

Dean's Decree – VSM – Rep. no. 428/2025, prot. no. 125377 of 21/05/2025

Call for Applications for no. 1 Short-research Fellowship
Ca' Foscari University – Venice School of Management
CUP H73C22001540006

The present document in English is to be considered as a mere translation of the provisions of the Call 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.

HAVING REGARD TO	the L. 240 of 30/12/2010, art. 18, DL 19/2012;
HAVING REGARD TO	Regulations for the activation of research grants issued with D.R. 300/2014 of 14/04/2014, and subsequent amendments and additions;
HAVING REGARD TO	prof. Cruciani's request (prot. no. 122018 of 16/05/2025) concerning the awarding of no. 1 Short-Research Fellowship titled " <i>Conflict and cooperation: Conversational Structure Recognition and the role of generative AI</i> ", lasting 2 months for a total amount of 3.000,00 euros, with prof. Massimiliano Nuccio as tutor;
HAVING REGARD TO	the urgent Dean's Decree rep. no. 419/2025 prot. no. 122206 of 16/05/2025, which authorized the awarding of no. 1 Short-Research Fellowship titled " <i>Conflict and cooperation: Conversational Structure Recognition and the role of generative AI</i> ", lasting 2 months;
VERIFIED	the funding, relating to the research grant, whose costs are allocated under the savings of the Horizon Europe Programme's project " <i>SoMe4Dem.Social media for democracy – understanding the causal mechanisms of digital citizenship</i> ", Grant Agreement No. 101094752 - CUP No. H73C22001540006 - MAN.SoMe4Dem.HE (advance accounting record no. 34608 of 19/05/2025);

Description

The Venice School of Management – Ca' Foscari University of Venice, as specified in the introduction, hereby calls for applications for the research grant:

- ☐ Title "*Conflict and cooperation: Conversational Structure Recognition and the role of generative AI*" **lasting 2 (two) months.**

The Research Scholar must perform the following research:

ABSTRACT

This project investigates Generative AI's ability to segment dialogues into structural phases (e.g., opening, negotiation, conflict, resolution) by analysing discourse-level features such as keywords, tone, and pragmatic markers. The study aims at understanding how conflictual and cooperative phases emerge and are sustained in different context and frames, to provide a richer view of conflict and cooperation that considers explicitly the relational framework between the parties. The research contributes to computational pragmatics by assessing AI's performance in the assessment of conflict and cooperation across diverse dialogue contexts. A validated protocol will be applied to real conversations to reveal insights into conflict and cooperation dynamics and explore how AI is able to approximate human judgment.

GOALS

The study aims to evaluate GenAI's capacity to recognize conversational phases and recognize markers of cooperation and conflict in conversations. Starting from a literature review, it seeks to determine whether AI can meaningfully relate emotional and linguistic cues to conversation outcomes, while explicitly considering the context of the interaction -namely the relationship between the parties This research is aimed at

informing how conflict and cooperation can be predicted in online conversations in order to prevent polarization, when we consider that different conflict and cooperation cues are differentially received within different relationships and interaction frames.

EXPECTED OUTPUTS

Using a dataset of conversations, we expect GenAI to show moderate alignment with human judgments in segmenting conversations. The study will likely highlight AI's sensitivity to sentiment and pragmatic markers, though limitations may emerge in nuanced discourse understanding, especially when considering different relational frameworks. Findings will inform improvements in understanding the emergence of conflict and cooperation in online social media and suggest possible roles for social media affordances.

The Scholar must provide the School with the following research output:

- a **Final report on the research for the unique two-month period carried out by the end of the assignment, approved by the tutor, which will be presented to the Board/ Council of the School.**

This documentation is by way of example and not exhaustive and may change or be implemented according to the needs of the research activity concerning the project and/or the structure that calls for the research grant.

Duration of the Short-Research Fellowship:

"Conflict and cooperation: Conversational Structure Recognition and the role of generative AI": **2 (two) months**, expected to start by July 2025.

Amount of the Research Grant

The total short-research grant is **€ 3.000,00**, exempt from IRPEF (personal income tax) and IRAP (regional tax on productive activities). The amount awarded is understood to include any costs relating to the undertaking of the research envisaged by the project.

The monthly fee will be recognized and paid only in case of completion of the whole month; otherwise, the fee related to the non-completed month will not be paid.

Deadline for the submission of applications: **Monday, 09 June 2025 h. 12:00 (Italian time).**

Should the deadline indicated fall on a Saturday or public holiday, the deadline shall be extended to the first following working day. The University will be closed for the Republic Day on 02/06/2025.

Who can apply? (University Regulation for short-term research fellowships, Art. 3)

Applications are open to EU citizens and non-EU citizens who hold:

a) Bachelor's degree in the following Italian Law's classes: Economics (L-33) or Economics and Business Management (L-18) or equivalent degree obtained abroad.

For qualifications obtained at foreign universities, eligibility will be ascertained by the Examination Commission.

Required skills:

- Very good knowledge of Python and R;
- Proven data management skills;
- Academic experience in business analytics;
- Professional experience in fields related to the research grant (data analytics, social media).

