

**DISCLAIMER: The English version is a translation of the original in Italian for information purposes only. In case of a discrepancy, the Italian original will prevail.**

**Notice of Selection for the awarding of n.1 research assignment by comparative evaluation - art. 22 ter, paragraph 2 L. 240/2010 and subsequent amendments and additions, pursuant to art. 7 of the University's Research Assignments Regulation, Tutor: Prof. Giancarlo Corò**

**The Director of the Department of Environmental Sciences, Informatics and Statistics**

Having seen Law 30 December 2010, n. 240 and in particular articles 18 and 22 ter, paragraph 2 "research assignments" and subsequent amendments and additions;

Having seen Ministerial Decree no. 592 of 6 August 2025, registered at the Court of Auditors on 29 August 2025 n. 1822;

Having seen Legislative Decree 9 January 2008, n. 17;

Having seen Law 7 August 1990, n. 241 and subsequent amendments and additions;

Having seen Presidential Decree 28 December 2000, n. 445 "Consolidated Law on legislative and regulatory provisions on administrative documentation";

Having seen Legislative Decree 30 June 2003, n. 196 and subsequent amendments and additions and EU Regulation 2016/679;

Having seen Legislative Decree 11 April 2006 n.198 "Code of equal opportunities between men and women" and subsequent amendments and additions;

Having seen the University's Code of Ethics and Conduct;

Having seen the Statute of Ca' Foscari University of Venice;

Having seen the University's Research Assignments Regulation issued with Rectoral Decree n. 852 of 03/10/2025 and subsequent amendments and additions;

CONSIDERING the regulations in force;

CONSIDERING the resolution of the Department of Environmental Sciences, Informatics and Statistics of 26/03/2026 with which the research programs for the purpose of assigning the assignments were determined.

CONSIDERING il PR Veneto FESR 2021-2027. Obiettivo Specifico 1.4 "Sviluppare le competenze per la specializzazione intelligente, la transizione industriale e l'imprenditorialità", Azione 1.4.1. "Supporto allo sviluppo di competenze per la specializzazione intelligente e la transizione industriale" della DGR n 1382 del 04-11-2025. "Bando per la valorizzazione e il trasferimento di competenze coerenti con le priorità individuate dalla S3 regionale e derivanti da attività di ricerca svolte nell'ambito degli Ecosistemi dell'Innovazione regionale" - domanda di sostegno ID 251382\_008101, titolo Progetto SmartCycle: Cybersecurity, Nuovi Materiali e Nuovi Servizi per Sistemi Produttivi Evoluti, referente UNIVE Prof. A. Cortesi (DAIS) CUP H73C25001340002;

HAVING REGARD TO the call for applications, Rep. No. 588/2026, Prot. No. 97236/2026 dated 10/04/2026, for the awarding of no. 1 research assignment, under which no candidate was selected as the winner;

HAVING SEEN the resolution of the Department Environmental Sciences, Informatics and Statistics of 26/03/2026 which certifies the financial coverage for the entire duration of the assignment pending the budgetary allocation earmarked from FESR- DGR 1382 and Margini charged to chapter A.C.03.19.01.01

## ORDERS:

### Art. 1 - Subject of the selection

1. A public selection is announced for the awarding of **n. 1 research assignment lasting 18 months**, with the possibility of renewal or extension pursuant to art. 11 of the University's Research Assignments Regulation. The assignment will be regulated by a specific contract.
2. The research activity will begin approximately in **september 2026**.
3. **The gross annual amount received for the assignment is equal to Euro € 22.699,02-** subject to automatic ISTAT adjustment) net of charges to the granting body. This amount may be subject to adjustment following any changes in legislation.
4. .
5. The assignment/s is/are awarded for carrying out collaboration activities for the following research program/s of the Department of Environmental Sciences, Informatics and Statistics:

**Assignment Title: AI Agent for Developing New Foreign Enter Market Models**

**GSD Code (see DM 639/2024): 13/ECON-04 ECONOMIA APPLICATA**

**disciplinary scientific sector code: ECON-04/A Economia applicata**

**Tutor: Prof. Giancarlo Corò**

**Duration: 18 months**

**Project Abstract:** This project builds on the research activities carried out under the iNEST – Spoke 3 program, which focused on the role of digital technologies and AI in supporting new international business models for SMEs. The objective of the research activity covered by this contract is to develop the operational testing of AI agents as tools for strategic market analysis, assessment of international readiness, and frameworks to support corporate decision-making processes. In particular, the research must aim to formalize, structure, and digitize these contents through the methodological and content-based design of an AI-based tool. The project thus constitutes an activity of coding, modeling, and applying the company's productive knowledge, with the aim of making it scalable and marketable on international markets via a digital platform.

