

**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 09<sup>th</sup> 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](mailto: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 09<sup>th</sup> 2024, 12 noon (Italian time)**.

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

We will inform that the University will be closed on the following days: December 23<sup>rd</sup> 2023 – January 07<sup>th</sup> 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 15<sup>th</sup> 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 12<sup>th</sup> 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](mailto:giulia.cancellieri@unive.it)>

Additional information about the application procedure may be obtained from <[lisa@unive.it](mailto:lisa@unive.it)> <[segreteria.management@unive.it](mailto:segreteria.management@unive.it)> <[ricerca.management@unive.it](mailto:ricerca.management@unive.it)>

**INFORMATION ON PERSONAL DATA PROCESSING**  
**pursuant to Article 13 of Regulation (EU) 2016/679**

The Ca' Foscari University of Venice, as part of its institutional aims and in fulfillment of the obligations set forth in art. 13 of the 2016/679 EU Regulation ("Regulation"), provides you with information regarding the processing of personal data that you have provided to the University for the purpose of carrying out the selection procedure you wish to participate in.

**1) THE DATA PROCESSOR**

The data processor is the Ca' Foscari University of Venice, with headquarters in Dorsoduro n. 3246, 30123 Venice (VE), in the person of the Rector Magnificent.

**2) DATA PROTECTION OFFICER**

The University has appointed the "Data Protection Officer", who can be contacted by writing to the e-mail address [dpo@unive.it](mailto:dpo@unive.it) or to the following address: Ca 'Foscari University, Venice, Data Protection Manager, Dorsoduro n. 3246, 30123 Venice (VE).

**3) PERSONAL DATA CATEGORIES, PURPOSES AND LEGAL BASIS OF DATA PROCESSING**

The data processing in question involves the provision of personal data and data relating to previous study and professional experience.

Unless the selection procedure is for protected categories, it is not necessary to provide data of a sensitive nature (for example, data concerning health status, sexual orientation or political or trade union opinions); candidates are therefore requested not to provide such data, unless deemed necessary for optimal evaluation of the position selection procedure.

The processing of personal data is aimed solely at the completion of the selection procedure and will take place in a way and within the limits necessary to pursue the aforementioned purpose.

The legal basis for this treatment is represented by art. 6.1.e) of the Regulations ("execution of a task of public interest or connected to the exercise of public powers").

The processing of personal data is based on the principles of correctness, lawfulness and transparency and the protection of the privacy and rights of the data subject, as well as the additional principles established by art. 5 of the Regulations.

**4) DATA PROCESSING MODALITIES**

The processing of personal data will be carried out by authorized parties (in compliance with the provisions of Article 29 of the Regulation), with the use of computerized procedures, adopting appropriate technical and organizational measures to protect them from unauthorized or illegal access, destruction, loss of integrity and confidentiality, even if accidental in nature.

**5) 5) STORAGE TIME**

The data will be stored in accordance with the Regulations on the storage of administrative documentation.

**6) 6) RECIPIENTS AND CATEGORIES OF RECIPIENTS OF PERSONAL DATA**

For the purposes set out above, in addition to specifically authorized employees and collaborators of the University, personal data may also be processed by individuals who execute outsourced activities on behalf of the Data Controller, in their capacity as External Data Processors.

The same data might be communicated to the public administrations directly interested in the legal-economic situation of the candidate hired.

There are no further communications to third parties except to persons to whom the data must be transmitted in fulfillment of legal obligations or, on request, to judicial and supervisory authorities.

The data of the hired candidate might be shared for the fulfillment of the obligations regarding transparency as per Legislative Decree n. 33/2013 and future modifications.

The results of any intermediate tests and final rankings will be published according to current legislation.

#### **7) DATA PROVISION**

I The provision of such data is necessary to evaluate the requirements for participation and to verify academic qualifications. The failure to indicate these data might preclude this assessment, with a consequent exclusion from the procedure.

#### **8) USER RIGHTS AND HOW TO EXERCISE THEM**

As an interested party, you have the right to obtain from the University, in the cases provided for by the Regulations, access to personal data, rectification, integration, their cancellation or processing limitation or to object to the data processing itself (articles 15 and following of the Regulations). The request can be submitted, without any particular formal procedures, by contacting the Data Protection Officer directly at [dpo@unive.it](mailto:dpo@unive.it) or by sending a communication to the following address: Ca 'Foscari University Venice - Data Protection Officer, Dorsoduro 3246, 30123 Venice. Alternatively, you can contact the Data Controller, by writing a PEC (certified email) to [protocollo@pec.unive.it](mailto:protocollo@pec.unive.it).

Interested parties, who believe that the processing of their personal data is in violation of the provisions of the Regulations, also have the right to file a complaint to the Data Protection Guarantor, as provided for by art. 77 of the Regulations itself, or to take appropriate legal action (Article 79 of the Regulations).

## INFORMATIVA SUL TRATTAMENTO DEI DATI PERSONALI ai sensi dell'articolo 13 del Regolamento (UE) 2016/679

L'Università Ca' Foscari Venezia, nell'ambito delle proprie finalità istituzionali e in adempimento agli obblighi previsti dall'art. 13 del Regolamento UE 2016/679 ("Regolamento"), Le fornisce informazioni in merito al trattamento dei dati personali da Lei conferiti all'Ateneo ai fini dell'espletamento della procedura di selezione cui intende partecipare.

