properties should be mobilized by innovators to rally support for their endeavors from key audiences (investors, the crowd, customers, etc.)?
- What framing strategies are more appropriate for incremental as opposed to radical ideas?
- Is abstract or concrete communication more effective in conveying an idea's potential to a particular audience?

Drawing on language-oriented scholarship, social psychology, and cultural entrepreneurship the project explores a variety of linguistic features that entrepreneurs can mobilize to obtain the support of their audience.

The research may be carried out in Italian and English.

The fellowship is intended to provide the successful candidate with the opportunity to pursue his/her own research while benefiting from the range of expertise at Università Ca' Foscari Venezia.

Who can apply

Prospective candidates are expected to hold a master's degree or equivalent degrees and scientific-professional curriculum suitable to the development of research activities related to the fellowship.

Ca' Foscari encourages applications from researchers with positive evaluation in all the criteria in individual proposals such as Marie Skłodowska Curie Actions - Individual Fellowships/ERC Starting Grants/FIRB (Italian Fund for basic research investments)/SIR (Scientific Young Independence Research) or similar.

Researchers having successfully completed Marie Skłodowska Curie Actions - Individual Fellowships/ERC Starting Grants/FIRB (Italian Fund for basic research investments)/SIR (Scientific Young Independence Research) or similar funded projects are warmly encouraged to apply.

Duration of contract: 12 months (approximately starting: February 2024), with the possibility of renewal within the limits of art. 2 of the Regulations on university research fellowship awarding, which will be subject to a specific contract.

Stipend: The research fellowship amounts to **19.456,00 Euros**, including taxes and social charges depending on applicant's filing status (cost to Ca' Foscari € 24.000,00).

Deadline for submission of applications: January 09th 2024, 12 noon (Italian time).

How to apply:

Candidates shall submit:

1. The application form;
2. A motivation letter (max 1 page) along with their CV in European format, duly dated and signed, both to enclosed as a one single.pdf file ([link](#)); a declaration must be appended in the footnote of the curriculum,

pursuant to the Italian DPR 445/2000 and subsequent amendments and additions, that the information provided corresponds to the truth. Moreover the candidates have to consent to the use of their personal data for the purposes of this selection procedure pursuant to the Italian Legislative Decree 196/2003 and to the EU Regulations 2016/679;

3. The attachments called “obligations and understanding” and “participation and compatibility”;
4. All documents, qualifications and publications relevant for the selection procedure (please, see the notice - [link](#));
5. A copy of a valid identity document (either Identity Card or Passport);
6. (If available) Evaluation Summary Reports of Marie Skłodowska Curie Actions - Individual Fellowships/ ERC Starting Grants/FIRB (Italian Fund for basic research investments)/SIR (Scientific Young Independence Research) individual proposals having passed all the evaluation thresholds;
7. (If available) Details of Marie Skłodowska Curie Actions - Individual Fellowships, ERC Starting Grants, FIRB (Italian Fund for basic research investments)/ SIR Scientific Young Independence Research funded projects;
8. Declaration on availability to held the interview in remote ([link](#)) to be send via email at the following address: segreteria.management@unive.it

All the schemes of the quoted documentation are available on the website ([link](#)).

Incomplete applications will be rejected.

How to submit your application

Applications should be submitted by the online procedure, available on the notice webpage ([link](#))

Or submit here: <https://apps.unive.it/domandeconcorso-en/accesso/dma-cancellieri-prin2022>

By inserting their Italian Tax Code

Foreign citizens not yet in possession of the Italian Tax Code can use the following link

<https://apps.unive.it/utills/cf> to obtain a temporary one and be able to proceed with the request.

The candidate, after the uploading, will receive a submission number and an e-mail acknowledging receipt of his/her application.

The candidate if necessary could access the procedures for updating any data and materials by the link provided by the e-mail, in any case any updates must be made no later than the deadline: **January 09th 2024, 12 noon (Italian time)**.

Please note that the University can be contacted for any support needs by the candidate until January 08th 2024, 12 noon (Italian time).

We will inform that the University will be closed on the following days: December 23rd 2023 – January 07th 2024.

Please note that in case of an high number of applications and / or weight of the materials loaded by the candidates the system might become slower, Therefore it is suggested not to start the process close to the deadline.

NB: the University does not take on responsibility for wrong or late communication of addresses, nor for any communication problem not depending on the University.

Evaluation

The evaluation takes into account the criteria and thresholds described in the table below.	
Evaluation criteria	Scores
Qualification, including education, publications, work experience, awards, etc., and tests (if any)	Maximum 60 points; Minimum admission score: 42/60
Interview and other tests (if any)	Maximum 40 points Minimum admission score: 28/40
TOTAL AVAILABLE SCORE	100/100
Threshold for inclusion in the final ranking	70/100

Selection procedure

The interview will be on **January 15th 2024, at 10.00 a.m. (Italian time)**. The interview will be held in remote only. Further details on how to connect online will be published alongside the convocation notice.

The short-list of the candidates admitted to the interview, or any postponement, will be published on the University's webpage on January 12th 2024 ([link](#)).



Information and contacts

Candidates may find further details about the application process and the research project in the official call published on the following ([link](#))

Preliminary inquiries about the research program should be addressed to Giulia Cancellieri <giulia.cancellieri@unive.it>

Additional information about the application procedure may be obtained from <lisa@unive.it> <segreteria.management@unive.it> <ricerca.management@unive.it>