## PhD Programme in “Companies, Institutions and Behavioural Science”

### Coordinator:

**Prof.ssa Rosella Tomassoni**  
Tel. 0776/2993823  
e-mail: r.tomassoni@unicas.it

### Available positions:

<table>
<thead>
<tr>
<th>Scholarships:</th>
<th>Positions without scholarship:</th>
<th>Length of course:</th>
</tr>
</thead>
<tbody>
<tr>
<td>8 with scholarships financed by the University</td>
<td>3</td>
<td>3 years</td>
</tr>
</tbody>
</table>

### Curriculum

<table>
<thead>
<tr>
<th>Research Topics</th>
<th>Curriculum</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) Institutions and Enterprise</td>
<td>This project centres on the relationship between collective and individual behaviour, on the one hand, and the organisation of institutions and economic activity on the other. Activities are characterised by their multidisciplinary nature through the integration of social, economic, business and legal perspectives with respect to themes of behaviour and organisation. The aim is to provide a multidisciplinary and interdisciplinary knowledge of both content and research methods. This curriculum allows PhD students to acquire new competences and offers a solid specialisation for professionalism aimed at research and/or professions requiring advanced scientific skills. In this specialisation mainly methodologies from the legal, business and management sciences are used to investigate the variety of ways in which businesses can create and defend competitive advantages, also with reference to the theme of quality.</td>
</tr>
<tr>
<td>2) Behavioural Economics</td>
<td>This project centres on the relationship between collective and individual behaviour, on the one hand, and the organisation of institutions and economic activity on the other. Activities are characterised by their multidisciplinary nature through the integration of social, economic, business and legal perspectives with respect to themes of behaviour and organisation. The aim is to provide a multidisciplinary and interdisciplinary knowledge of both content and research methods. This curriculum allows PhD students to acquire new competences and offers a solid specialisation for professionalism aimed at research and/or professions requiring advanced scientific skills. In this specialisation there is a prevalence for interest in economic and quantitative analysis of topics linked to behavioural economics, enterprise, the organisation of (national and international) markets and the territory.</td>
</tr>
<tr>
<td>3) Behavioural Science</td>
<td>This project centres on the relationship between collective and individual behaviour, on the one hand, and the organisation of institutions and economic activity on the other. Activities are characterised by their multidisciplinary nature through the integration of social, economic, business and legal perspectives with respect to themes of behaviour and organisation. The aim is to provide a multidisciplinary and interdisciplinary knowledge of both content and research methods. This curriculum allows PhD students to acquire new competences and offers</td>
</tr>
</tbody>
</table>
a solid specialisation for professionalism aimed at research and/or professions requiring advanced scientific skills. In this specialisation the relationship between human cognition and behaviour motivation is studied both in individuals and in collective and organisational contexts, as well as creative, artistic and emotional processes.

**Entrance Qualifications:**

All laurea specialistiche/magistrali (in the case of qualifications from abroad, an equivalent qualification)

**Documentation to be attached to the Application**

- Certification or self-certification of a laurea specialistica/magistrale (master's/specialist degrees) with the grade obtained

**Other assessable Qualifications**

- Publications (max 4)
- Letter of recommendation

**Selection Procedures:**

The admission exam consists of a written exam and an oral exam. The exams can be in English upon explicit request of the candidate in the application form.

**Written exam**

**Curriculum: Institutions and Enterprise**

a) Candidates interested in legal aspects must write about a topic selected from three topics proposed by the Examination Committee. The subjects to be examined concern private, public and criminal matters, while giving attention to the historical philosophical and supranational system.

b) Candidates interested in corporate aspects must write about a topic selected from three topics proposed by the Examination Committee. The subjects to be examined concern matters related to the areas of management, organisation and corporate finance.

In particular, the written exam for the curriculum Institutions and Enterprise will focus on one of the following topics: the economy of corporate intangible assets, crisis and corporate reorganization, corporate governance, quantitative business methodologies and determinations, strategic management, marketing, public enterprise management, international business management, organizational behavior, digital change and transformation, human resources management.

**Curriculum: Behavioural Economics**

Candidates can choose from three topics proposed by the Examination Committee of their chosen specialisation that will deal with general topics of that discipline. The topics to be focused on are: a) microeconomics, with particular reference to the behavior of businesses, consumers and workers in their respective markets; b) macroeconomics, with particular reference to the evolution of the economic-institutional framework, the role of expectations, the degree of openness of modern economies, the economic cycle and growth; c) statistical and quantitative methods applied to economic phenomena.