The goal is to establish a structured operational and decision-making framework capable of supporting businesses in their internationalization processes through a logical sequence divided into three main phases:

1. Internal assessment and international readiness
2. Market selection and risk assessment
3. CRM and search for foreign partners

The specific contribution required under this assignment, involves transforming methodological content into a formalized system of rules, algorithms, and indicators, through:

- definition of input variables (company assets, distinctive competencies, technological capabilities, digital and organizational maturity);
- the construction of multi-criteria decision-making algorithms;
- the development of country risk assessment matrices;
- the development of synthetic "International Readiness" indicators.

Another innovative aspect to be evaluated will be the structural integration of a module focused on sustainability and the circular economy, incorporating ESG and ecological transition considerations into the company's international business development strategy.

## DUTIES TO BE PERFORMED:

### 1. Design and implementation of the methodology

- Defining the logical structure of the tool's three phases (Assessment – Market Selection – CRM/Partner Search)
- Developing multi-criteria scoring models
- Integrating country risk assessment models
- Development of an integrated “Internationalization × Sustainability” matrix.

### 2. Integration of sustainability and the circular economy

- Selection of environmental, social, and governance (ESG) KPIs consistent with internationalization processes.
- Incorporation of circularity criteria into the evaluation of the international supply chain.
- Automatic improvement suggestions (gap analysis and recommendations).

### 3. Coordination with technology partners

- Translation of decision-making models into functional specifications.
- Definition of data requirements.
- Supervision of consistency between conceptual architecture and software implementation.
- Logical and functional testing of the tool.

### 4. Participation in training modules for students and businesses on the following topics:

- data-driven internationalization,
- sustainability in foreign expansion strategies,
- operational use of the tool.
- Development of application cases and practical workshops.

### 5. Third Mission Activities

- Support for SMEs and local stakeholders in using the tool.
- Technology and methodology transfer activities.
- Organization of workshops with businesses and institutional partners.

6. The selection is aimed at verifying the scientific-professional requirements necessary for carrying out the research programs with which the assignment holder must collaborate.

## Art. 2 - Requirements for participation in the selection

1. Young scholars of any nationality can participate in the selection. Candidates must have obtained a master's degree or a single-cycle degree (or an equivalent qualification obtained abroad) no more than six years before the deadline of this selection notice and have a curriculum suitable for assisting in the performance of research activities. In the case of multiple degrees, the six-year term is calculated from the date of obtaining the first master's or single-cycle degree.
2. Qualifications obtained abroad will be examined and may be considered equivalent by the Commission, as per the subsequent art. 4, without prejudice to the legislation in force.
3. Without prejudice to the provisions of art. 11 of this Notice, the following may not hold an assignment and **are therefore automatically excluded from participation in the selections**:
  - those who have held contracts pursuant to art. 24 of Law 240/2010 as well as permanent staff of the subjects referred to in paragraph 1 of art. 22 of Law 240/2010 and subsequent amendments and additions;
  - those who have a degree of kinship or affinity, up to and including the fourth degree, with a professor belonging to the Department or structure making the call or with the Rector, the Director General or any member of the University's Board of Directors;

4. Applications are admitted to the selection with reservation. The University may order the exclusion, with a reasoned decision, for lack of the required requirements. This decision will be communicated to the candidate upon his/her request, by registered mail with return receipt or email with return receipt or certified email (PEC).

### Art. 3 - Deadline for the selection notice and application for participation

1. The application for participation, with the relevant documentation, must be submitted by the deadline set by this notice.
2. The **application for participation** and the **relevant documentation** must be sent exclusively through the procedure available at the address:

<https://apps.unive.it/domandeconcorso-en/accesso/dais2026-coro-fesr2>

by **entering your Tax Code**. Foreign citizens who do not have one can generate a temporary code through: <https://apps.unive.it/utills/cf>

3. The mandatory deadline for submitting applications is set for 12:00 (Italian time) on the fifteenth day starting from the date of publication of the notice in the computer section of the Official University Register - Online Register. If this deadline falls on a public holiday, the deadline is extended to the first working day.
4. This Selection Notice is published on the specific University web page ([link](#)), on the Ministry's website: ([link](#)) and on the European Union's website ([link](#)).
5. The candidate must fill out the online form and attach all the mandatory documents required by the notice and the application, whose templates are available at the following link.
6. After submitting the application, the candidate will receive a confirmation email of the successful submission and an application code with which they can access the procedure for any updates to the data and materials no later than the deadline of this notice.
7. For support or clarifications, you can contact the structure exclusively up to 24 hours before the closing of the notice at **segreteria.dais@unive.it**.

