



Annex 2 to Rectoral Decree No. 51 of 02/02/2026

**Doctoral Program in
MANAGEMENT**

XLII Cycle – 2026/2027 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:

- Organization Design
- Organization Studies
- Marketing and Technologies
- Consumer Behavior
- Multi-method marketing analysis for decision-making
- Economics of innovation
- Corporate Governance
- Firm international determinants and processes
- Human Resource Management
- Entrepreneurship and start-up management
- Corporate misconduct
- Strategic Change and Business Transformation
- Organizations' purpose and impact
- Global Challenges in Sustainability
- Open Innovation

- AI in Organizations
- Collaborative Networks and Team Performance
- Family Business Governance and Innovation

b) Places on offer:

- **Places with University scholarship: n. 10**
- **Places with University scholarship reserved for international candidates (n.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 10 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. 11**

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), if applicable the GMAT, 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 and GMAT.

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.

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 interview may be held in presence or remotely.

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
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) **Research Proposal**

VI) A reference letter (to be provided exclusively by referees belonging to the academic teaching and/or research staff).

Details of the mandatory documentation

I) Application Form C (which can be found at the end of this document) completed, dated and signed

Note: the list of any publications in fields relevant to the PhD programme and the full texts of the relevant publications must be attached to Form C.

If the candidate does not have any publications, they must declare this in the appropriate section of Form C attached to this call.

N.B. Applications may therefore be submitted even in the absence of publications.

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 (academic transcript of records), 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 in its original language;
4. translation into Italian or English of the above-mentioned documents, indicated in the points 1, 2 and 3: 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;
- D. CIMEA Attestation of Comparability, available at the following link <https://www.cimea.it/>

In any of the aforementioned cases, applicants holding foreign degrees (EU or Extra-EU) are required to submit to the PhD & Education Funding Office, in case of admission, either the Diploma Supplement (the "access to further studies" section must necessarily be complete) or an Attestation of Comparability of the foreign degree issued by CIMEA. The Certificate of Comparability can be found at the following link: <https://www.cimea.it/>.

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) **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.

- VI) **The reference letter (to be provided exclusively by referees belonging to the academic teaching and/or research staff)** 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 20 March 2026.

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, relevant experience at institutions and public bodies, etc.);

II) GMAT;

III) Statement of purpose, if any;

It is recommended that files be uploaded in PDF format.

f) Deadlines:

- **Deadline for submission of applications: 13 March 2026 at 16:00 (CET), UTC+1**
- **Deadline for awarding of prerequisite qualification for the Doctoral Program:** 15 September 2026
- **Deadline for publication of the ranking for admission purposes:** by 31 July 2026 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:** October 2026.

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

PhD MANAGEMENT - FORM C

PERSONAL SWORN DECLARATION (ART. 46, D.P.R. N. 445/00):

I, the undersigned, _____ born on _____

in _____ (_____) and resident in _____

_____ Address _____

Fully aware of the penal sanctions in the case of false declarations and the consequent forfeiture of the benefits obtained (pursuant to articles 75 and 76 of Presidential Decree 445/2000) for which I take complete personal responsibility

DECLARE, UPON PRESENTATION OF THIS CANDIDACY:

subject to the admission requirements specified in the Call

1.

to wish to apply for a position in the following categories

(it is possible to select one or more of the following categories, provided that the mandatory eligibility requirements specified for each category in Form A attached to the Call for Applications are met).

- ☐ that I wish to candidate myself for an ordinary University scholarship place¹
- ☐ that I wish to candidate myself for a scholarship place with increased funding, reserved for international candidates with residency abroad and with qualification for the Doctoral Program obtained abroad
- ☐ that I wish to candidate myself for **both** positions listed above

2.

at the time of submitting the application

- ☐ To be resident in Italy
- OR**
- ☐ to be resident abroad, specifically in

¹ **Both** Italian nationals and international candidates, regardless of whether they reside in Italy or abroad, are eligible to apply for the University's ordinary scholarships.

3.

- ☐ to **have NOT had** residency or domicile in Italy or to have carried out my main activity in Italy, for more than 6 months, even non-consecutively, in the three years preceding this Call for Applications

OR

- ☐ to **have had** residency or domicile in Italy or to carried out my main activity in Italy, for more than 6 months, even non-consecutively, in the three years preceding this Call for Applications

4.

- ☐ To have obtained my Master's degree (or equivalent) at the following University:
.....located in

OR

- ☐ To have NOT yet obtained my Master's degree (or equivalent), with the full expectance that this degree will be awarded to me by 15 September 2026 at the following University:
.....located in.....

5.

- ☐ to **have** publications in subjects relevant to the PhD programme
(if this option is selected, the list of publications and the full texts of those deemed most relevant must be attached to this form)

OR

- ☐ **not to have** any publications

The undersigned also declares, pursuant to art. 13 of Legislative Decree no. 196 of 30 June 2003, that I have been informed that the personal data contained in this declaration will be processed, also with IT tools, exclusively in the context of the procedure for which this declaration is made.

Finally, the undersigned declares to have read the information referred to in Articles 13 and 14 of Regulation (EU) 2016/679 d.d. April 27, 2016 (GDPR).

Place and Date _____

Signature of Declarant _____

This declaration does not require signature authentication and effectively replaces the normal certifications required or intended for a Public Administration as well as for managers of public services and private individuals who allow it.