**Curriculum: Behavioural Science**

Candidates interested in “Behavioural” aspects must write about a topic selected from three topics proposed by the Examination Committee that will deal with general topics of Behavioural Science. In particular, the exam will focus on issues related to general psychology, including the creative, artistic and emotional determinants of behavior; reflections on the role of the educator and education in a socio-pedagogical context; analyses of the individual / group relationship and its psycho-social repercussions in a given context.

The subjects to be examined can be found in any Humanities and Social Science textbook.

**Oral exam:**

The oral exam requires the physical presence of the candidate. It will test knowledge of the written exam.
topics and will also evaluate the candidate’s propensity and aptitude for research in the chosen field. It will also assess knowledge of the English language and preferably knowledge of another foreign language (French, Spanish or German).

Assessable Qualifications and Scores

The following qualifications will be evaluated for a maximum score of 10 points distributed as follows:

<table>
<thead>
<tr>
<th>Qualifications</th>
<th>Grade</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Laurea specialistica/magistrale - grade</td>
<td>66 to 95</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>96 to 100</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>101 to 105</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>106 to 109</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>110 and 110</td>
<td>5</td>
</tr>
<tr>
<td>Publications (max 4)</td>
<td></td>
<td>max 4</td>
</tr>
<tr>
<td>Letter of recommendation from a university professor</td>
<td></td>
<td>max 1</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td>max 10</td>
</tr>
</tbody>
</table>

With reference to the laurea specialistica/magistrale, in case of possession of more than one degree, the relative scores cannot be cumulated: only the qualification with the highest grade will be considered.

Assessment criteria:

- level of knowledge of the subject;
- clarity
- coherency;
- critical thinking skills of analysis and synthesis.
- A pass in the written exam admits candidates to the oral exam. To pass candidates must obtain a mark of at least 35/55. Candidates must obtain a mark of at least 35/55 to pass the oral exam. The sum of the marks obtained in the qualification assessment in the written and oral exam determines the ranking of merit.

The qualification assessment will be carried out by the Commission only after the candidates have passed the written exam; the score will be added to those of the written and oral exam for a maximum of 120 points divided as follows: qualifications max 10 points, written exam max 55 points, oral exam max 55 points.

Subjects included in the exam

Economics, Legal and Behavioural disciplines.
The exams aim to assess the candidate’s knowledge and aptitude towards scientific research.

Location of the entry examinations

Department of Economics and Law, Campus Folcara, località Sant’Angelo, 03043 Cassino (FR)

Date of examinations

<table>
<thead>
<tr>
<th>Date of the written exam</th>
<th>16th September 2019, 10:00 a.m.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date of results of written exam</td>
<td>23rd September 2019</td>
</tr>
<tr>
<td>Date of the oral exam</td>
<td>24th September 2019, 10:00 a.m.</td>
</tr>
<tr>
<td>Publication of ranking list</td>
<td>by 10th October 2019</td>
</tr>
</tbody>
</table>

The results and the final ranking list will be published at the following address: http://www.unicas.it/ricerca/dottorato-di-ricerca/bandi/xxxv-ciclo-aa-20192020.aspx

Information about teaching methods

PhD Course in “Literary and Historical Sciences in the Digital Age”

Coordinator: Prof. Gianluca Lauta
Tel. 0776/2993877
e-mail: gianluca.lauta@unicas.it

Total number of positions available: 5
Scholarships/grants: 4 with scholarships financed by the University
Positions without a scholarship: 1
Duration of course: 3 years

Curriculum: Research Topics

1) Historical and philological-literary studies on the ancient and medieval world

The curriculum aims to provide formation in historical and philological-literary research on ancient and medieval texts, the production, writing and decoration of manuscripts and the cataloguing techniques of codices and documents, with reference to the use of the principal technologies of Digital Humanities.

2) Italian and European historical-literary philological and linguistic studies

The curriculum aims to provide formation in historical-literary, linguistic and philological research in Italian, French, English and Anglo-American literature with intertextual and comparative methodologies and consideration of literary theory and criticism with reference to the use of the principal technologies of Digital Humanities.