### 1) TITOLARE DEL TRATTAMENTO

Il Titolare del trattamento è l'Università Ca' Foscari Venezia, con sede in Dorsoduro n. 3246, 30123 Venezia (VE), nella persona del Magnifico Rettore.

### 2) RESPONSABILE DELLA PROTEZIONE DEI DATI

L'Università ha nominato il "Responsabile della Protezione dei Dati", che può essere contattato scrivendo all'indirizzo di posta elettronica [dpo@unive.it](mailto:dpo@unive.it) o al seguente indirizzo: Università Ca' Foscari Venezia, Responsabile della Protezione dei Dati, Dorsoduro n. 3246, 30123 Venezia (VE).

### 3) CATEGORIE DI DATI PERSONALI, FINALITA' E BASE GIURIDICA DEL TRATTAMENTO

Il trattamento in questione comporta il conferimento di dati anagrafici e di dati relativi alle esperienze di studio e professionali pregresse.

Salvo che la procedura di selezione non sia dedicata a categorie protette, per partecipare non è necessario conferire dati di natura sensibile (per esempio, relativi allo stato di salute, all'orientamento sessuale o alle opinioni politiche o sindacali); si pregano pertanto i candidati di non fornire tali dati, salvo ove ritenuti necessari per una migliore valutazione della propria posizione.

Il trattamento dei dati personali è finalizzato unicamente all'espletamento della procedura di selezione e avverrà nei modi e nei limiti necessari per perseguire la predetta finalità.

La base giuridica di tale trattamento è rappresentata dall'art. 6.1.e) del Regolamento ("esecuzione di un compito di interesse pubblico o connesso all'esercizio di pubblici poteri").

Il trattamento dei dati personali è improntato ai principi di correttezza, liceità e trasparenza e di tutela della riservatezza e dei diritti dell'interessato, nonché agli ulteriori principi previsti dall'art. 5 del Regolamento.

### 4) MODALITA' DI TRATTAMENTO

Il trattamento dei dati personali verrà effettuato da soggetti autorizzati (nel rispetto di quanto previsto dall'art. 29 del Regolamento), con l'utilizzo di procedure anche informatizzate, adottando misure tecniche e organizzative adeguate a proteggerli da accessi non autorizzati o illeciti, dalla distruzione, dalla perdita d'integrità e riservatezza, anche accidentali.

### 5) TEMPI DI CONSERVAZIONE

I dati saranno conservati in conformità alle norme sulla conservazione della documentazione amministrativa.

### 6) DESTINATARI E CATEGORIE DI DESTINATARI DEI DATI PERSONALI

Per le finalità sopra riportate, oltre ai dipendenti e collaboratori dell'Ateneo specificamente autorizzati, potranno trattare i dati personali anche soggetti che svolgono attività in *outsourcing* per conto del Titolare, nella loro qualità di Responsabili esterni del trattamento.

Le medesime informazioni potranno essere comunicate alle amministrazioni pubbliche direttamente interessate alla posizione giuridico-economica del candidato assunto.

Non sono previste ulteriori comunicazioni a terzi se non a soggetti a cui i dati devono essere trasmessi in adempimento di obblighi di legge o, a richiesta, a organi giudiziari e di controllo.



I dati del candidato assunto saranno soggetti a diffusione per l'assolvimento degli obblighi in materia di trasparenza di cui al Decreto Legislativo n. 33/2013 e s.m.i..

Gli esiti delle eventuali prove intermedie e le graduatorie finali saranno pubblicati secondo la normativa vigente.

#### **7) CONFERIMENTO DEI DATI**

Il conferimento di tali dati è necessario per valutare i requisiti di partecipazione e il possesso dei titoli. La loro mancata indicazione può precludere tale valutazione, con conseguente esclusione dalla procedura.

#### **8) DIRITTI DEGLI INTERESSATI E MODALITA' DI ESERCIZIO**

In qualità d'interessato, ha diritto di ottenere dall'Ateneo, nei casi previsti dal Regolamento, l'accesso ai dati personali, la rettifica, l'integrazione, la cancellazione degli stessi o la limitazione del trattamento ovvero di opporsi al trattamento medesimo (artt. 15 e ss. del Regolamento). La richiesta potrà essere presentata, senza alcuna formalità, contattando direttamente il Responsabile della Protezione dei Dati all'indirizzo [dpo@unive.it](mailto:dpo@unive.it) ovvero inviando una comunicazione al seguente recapito: Università Ca' Foscari Venezia - Responsabile della Protezione dei Dati, Dorsoduro 3246, 30123 Venezia. In alternativa, è possibile contattare il Titolare del trattamento, scrivendo a PEC [protocollo@pec.unive.it](mailto:protocollo@pec.unive.it).

Gli interessati, che ritengono che il trattamento dei dati personali a loro riferiti avvenga in violazione di quanto previsto dal Regolamento, hanno, inoltre, il diritto di proporre reclamo all'Autorità Garante per la protezione dei dati personali, come previsto dall'art. 77 del Regolamento stesso, o di adire le opportune sedi giudiziarie (art. 79 del Regolamento).