

**Dean Decree – Rep. no. 755/2025 – Prot. no. 222735 of 10/09/2025**

**Call for Applications for no. 1 Short-term 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.

<b>HAVING REGARD TO</b>	the art. 18, p. 5, lett. f) of the Law no. 240 of 30/12/2010, and subsequent amendments and integrations;
<b>HAVING REGARD TO</b>	the art. 21 <i>quinquies</i> of Law no. 241 of 07/08/1990, and subsequent amendments and integrations;
<b>HAVING REGARD TO</b>	the art. 1 bis p. 2 of the Law-Decree of 07/04/2025 no. 45 as amended by the Law of 05/06/2025 no. 79, which entered into force on 07/06/2025, has repealed the preferential tax regime for postgraduate research activities' grants (art. 4, paragraph 3, of the Law of 03/07/1998, no. 210), providing for the taxation of IRPEF and IRAP for the aforementioned short-term research fellowships;
<b>RECALLED</b>	the Regulation for the establishment of short-term research fellowships, pursuant to art. 18 of the Law no. 241 of 30/12/2010, issued with D.R. no. 300/2014 of 14/04/2014, and subsequent amendments and integrations;
<b>HAVING REGARD TO</b>	prof. Cruciani's request (prot. no. 219127 of 05/09/2025) concerning the awarding of no. 1 Short-term Research Fellowship titled " <i>Exploring the potential of generative AI in balancing conflict and cooperation in online conversations</i> ", lasting 2 months for a total amount of 2.000,00 euros;
<b>HAVING REGARD TO</b>	the School Council's Resolution of 10/09/2025, which authorized the awarding of no. 1 Short-term Research Fellowship titled " <i>Exploring the potential of generative AI in balancing conflict and cooperation in online conversations</i> ", lasting 2 months;
<b>VERIFIED</b>	the funding, related 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. 60865 of 08/09/2025);
<b>WHEREAS</b>	the tax treatment of short-term research fellowship is subject to the legislation in force at the time of granting. Even if not expressly mentioned in this notice, the applicable tax regime will be that provided for by the legislation in force <i>pro tempore</i> ;

**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 "*Exploring the potential of generative AI in balancing conflict and cooperation in online conversations*" **lasting 2 (two) months**.

The Research Scholar must perform the following research:

**ABSTRACT**

This project examines the capabilities of generative AI models in analyzing online discourse to identify

markers of conflict and cooperation. Acknowledging the critical need for effective computational tools to manage and improve online environments, our study introduces two key methodological innovations. First, we vary the generative AI's contextual role, evaluating its performance as both a participant and an observer within online interactions. Second, we utilize two distinct, purpose-built datasets: a curated corpus derived from an existing public database, and an original dataset of online conversations collected via a controlled, interactive experiment designed by our research team. By systematically comparing the models' performance across these conditions and datasets, we aim to deliver a nuanced understanding of their efficacy in extracting linguistic and pragmatic cues related to the emergence of both conflict and cooperation across different AI and with respect to human judgement, thereby contributing to the development of more sophisticated AI-driven tools for digital communication management.

### GOALS

This project explores GenAI's ability to rely upon conversational phases and markers of cooperation or conflict to predict the outcome of online conversations through two purpose-built datasets. The first, drawn from real social media conversations, is currently being processed, and will be cleaned, and prepared for AI analysis. The second will be generated experimentally through live chat tasks with Prolific users to simulate controlled interactions. Analyzing these datasets separately, the project will test whether AI can reliably link emotional and linguistic cues to conversation outcomes, while considering relational context, the AI's role as participant or observer, and how its judgments compare with human assessments of conflict and cooperation.

### EXPECTED OUTPUTS

The project builds and cleans two dedicated datasets—one from real social media conversations and one from controlled experimental chats—to explore how GenAI detects markers of conflict and cooperation in online interactions. These datasets will support systematic tests of how well AI aligns with human judgments in segmenting conversations and identifying sentiment and pragmatic cues. By comparing different generative AI models, the study will also assess their relative performance. Finally, examining which conversational markers best predict conflict and cooperation may provide insights into how platform features could be adapted to encourage more cooperative online environments.

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:

*"Exploring the potential of generative AI in balancing conflict and cooperation in online conversations":* **2 (two) months**, expected to start by mid-October 2025.

### Amount of the Research Grant

The total short-term research fellowship is **€ 1.830,00**, gross recipient and will be subject to taxation according to the regulations in force. It will be paid in bimonthly instalments after the certification of the proper performance of the activity. 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: Thursday, 25 September 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;
- Address of the degree course (completed or in progress) relating to 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:

- 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;
- attendance of PhD courses with scholarship and medical specialization, in Italy and abroad;
- 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:

- does not involve a conflict of interest with the specific research activity carried out;
- 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](mailto:protocollo@pec.unive.it), subject “SRF – VSM: Exploring potential GenAI”;
- 2) send by e-mail to [ricerca.management@unive.it](mailto:ricerca.management@unive.it), subject “SRF – VSM: Exploring potential GenAI”.

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