**It is recommended not to start the procedure close to the deadline due to possible system slowdowns.**

8. Except as provided for in art. 5 of this Notice, communications relating to the selection are sent to the interested parties by email with return receipt or certified email (PEC) or registered mail with return receipt.
9. The application must be accompanied by:
  - a. a copy of a valid identity document in .pdf format;
  - b. a scientific-professional curriculum vitae, in a single PDF file. The curriculum must be signed, accurately describe the scientific-professional qualifications, and contain a declaration of truthfulness (Presidential Decree n. 445/2000) and authorization for the processing of personal data (Legislative Decree 196/2003 and EU Regulation 2016/679);
  - c. a list of publications;

**For candidates with foreign qualifications only**, attach a copy of the qualification with an Italian or English translation and exam grades, accompanied by a self-declaration of conformity of the translation itself. This documentation will be useful for the purpose of equivalence.

It is in any case recommended to attach any other useful document for the declaration of equivalence, which the candidate possesses;

Those who have a Diploma Supplement (DS) may not present other documentation, provided that the DS provides a complete description of the nature, level, context, content and status of the studies carried out.

**10. Incomplete applications, those without the mandatory signed attachments (where required), or those sent after the deadlines are inadmissible.**

11. The University assumes no responsibility for the candidate's unavailability or for the dispersion of communications due to incorrect indication of contact details, failure or late communication of changes, or for disruptions not dependent on the University.
12. The declarations contained in the application forms and in the relevant attachments are to be considered for all legal purposes as a self-certification pursuant to articles 46 and 47 of Presidential Decree 445/2000 and subsequent amendments and additions of the data contained therein and the attached documents.
13. The University carries out sample checks on the truthfulness of what is declared, reserving the right to request the originals of the publications.
14. The untruthfulness of what is declared entails the forfeiture of any benefits resulting from the measure issued, without prejudice to the provisions of the penal code and special laws on the matter.

**Art. 4 - Examining Commission**

1. An Examining Commission is established, pursuant to art. 7.3 of the University's Research Assignments Regulation.
2. Before examining the applications, the Commission determines the general criteria for evaluating the scientific-professional qualifications and the interview and the score to be assigned, in compliance with the evaluation grid defined by the University's Research Assignments Regulation (Annex A).
3. The selection documents will be approved by Decree of the structure that issued the notice and made public as defined by Art. 7.5 of the University's Research Assignments Regulation.

**Art. 5 - Evaluation methods, ranking formation and conduct of tests**

1. The selection is carried out through the evaluation of scientific-professional qualifications, the curriculum vitae, and scientific production, followed by an interview.
2. For the formation of the ranking, the Commission has 100 points distributed according to the University's Research Assignments Regulation (Annex A):
  - from 0 to 60 for qualifications and publications
  - from 0 to 40 for the interview.
3. **Candidates who have obtained a score of no less than 42 points out of 60 in the evaluation of qualifications, publications and experiences are admitted to the interview.**
4. The interview is aimed at verifying skills on the following topics:
  - Possible approaches for companies to enter foreign markets and the implications for the services to offer.

- Framework and breakdown of the export plan, including a description of the activities supporting its implementation.
  - Conditions and constraints for developing contractual strategies for entering foreign markets.
  - Defining the role of digital technologies and AI in supporting the company's internationalization process.
5. **The interview will be held on day august 31<sup>th</sup>, 2026 in on line mode. The list of candidates admitted to the interview or any postponements will be made known from the day august 10<sup>th</sup> 2026 by a notice that will be published on the website of this University ([link](#)) and on the web pages provided for by the current legislation.**
6. The publication referred to in the previous paragraph constitutes notification for the call to the competition for all purposes.
7. Candidates admitted to the interview are required to present themselves, equipped with a valid identity document presented during the application phase, on the day, at the time and according to the methods indicated in the public notice.
8. Absence from the interview will be considered in all respects as a renunciation of the selection.
9. **The interview is held publicly and is considered passed with a score of 28 points or more out of 40.**
10. Candidates are considered suitable for carrying out the specific research activity **if the sum of the points assigned to the qualifications and the interview is equal to or greater than 70/100.**
11. The Commission formulates a merit ranking and indicates the winning candidate, pursuant to art. 7.4 of the University's Research Assignments Regulation.
12. In the event of a tie in the score, the younger candidate is preferred.
13. Failure to pass the tests is detailed in the minutes relating to the selection.

