



Annex 2 to Rectoral Decree No. 1 of 4th January 2022

**Doctoral Program in
MANAGEMENT**

XXXVIII Cycle – 2022/2023 Academic Year

Administrative Headquarters: Department of Business and Management, Luiss Guido Carli University

Statutory Duration of the Program: 4 years

a) Educational Goals and Research Themes:

The Doctoral Program in Management is an international program for talented students who wish to pursue academic or professional careers with consultancy firms, financial institutions, economic policy and/or regulatory authorities. The Department of Business and Management excels in numerous clusters of research but is specifically interested in research projects related to the following prevalent areas of research:

- Marketing
- Corporate finance
- Organization
- Strategy
- Innovation & Industrial Dynamics
- Accounting

b) Places on offer:

- **Places with University scholarship: n. 6**
- **Places with University scholarships reserved for International candidates (no.1), who satisfy all the following requisites:**
 - ❖ not in possession of Italian Citizenship;
 - ❖ not having had residency or domicile in Italy, or having carried out their main activity in Italy, for more than 6 months, even non-consecutively, in the three years preceding this Call for Applications;
 - ❖ qualification for access to a Doctoral Program obtained in a foreign university.



- ❖ Should a suitable candidate not be found, this place will be added, without additional funding, to the 6 ordinary University scholarship places and will be attributed in accordance with the same merit system as for those places.

- **Total places on offer with scholarships: n. 7**
- **Total places on offer: n. 7**

c) Selection Process:

The selection process for admission to the Doctoral Program consists of three phases:

1. First Phase: Evaluation of CV, qualifications and publications

This phase will take into account all qualifications, publications (**if any**) and further relevant elements indicated in a candidate's CV.

Publications will be evaluated taking into account the academic value of the writings, their relevance to the topics under study in the Doctoral Program and the standing of the journals and publishing houses through which the candidates have published.

Please note that it is possible to apply for the Doctoral Program even in the absence of publications.

Candidates who score at least 24 points in the first phase will be admitted to the second phase, i.e. the evaluation of the Research Proposal. Reference should be made to section **d)** of this sheet for more details on the evaluation criteria.

2. Second Phase: Evaluation of the Research Proposal

This phase evaluates the Research Proposal submitted by the candidates.

The **Research Proposal** will be evaluated by assessing its pertinence to the areas under study in the Doctoral program. It should be written in English and explicitly contain: the specific field of research, the objectives and motivations for the research, the background of the research, the state of the art on the subject, with references to the literature, the proposed methodology, related hypotheses and theories, a description of the eventual empirical component, a list of sources and a brief bibliography.



The Research Proposal should also contain, before or after the title, explicit indication of the primary area of research, to be selected from. The list provided on page 1, letter a) of this document (Marketing, Corporate Finance, Organization, Strategy, Innovation & Industrial Dynamics, Accounting).

Candidates who have obtained at least 12 points in the second phase will be admitted to the third phase, i.e. the oral exam.

3. Third Phase - Oral Exam in English

The Oral Exam will focus on the Research Proposal submitted and will concern topics and subjects pertinent thereto (even if not directly covered by the Research Proposal itself but which relate to the areas under study in the Doctoral Program). It is designed to assess not only the candidate’s depth of knowledge regarding the proposal submitted but also the candidate’s ability to engage in reasoning and discuss concepts relating to various branches of the system.

The Oral Exam will be conducted in English in view of the fact that the Doctoral Program will be taught entirely in that language.

The Oral Exam will be held online on the Webex platform. Candidates must possess a computer with a webcam and microphone and internet access and follow the instructions relating to the use of the Webex application which they will receive by email at the address that has been submitted during the candidacy phase.

The Oral Exam will be deemed to have been passed by candidates who obtain at least 24 points.

d) Admissions Commission Scoring

The scoring system utilized by the Commission is as follows (minimum score for eligibility 60):

| Competition Phase | Subject matter of evaluation | Maximum Score | Minimum score to pass to next phase |
|-------------------|-------------------------------------|---------------|-------------------------------------|
| Phase 1 | CV, qualifications and publications | 40 | 24 |



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|----------------|------------------|------------|-----------|
| Phase 2 | Research Project | 20 | 12 |
| Phase 3 | Oral Exam | 40 | 24 |
| Total | | 100 | 60 |

The minimum score for eligibility (60 points) is to be understood as the sum of the points assigned from the three phases, with the candidate having attained at least the minimum score in all of the selection phases.

e) Method of Submission of Candidature:

The online application procedure is to be completed through accessing the University's website at:

<https://phd.luiss.it/management/calls/open-calls/>

To submit an application to participate in the competition candidates must:

