



Università
Ca' Foscari
Venezia

**VENICE SCHOOL
OF MANAGEMENT**

Venice School of Management
Università Ca' Foscari Venezia
Campus San Giobbe – Cannaregio 873, 30121 Venezia
P.IVA 00816350276 - CF 80007720271
www.unive.it/management

Decree - VSM - Rep. no. 69/2026 - Prot. no. 15584 dated 27/01/2026

Call for n. 1 Short-term Research Fellowship - Ca' Foscari University of Venice – Venice School of Management

HAVING REGARD TO the Article 18, paragraph 5, letter f) of Law No. 240 of December 30, 2010, and subsequent amendments and integrations;

HAVING REGARD TO the Article 21 quinque of Law No. 241 of August 7, 1990, and subsequent amendments and integrations;

HAVING REGARD TO Article 1 bis, paragraph 2, of Decree-Law No. 45 of April 7, 2025, as amended during conversion by Law No. 79 of June 5, 2025, which came into force on June 7, 2025, and which, in Article 4, paragraph 3, of Law No. 210 of July 3, 1998, abolished the favorable tax regime for short-term research fellowships post-graduation, establishing the application of IRPEF and IRAP taxes on such Short-term Research Fellowships;

RECALLED the Regulation for the establishment of Short-term Research Fellowships for post-graduate activities pursuant to Article 18 of Law No. 240 of December 30, 2010, issued with Rectoral Decree No. 300/2014 of April 14, 2014, and subsequent amendments and integrations;

WHEREAS the tax treatment of Short-term Research Fellowships is subject to the legislation in force at the time of granting. Even if not expressly referred to in this notice, the applicable tax regime will be that provided for by current legislation *pro tempore*;

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 - Albo online <https://www.unive.it/data/30402/> 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 **Venice School of Management - Ca' Foscari University of Venice**, having regard to the resolution taken by the Departmental Board on 10 December 2025 on the awarding of research grant for research fellow, hereby calls for applications for n. 1 Short-term Research Fellowship entitled "***Analysis of Audiences and Non-Audiences of Palazzo Grassi – Punta della Dogana – Pinault Collection***", lasting **10 months**. The expected starting date is **March 2026**.

CUP: H73C25001490005

The research fellow must perform the following research:

SHORT-TERM RESEARCH FELLOWSHIP – “*Analysis of Audiences and Non-Audiences of Palazzo Grassi – Punta della Dogana – Pinault Collection*”

The research fellowship aims to develop a study on the audiences of the museums of Palazzo Grassi / Punta della Dogana (PG/PDD). The activity is intended to collect and analyse data in order to gain a deeper understanding of visitors' profiles, behaviours, and motivations, as well as to identify strategies for audience loyalty and expansion.

OBJECTIVES

- To develop a detailed profile of PG/PDD museum visitors (socio-demographic, motivational, and behavioural), through the design of a sampling strategy and a questionnaire for a visitor survey;



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- To administer questionnaires at PG/PDD during peak attendance periods (April–June and September–October);
- To conduct an exploratory study on non-audiences (visitors to Venice who do not visit the museums of the group). Parallel sampling is envisaged in locations to be defined, in order to understand the motivations and profiles of those who do not visit PG/PDD during their stay in Venice.

EXPECTED RESULTS

- Audience segmentation, aimed at identifying homogeneous visitor clusters and defining targeted loyalty and communication strategies;
- Analysis of non-visitors, identifying the main barriers to access (informational, economic, perceptual, logistical);
- Operational recommendations for cultural marketing actions, local partnerships, and the planning of educational and participatory activities;
- Contribution to the development of a continuous audience-monitoring model that can be integrated into the future CRM and ticketing strategies of Palazzo Grassi.

The scientific responsible and tutor of the Short-term Research Fellowship is **prof. Massimiliano Nuccio**.

The research fellow must provide the Department with the following research output:

- **two-monthly reports** on the activities (Tot. 5 reports);
- **a final report** on the activities undertaken, highlighting the results achieved.

For anything not specified in this Call, please refer to the Regulations and applicable legislation.

Duration of the Short-term Research Fellowship: 10 (ten) months, indicatively starting in **March 2026**.