#### **Art. 6 - Approval of documents and Awarding of the research assignment**

1. The selection documents and the relative ranking, with the indication of the scores assigned, are approved by the Director of the structure that issued the assignment and made immediately public according to the subsequent Art. 7 of this notice. The approval decree verifies the regularity and conformity of the procedure.
2. From the date of publication of the documents and the ranking, the deadline for any appeals by the interested parties begins.
3. The Director of the Department of Environmental Sciences, Informatics and Statistics, awards the research assignment to the winner of the selection, subject to the verification of the requirements.
4. The holder must accept within 7 days of receiving the communication by signing the contract at the competent office of the Department of Environmental Sciences, Informatics and Statistics or by signing the contract by affixing a remote digital signature (<https://www.agid.gov.it/it/piattaforme/firma-elettronica-qualificata/ottenere-firma-elettronica>).
5. The contract will regulate the terms and methods of carrying out the collaboration activity and the payment of the remuneration, as foreseen by Art. 1 of the notice.
6. The research assignment may be renewed or extended, in the presence of the relative financial coverage, in the ways and terms provided for in article 11 of the Research Assignments Regulation.

7. The ranking remains valid for one year from the date of publication.
8. The structure that issued the notice can use the ranking, while guaranteeing adequate financial coverage, in the following cases:
  - a. impossibility or refusal to sign the contract with the winner;
  - b. refusal to sign the contract by the winner of the selection;
  - c. withdrawal from the contract by the assignment holder;
  - d. if the structure that issued the notice found it necessary to activate additional research assignment positions compared to those announced for the same specific project.

#### **Art. 7 - Publicity of the selection procedure**

1. The publicity of the results of all phases of the selection is ensured through publication on the University's website, on the web pages provided for by current legislation and any posting of a notice in the premises of the interested structure, with an indication of the scores assigned to the qualifications and the interview and the final ranking, as per art. 7.5 of the University's Research Assignments Regulation.
2. Access to the documents is guaranteed pursuant to L. 241/1990 and subsequent amendments and additions, Presidential Decree n. 184/2006 and the simple and generalized civic access introduced by Legislative Decree n. 33/2013, as amended and integrated by Legislative Decree n. 97/2016 and its internal implementation regulation.

#### **Art. 8 - Activities of the assignment holder**

The activity takes place at Cà Foscari University Venezia-Campus Economico Cannaregio 873, Fondamenta San Giobbe, and at Campus Treviso for the entire duration of the assignment, without prejudice to missions or off-site activities provided for by the research project and/or those previously authorized by the tutor or by the Director of the structure.

1. The assignment holder carries out his/her activity independently and without a pre-established work schedule, within the limits of the research program and the instructions of the research tutor.
2. The activity of the assignment holder does not constitute an employment relationship and does not give the right to access the University's roles.
3. The holder of a research assignment must register with the separate INPS management and the Ministerial portal [loginmiur.cineca.it](http://loginmiur.cineca.it), implement the University's Arca catalog containing the scientific publications produced by the assignment holder, comply with the University's regulations, in particular the Research Assignments Regulation, the University's Regulation for the valorization of knowledge and the University's Policy for the valorization of knowledge and IP management, the Regulations on confidentiality, the University's Code of Ethics and Conduct, the Regulation containing the code of conduct for public employees, pursuant to article 54 of Legislative Decree 30 March 2001, n. 165.

#### **Art. 9 - Methods of control and evaluation of the activity carried out by the assignment holders**

1. **At the end of every year of research activities**, the assignment holder is required to submit a written report on the research activity carried out.

2. In the report, the assignment holder must account for the research methods applied and the results achieved, including partial ones.  
The report will be examined by the interested structure and will be accompanied by the tutor's judgment on the congruity of the research methods applied and the validity of the results achieved.
3. In the event of a negative evaluation of the report, as provided for in art. 15 of the University's Research Assignments Regulation, the Department of Environmental Sciences, Informatics and Statistics, after hearing the holder, may propose, and subsequently deliberate, the revocation of the assignment.
4. The assignment holder is required to report on their research activity whenever requested by the tutor or the reference structure. For this purpose, a diary-register may be requested to periodically record the state of implementation of the pre-established program.
5. The University's right to withdraw from the contract in the event of serious and documented non-compliance by the assignment holder reported by the tutor or the reference structure remains unaffected. Any legal action by the University to protect its interests and its assets also remains unaffected.