- go to the webpage: <https://phd.luiss.it/management/calls/open-calls/> fill out the competition application in full, attaching the required documents, specifically:

MANDATORY DOCUMENTATION:

- I) **Application Form C (which can be found at the end of this document) completed, dated and signed**
- II) **Proof of possession of a master's degree**
- III) **Curriculum vitae, indicating all the qualifications held**
- IV) **National ID card/passport**
- V) **List of publications together with the full text of the publications or a self-declaration stating that no publications exist**
- VI) **Research Proposal**

Details of the mandatory documentation

- I) **Application Form C (which can be found at the end of this document) completed, dated and signed**
- II) **Proof of possession of a master's degree**

The required documentation to prove attainment of a master's degree varies according to where the degree was awarded, thus it should be noted that:

Candidates with a qualification awarded in ITALY must submit:

- certification/self-certification of the degree held, setting out the exams taken and marks obtained for each exam, credits earned and the degree grade (for each degree if more than one degree is held);

Candidates with a qualification awarded in an EU country must submit the following:

1. certification/self-certification of the degree held, setting out the exams taken and marks obtained for each exam, credits earned and the degree grade (for each degree if more than one degree is held);
2. degree parchment in its original language;
3. diploma supplement and academic transcript of records in their original language;
4. translation into Italian or English of the two documents indicated in the preceding points 1 and 2: the translations are not required if the documents in question are issued by the institution directly in English.

Candidates with a qualification awarded in a non-EU country must submit the following:

- A. degree parchment in its original language;
- B. academic transcript of records in its original language;
- C. translation into Italian or English of the two documents indicated in the preceding points A and B: the translations are not required if the documents in question are issued by the institution directly in English.

For qualifications awarded in a non-EU country the admitted candidates may submit a statement of comparability of the foreign qualification issued by the Information Centre on Academic Mobility and Equivalence (CIMEA) as an alternative to submission of the documents indicated in points A and B above. In that regard candidates should click on the following link:

<http://www.cimea.it/en/index.aspx> .

III) Curriculum vitae



indicating all the qualifications held; (for example, master's degree, advanced courses, other PhDs, etc.), research undertaken, study and work periods either abroad or of international relevance, and certified knowledge of additional foreign languages other than English, if any;

- IV) **National ID card/passport;**
- V) **List of publications** in areas pertinent to the Doctoral Program, together with the full text of the publications included in said list, to be uploaded in pdf format onto relevant sections of the online platform. In the absence of publications, a self-declaration should be uploaded attesting to the same.

N.B. It is nonetheless possible to apply for the Doctoral Program even in the absence of publications, by attaching a self-declaration stating that no publications exist.

- VI) **Research Proposal**, consistent with the educational goals and the themes of the Doctoral Program. The Research Proposal must also contain (before or after the title) a clear indication of the prevalent area of research, to be selected from the list on page 1 letter a) of the present form (Marketing, Corporate Finance, Organization, Strategy, Innovation & Industrial Dynamics, Accounting).

OPTIONAL DOCUMENTATION:

- I) **Any other qualifications:** for example, certification of knowledge of foreign languages other than English or certification of other qualifications held, indicating the marks obtained in the individual exams if such marks were awarded (for example, a master's degree in a subject pertinent to the doctoral program, European Doctorate, relevant experience at institutions and public bodies);

- II) **GMAT;**

- III) **Statement of purpose, if any;**

- IV) **Reference letter, if any:**

The reference letter should not be uploaded to the platform: the candidate should insert into the platform the names and email addresses of the referees, who will receive a communication at the indicated email address containing a link through which they can personally write and send the letter to the PhD & Education Funding.

The deadline for submission of reference letters is set for 28 March 2022.

It is recommended that files be uploaded in pdf format.

f) Deadlines:

- **Deadline for submission of applications: 21 March 2022 at 16:00 (CET), UTC+1**
- **Deadline for awarding of prerequisite qualification for the Doctoral Program:**
31 July 2022
- **Deadline for publication of the ranking for admission purposes:** by 31 July 2022 unless extended by a communication to that purpose on the LUISS website. The ranking order and list of those admitted will be published on the Doctoral Program website at the following link:
<https://phd.luiss.it/management/calls/admission-and-ranking-list/> and communicated by e-mail to the successful candidates in accordance with article 5 of the call for applications.;
- **Deadline for acceptance of admission by the successful candidates:** within 7 days, to commence from the day after publication of the ranking order and list of those admitted on the University's website (<http://www.luiss.it>) and the associated concurrent notice of admission.
- **Commencement of the Program:** September 2022.

PLEASE NOTE: The Form C for self-certification can be found on pages 8 and 9 of this document.