



ALMA MATER STUDIORUM
UNIVERSITÀ DI BOLOGNA
DIPARTIMENTO DI SCIENZE GIURIDICHE

**Call for selection 2023
DSG Visiting Professor
“International Business Negotiation”**

Art. 1

The Alma Mater Studiorum-University of Bologna – Department of Legal Studies (hereinafter, “DSG” or “Department”), with a view to fostering the internationalization of departmental activities, adopted the present call, concerning n. 1 Visiting Fellowships for foreign highly qualified scholars, who are affiliated with non-Italian universities, invited to carry out teaching activities within the “International Business Negotiation” course.

In particular, the Fellowship shall allow a strong teaching interaction between invited scholars and Professors/Researchers of the Department.

The visiting professor shall give lectures on the introductory principles of international negotiation and he/she shall conduct the analysis of the simulation exercise; he/she shall coordinate the seminars with industry experts; finally, he/she shall attend online and in-person negotiation sessions, facilitate the negotiations and provide students with feedbacks.

The overall teaching load is 40 hours (10 teaching hours plus 30 negotiation sessions hours).

The teaching activity must be carried out during the period **1 October 2023 – 30 June 2024**.

For any further query, please contact Dr. Elena Gabellini
email: elena.gabellini@unibo.it

Art. 2

The Visiting Professor will be entitled to receive a compensation of 8.000,00 EUR (gross amount - IRAP included).

The payment of the due amount will be authorized by the Department Council upon verification of the proper fulfilment of the required activities.



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Art. 3

The application shall include all required documents and shall be uploaded by the candidates by **September 1st 2023 at 12:00 (CET)** on the online platform <https://personale.unibo.it/pol/welcome.htm?siteLanguage=en>.

The application shall include:

1. personal and professional data of the Applicant;
2. the indication of both the chosen period of teaching;
3. a scanned copy of the Applicant's passport (or other identity document) in course of validity;
4. Applicant's *curriculum vitae et studiorum* and a list of publications (last 5 years);
5. a short description of the programme of teaching activities to be carried out.

Visiting Professor who is not resident in EU must independently apply for a VISA.

Art. 4

The applications will be evaluated by a Commission appointed by the Department Council.

The Commission will be tasked with the selection of the best application and the definition of the final ranking list within the deadline indicated by the Council.

The selection criteria are the following:

1. scientific and teaching relevance;
2. added value for departmental activities.

For each criterion, up to 20 points can be assigned.

Only applications scoring at least 40 are eligible to be selected.

Art. 5

The Visiting Professor will be invited through a deliberation adopted by the Department Council and containing the Professor's first and family names, contacts, dates of stay within the DSG, description of the planned activities.

The deliberation will be published on the website www.dsg.unibo.it.



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The invitation will be formalized with a letter from the Department's Head no later than **September 13th 2023**.

Within 5 days of receipt of the invitation letter, the Visiting Professor is required to formally accept the position by sending a confirmation message to: dsg.affarigenerali@unibo.it.

Art. 6

As long as the present call remains open, it will be available in the section "Calls and competition" of the website <https://dsg.unibo.it/en/index.html>.

Art. 7

All aspects not regulated by the present call are subject to applicable legal, statutory and regulatory provisions.

Art. 8

In compliance with EU Regulation no. 2016/679, the University of Bologna is committed to respect the confidentiality of information provided by the candidate. All data provided will be used only for purpose connected with the selection and award of the research grant, in accordance with current regulations. In compliance with Articles 3 and 7 of Legislative Decree no. 33/2013, information, data, documents, including curriculum vitae, shall be published in an open format on the University website, section "Amministrazione Trasparente", and everyone has the right to know them, use and reuse them without restrictions, even for purposes other than this procedure, with the obligation to mention their source and to respect their integrity. As provided for by Article 5 of Law n. 241/1990, the person in charge for this selection procedure is Dr. Cecilia Bellettato, Administration Manager of Department (cecilia.bellettato@unibo.it).

Deputy Head of Department
Prof. Federico Casolari