Any evaluable titles:

- Courses or other training in data analytics and machine learning;
- Short-term professional experience in data/ business analytics.

The requirements must be held by the deadline for this call for applications.

Candidates are admitted to the selection conditionally; they may be excluded from the call at any time should they fail to meet the predefined requirements, even after the selection process is complete, with just cause and notification sent to the person concerned.

Incompatibility

The short-term research fellowship may not overlap with:

- a) other scholarships granted in any capacity, apart from those granted by national or foreign research institutes in order to integrate with periods abroad the specific activity foreseen by the work plan of the appointed fellow;
- b) attendance of PhD courses with scholarship and medical specialization, in Italy and abroad;
- c) research grants “assegni di ricerca”.

Fellowship holders may carry out self-employed work or occasional or permanent collaborations, as long as this is coherent with the ongoing research, upon approval and on the condition that:

- a. does not involve a conflict of interest with the specific research activity carried out;
- b. does not prejudice the university, in relation to the activities carried out.

Subordinate employment contracts holders, in addition to obtaining permission by the university, must provide **the authorization of their employer**. In the specific case that the subordinate employment contract started prior to the awarding of the fellowship, compatibility with the existing employment will have to be assessed; if the assessment yields a negative result, the short research fellowship will not be awarded; in the case of a positive result, the successful candidate will have to provide the authorization of his/her employer **within 15 days**.

In the event that the subordinate employment contract will start once the fellowship is ongoing, the successful applicant is required to notify this change **at least 15 days before the start of the employment contract** for an assessment of compatibility; if the assessment is negative, the fellowship will cease by the start of the employment contract; in the event of a positive outcome, the successful applicant must provide the authorization of his/her employer **within 15 days**.

The awarding of the short-term research fellowship does not imply the establishment of any employment contract, nor does it give rise to any rights of access to positions of employment at the university.

How to apply

Candidates should submit:

1. The application form ([link](#)), duly dated and signed.
Applicants must declare in the application, under their own responsibility:
 - educational qualification held;
 - the possession of a residence permit valid at the deadline of the call for applications, in case he/she is a non-European citizen residing in Italy;
 - that they understand that the short-term research fellowship is not compatible with the positions referred to in Art. 12 of the present Regulations and current legislation;
 - to be medically fit to discharge his/her duties for the fellowship;
 - not to have received measures restricting personal freedom at the time of submitting the application;
 - not to have a degree of kinship or affinity, up to and including the fourth degree, with any professor belonging to the Venice School of Management or with the Rector, the General Manager or a member of the University Board of Directors and that they are aware of the provisions of the Law no 240/2010, Art. 18, para. 1, letter b);
 - any benefit under L. 104/92.
2. A CV in European format ([link](#)), duly dated and signed.
3. A copy of a valid identity document (e.g. Identity Card or Passport).
4. All documents, qualifications and publications relevant for the selection procedure.

How to submit your application

Hard copy of the application can be:

- 1) send by certified e-mail to protocollo@pec.unive.it, subject “*SRF – VSM: Conflict and cooperation*”;
- 2) send by e-mail to ricerca.management@unive.it, subject “*SRF – VSM: Conflict and cooperation*”.

The candidate is responsible for any failure to submit the application and its annexes.

Selection and Evaluation Procedure

The selection is made by assessment of the scientific-professional qualifications and CV of the candidates, by a Selection Committee appointed by order of Venice School of Management's Dean taking into account, whereas possible, gender balance.

The Commission compiles a ranking and specifies the winning applicant, having regard to the score appointed to experience and qualifications, as specified by the Call. In the event of two or more candidates obtaining the same score at the end of the selection, the younger candidate will be preferred.

Awarding of the short research fellowship

Having received the selection documents, and at the outcome of the checks, the Dean approves, by her own decree, the classification and the selection procedure reports and makes them public.

Notification, including the start date of the short-term research fellowship, shall be sent to the winning candidate.

The winner must accept the short-term research fellowship within **seven days of receipt of the written notification** referred to above, under penalty of revocation. In the event of withdrawal, the short-term research fellowship shall be awarded to the next available candidate, following the order of the final ranking of merit.

Publication of the results of all the selection phases shall be published in the online University notice board, on the specific School web page ([link](#)) and on the University website ([link](#)).

Access to the selection documents is guaranteed pursuant to the law of 07/08/1990, no. 241 and subsequent amendments and additions and relative internal implementation regulation.

Processing of personal data

Personal data provided by the candidates in their applications for participation in the selection procedures, are processed pursuant to the legislative decree of 30/06/2003, no. 196 and subsequent amendments and additions and to EU Regulations 2016/679. Comprehensive information on personal data processing can be found [here](#).

Person in charge of the procedure

Pursuant to the provisions of art. 5 of the law of 07/08/1990, no. 241 and subsequent amendments and additions, the person in charge of the administrative procedure for this selection is Sonia Pastrello, Venice School of Management Executive Officer.

Final provisions

For anything not specified in this call, see the University current regulations regarding the awarding for research fellowships and the current legislation.

Digitally signed by
Prof. Anna Comacchio
Dean of Venice School of Management

Digitally signed by
Sonia Pastrello

Person in charge of the administrative procedure