Amount: The amount of the Short-term Research Fellowship is equal to **€ 17.050,69 (seventeen thousand and fifty//69 euros)**, gross percipient and will be subject to taxation according to current regulations. It will be paid in bimonthly instalments after certification of the regular performance of the activity. The amount is understood to include any costs relating to the undertaking of the research envisaged by the project.

The monthly amount shall only be approved and awarded for whole months completed; amounts for months not completed shall not be awarded.

Deadline for submission of applications: not later than noon time (12:00 Rome CET) of Friday, 20 February 2026.

In case the deadline is on Saturdays, Sundays or on holidays, it is extended to the first working day thereafter.

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

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

- **Bachelor's degree or Master's degree or equivalent qualification obtained abroad.** Qualifications obtained abroad will be examined by the Committee, which may consider them as being equivalent for the purposes of admission, without prejudice to the current legislation.

In addition, the following skills, competencies and qualifications will be assessed as rewarding:

Skills required:

- Basic knowledge of data collection and data analysis in support of research activities;
- Interest in the study of cultural audiences, visitor behaviour, and dynamics of cultural service use;
- Ability to collaborate in the design and administration of questionnaires and research tools;
- Familiarity with IT tools for data organisation and analysis (e.g. spreadsheets or statistical software);
- Ability to synthesise information and report results in written form;
- Aptitude for fieldwork and collaboration in applied research contexts.
- Good knowledge of the English language;



- Good knowledge of the Italian language;

Other evaluable qualifications:

- Master's Degree (obtained or currently being pursued) in the following degree classes (Italian Regulation) or related fields:
 - LM-56 – Scienze dell'economia
 - LM-76 – Scienze economiche per l'ambiente e la cultura
 - LM-77 – Scienze economico-aziendali
 - LM-82 – Scienze statistiche
 - LM-83 – Scienze statistiche attuariali e finanziarie
 - LM-88 -Sociologia e ricerca sociale
 - LM-91 – Tecniche e metodi per la società dell'informazione
 - LM-59 – Scienze della comunicazione pubblica, d'impresa e pubblicità
- PhD in economic, statistical, social sciences or related fields relevant to the research project;
- Documented research or professional experience in data analysis, market research, consumer or audience studies;
- Scientific publications, theses or research outputs on topics consistent with the research project;
- Participation in research projects or training activities in the economic, statistical or social fields.

Those who have a degree of kinship or affinity, up to and including the fourth degree, with any professor belonging to the Department or facility issuing the call, or with the Rector, the General Manager or a member of the University Board of Directors, cannot participate in the selection.

Applicants must hold all the requisites within the call deadline.

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 (University Regulation for short-term research fellowships, Art. 12)

The short-term research fellowship may not overlap with:

- other short-term research fellowships 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" or "incarichi di ricerca".

Short-term Research 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-term 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 30 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 (University Regulations for short-term research fellowships, Art. 5)

Candidates must submit:

a) **The attached application form duly dated and signed**. The application form is available on the VSM website unive.it/management-ricerca>“Research>Short-term research fellowships” and on the University website “Research>Working in research>Short Term Research Fellowships”.

Applicants must declare in the application, under their own responsibility:

- **educational qualification held. Candidates in possession of a qualification obtained abroad must also submit a copy of the foreign title with a translation in Italian or English language including marks obtained, accompanied by a self-declaration relating to the conformity to the original of the translation itself.** The candidate who has been awarded a **Diploma Supplement**, may not submit any other documentation, provided that the DS provides a complete description of the nature, level, academic system and status of the studies carried out. In any case, it is advised to submit any other document useful to the evaluation of the academic title obtained;
- nationality (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);
- to be medically fit to discharge his/her duties for the fellowship;
- that they understand that the Short-term Research Fellowship is not compatible with the positions referred to in Art. 12 of the Regulations for Short-term Research Fellowships and current legislation;
- 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 department or facility issuing the call 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.

b) A **CV in European format** (Europass) **duly dated and signed** (available on the VSM website unive.it/management-ricerca>“Research>Short-term research fellowships”). The CV must specify the educational qualification held by the candidate and a detailed description of his/her scientific-professional qualifications. In addition, **the CV must contain the following declarations:**

- 1) **the declaration made pursuant to the Italian D.P.R 445/2000 and subsequent amendments and additions, that the information provided corresponds to the truth;**
- 2) **the authorization to the processing of personal data for the purposes related to this selection procedure, made pursuant to Legislative Decree no. 196/2003 and Article 13 of the GDPR (EU Regulation 2016/679).**

c) A copy of a valid identity document (e.g. Identity Card or Passport);

d) All documents, qualifications and publications relevant for the selection procedure.