#### **Art. 10 - Suspension of research activity**

1. The research activity and the assignment are suspended, without reducing the duration, in case of certified absences, for compulsory military service, compulsory maternity, paternity, adoption, fostering and parental leave, serious illness or serious family reasons.
2. Assignment holders must promptly communicate the occurrence of the aforementioned conditions to the Director of the Department of Environmental Sciences, Informatics and Statistics.
3. The suspension periods will be recovered at the end of the natural expiration of the contract. A total period of absence not exceeding thirty working days, even if not consecutive, does not constitute suspension, and consequently does not need to be recovered.

#### **Art. 11 - Incompatibility - Prohibition of accumulation**

1. Research assignments are not compatible with attending bachelor's, master's or single-cycle degree courses, research doctorates or medical specialization courses, in Italy or abroad, without prejudice to the possibility of implementing specific research financing programs of the European Union within the framework of the actions related to the Marie Skłodowska-Curie (MSCA) program, nor with the holding of research doctorate scholarships or other scholarships, for any reason granted by national or foreign institutions, except in the case where these are aimed at international mobility for research reasons.
2. Research assignments are not compatible with the contracts referred to in articles 22 and 22 bis of Law 240/2010.
3. It is possible to carry out self-employed work or occasional or continuous collaborations, compatible with the research activity in progress and with the prior authorization of the structure, provided that the activity:
  - does not involve a conflict of interest with the specific research activity carried out by the research assignment holder;

- does not prejudice the University.
- 4. The holding of the assignment is compatible with unpaid leave for employees, including part-time employees, of public administrations, without prejudice to the legal provisions that regulate the awarding of paid assignments to full-time public employees. Employees of private companies can take advantage of research assignments with unpaid leave, as provided for by current legislation and the relevant National Collective Labor Agreements (CCNL).
- 5. The holder of a research assignment can participate in different university research groups and projects from those for which he/she was recruited, unless there are other causes of incompatibility provided for by the specific financing programs for which the assignment was activated.

### **Art. 12 - Intellectual property**

The legal and economic regime relating to the protection and exploitation of the research results will be established by the contract.

Specifically, the University holds the Industrial Property Rights on the research results and the Copyrights on the Particular Works of the Intellect developed by the assignment holder.

In this regard, the University's Regulation for the valorization of knowledge and the definitions contained therein apply.

### **Art. 13 - Tax, social security and insurance treatment.**

1. For research assignments, the provisions of Art. 4 of Law 13.08.1984, n. 476 and subsequent amendments and additions apply regarding tax matters, as well as the provisions of Art. 2, paragraphs 26 and subsequent of Law 08.08.1995, n. 335 and subsequent amendments and additions regarding social security matters.
2. Regarding compulsory maternity leave, the provisions of the Decree of the Minister of Labor and Social Security of 12 July 2007 apply. During the period of compulsory leave, the INPS allowance (Art.5 of the aforementioned decree of 12 July 2007) is supplemented by the structure up to the full amount of the remuneration.
3. Regarding sick leave, article 1, paragraph 788, of Law 27 December 2006, n. 296, and subsequent amendments and additions apply.
4. The University provides insurance coverage for accidents and third-party liability in the performance of the research activity.

### **Art. 14 - Processing of personal data**

The processing of personal data takes place in accordance with the applicable national and community legislation (Legislative Decree 196/2003 and EU Regulation 2016/679).

The information notice can be downloaded at the following link: <https://www.unive.it/privacy> or on the notice page of the present call.

### **Art. 15 - Head of the procedure**

Pursuant to art. 5 of law 07/08/1990, n. 241 and subsequent amendments and additions, the head of the administrative procedure for this selection is dott.ssa Federica Fasolato

### **Art. 16 - Final provisions**



REGIONE DEL VENETO

For anything not provided for in this notice, reference is made to the University's Research Assignments Regulation and the legislation in force on the matter.

Venice,

THE DIRECTOR OF THE DEPARTMENT OF ENVIRONMENTAL SCIENCES, COMPUTER  
SCIENCE, AND STATISTICS  
Prof. Salvatore Orlando

The Supervisor of the procedure  
Dott.ssa Federica Fasolato