Candidates must demonstrate possession of qualifications (excluding publications) by means of the declarations referred to in the aforementioned D.P.R. n. 445/2000.

The lack or inaccuracy of the declaration(s) referred to in letters a), b), c) and d) will result in exclusion from the selection.

The University carries out random checks on the truthfulness of what the candidates declare in their applications and resumes.

Should the above check reveal that the contents of the declaration are not true, the declarant shall forfeit any benefits arising from the measure issued on the basis of the untrue declaration, without prejudice to the provisions of the Criminal Code and special laws on the subject.



How to submit your application

1. **sent by certified e-mail** to the address protocollo@pec.unive.it indicating the following subject: **“Bric-VSM-Nuccio-10 mesi”**. It should be noted that the validity of such sending, as established by current legislation, is subject to the use by the candidate of a certified e-mail box in turn. Therefore, sending from a simple / ordinary e-mail box will not be considered valid even if addressed to the PEC of the Ca' Foscari University of Venice. **Only documents in PDF/A format must be attached;**
2. **sent by e-mail** to the address ricerca.management@unive.it specifying in the subject of the e-mail **“Bric-VSM-Nuccio-10 mesi”**. In this case, the candidate assumes responsibility for any failure to deliver the application and its annexes. The University assumes no responsibility for cases of dispersion of communications sent via non-certified email. **Only documents in PDF/A format must be attached.**

Incomplete applications, those without the required data and the compulsory attachments will not be taken into consideration. Furthermore, the applications which, for any reason, reach this University beyond the deadline indicated above cannot be accepted.

Selection and Evaluation Procedure

A Selection Committee is appointed by order of the Director of the School taking into account, whereas possible, gender balance.

The selection is made by **assessment of the scientific-professional qualifications of the candidates, followed by an interview, to be held via teleconference**

The **interviews phase** is scheduled for **Monday, 2 March 2026, via GMEET platform**.

The short list of candidates admitted to the interview and eventual postponements will be published online on Thursday, 26 February 2026 on the VSM website unive.it/management-ricerca > “Research>Short-term research fellowships>Research fellowships expired calls” and on the University website “Research>Working in research>Short Term Research Fellowships>Research fellowships expired calls”. The publication of the aforementioned calendar, list and announcements have the value of notification; therefore, candidates are required to present themselves, with the valid identification document presented during the application phase, on the day, the time and according to the electronic media indicated in the public notice. The absence of a candidate from the interview will be considered to all intents and purposes as a waiver.

Please note that proficiency in Italian and English languages will be assessed by the selection committee during the interview of admitted candidates.

The Commission compiles a ranking and specifies the winning applicant, having regard to the score appointed to experience and qualifications, interview and any other test, 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 Director approves, by her decree, the ranking list 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's notice Board - Albo on line, on the VSM website unive.it/management-ricerca > “Research>Short-term research fellowships” and on the University website “Research>Working in research>Short Term Research Fellowships”.

All information on the convocation of candidates will be published there, too, without further direct communication to the candidates.

Access to the selection documents is guaranteed pursuant to the law of 07/08/1990, no. 241 and subsequent



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amendments and additions and relative internal implementation regulation.

The Department reserves the right to cancel the procedure and/or not to proceed with the stipulation of the "Declaration of Acceptance" of the Short-term Research Fellowship with the winning person, if for any reason the interest in the research ceases.

Information and contacts

Candidates may find further details about the application process and the research project in the official Call published on Albo on line and on the VSM website unive.it/management-ricerca > "Ricerca > Bandi Borse di Ricerca".

For further information please contact - Venice School of Management – Research Area - tel. 041 234 8758-8705 - email: ricerca.management@unive.it

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 Italian Law of 07/08/1990, no. 241 and subsequent amendments and additions, the person in charge of the administrative procedure for this selection procedure is Sonia Pastrello, Executive Officer of the Venice School of Management.

Final provisions

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

Digitally signed
The Head of the Venice
School of Management
Prof. Anna Comacchio

Digitally signed
Seen
The person in charge of the procedure,
Executive Officer of the Venice School of Management,
Sonia Pastrello.