Admission requirements:
All Specialist/Master degrees (or valid equivalent foreign degrees)

Mandatory documentation to be attached to the application (failure to do so will result in exclusion)
- curriculum (to be complied in accordance with the guidelines attached to the call for applications – “Attachment “B” available on the University website
- research project (to be compiled following the requirements set out in the call for applications – “Attachment “C” available on the University website

Additional eligible qualifications
- publications (no limit to number)
- other qualifications ( further qualifications other than the entrance requisites will be considered, such as: degree certificates, Masters’s degree certificates, specialization and/or advanced courses, postgraduate formation courses, documented participation in research projects)

Selection procedures
The admission exam consists of a proficiency test, a written examination and an oral examination. The proficiency test evaluation enables the candidate to be admitted to the written examination and is decided upon by the examining committee on the basis of the following: curriculum, research project, any publications, any further academic qualifications. The written examination will last 4 hours; the written paper will be assessed with a grade out of 60; a minimum of 40/60 will be necessary to gain access to the oral examination. The written examination will differ according to the chosen curriculum as illustrated below:
- Curriculum n. 1 Historical and philological-literary studies on the ancient and medieval world:
The examination will involve two series of translations, transcriptions and questions; the candidate may choose one of the two series;
Series n. 1
- Choice of translation into Italian of a passage either from Greek or from Latin complete with critical apparatus and information concerning the main manuscripts, with a philological analysis of the apparatus and the variants.
- Choice of a transcription of a brief section of the text of a Greek or Latin manuscript or of a latin inscription.
Series n. 2
- Choice of translation into Italian of a brief passage from Greek or Latin.
- Choice of a transcription of a section of text from a Greek or Latin manuscript or from a latin inscription including an attempt at indicating date and origin and a palaeographical commentary for the manuscripts, attempt at indicating date and epigraphical commentary for the inscription.

Curriculum n. 2 Italian and European Historical-Literary, Philological and Linguistic studies:
The examination will involve the choice of a literary, cultural-historic, stylistic and linguistic analysis of a passage taken from an Italian, French or English literary work.
The following dictionaries are allowed: a) Greek-Italian (or Greek-modern language); b) Latin-Italian (or Latin-modern language); Italian language; monolingual French; monolingual English.
The oral examination requires the physical presence of the candidate. It will be assessed with a grade out of 60. The passing grade is 40/60. The sum of the grades of the written and oral examinations will provide the final grade for a place in the merit ranking list.

The oral exam will be held in Italian and will test the knowledge of the subject of the written paper with reference to the most significant Italian and foreign academic literature and the fundamental historical, literary-historical, philological, linguistic and palaeographic-codicological methodologies according to the chosen curriculum. It will also assess the full competence on the part of the candidate of the themes contained in the research project.
The oral presentation will also establish the knowledge of the foreign language (English or French) indicated by the candidate on the application forms. Instead, foreign students will be required to prove adequate proficiency in the Italian language.

Evaluation criteria:

After a preliminary evaluation of the curriculum and the research project, to which no score is assigned, but which is the essential prerequisite for admission to the exams, the candidates will be assessed on two criteria: a) written exam (60 points); b) oral exam (60 points). The overall score is therefore 120 points. More specifically:

1) The following criteria will be used to assess the curriculum and research project:
- characteristics and quality of previous learning experiences and research and of any publications consistent with the topics of the chosen curriculum
- methodological approach and originality of the research project, adherence to the specific requests in the “Attachment C” form, consistency with the topics of the chosen curriculum

2) The following criteria will be used to assess the written examination:
- precision in translations and transcriptions (30 points)
- accuracy and analytical capacity for commentaries required in curriculum n. 1 (30 points)
- valid interpretation and methodologies of literary analysis in the exam for curriculum n. 2 (30 points)
The Commission reserves the right to reduce the scores in the case of serious and repeated formal errors.

3) The following criteria will be used to assess the oral exam:
- possession of basic formation and essential research methodologies for the chosen curriculum and for
the specific disciplines connected to the research project submitted (30 points)
- effectiveness of the presentation of the research project (30 points)

**Exam topics**

_Curriculum for Historical and philological-literary studies on the ancient and medieval world_
- Latin Language and Literature
- Greek language and Literature
- Transmission of Greek and Latin Classical Texts
- Textual Criticism
- Philological Terminology
- Latin Palaeography
- Greek Palaeography
- Codicology
- Roman History
- History of Miniature
- Musical Palaeography

_Curriculum for Italian and European Historical-Literary, Philological and Linguistic Studies*
- A) Italian Studies
  - Italian Literature
  - Italian Linguistics

- B) Anglistics
  - English Language and Literature
  - Anglo-American Language and Literature

- C) French Language and Literature

*The candidate may choose one of the three fields for both the written and oral exam

**Exam Calendar**

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
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</thead>
<tbody>
<tr>
<td>Publication of proficiency test results</td>
<td>5&lt;sup&gt;th&lt;/sup&gt; September 2019</td>
</tr>
<tr>
<td>Date of written examination</td>
<td>11&lt;sup&gt;th&lt;/sup&gt; September 2019, 10.00 a.m.</td>
</tr>
<tr>
<td>Location of written examinations</td>
<td>Dipartimento di Lettere e Filosofia, via Zamosch 43, Cassino</td>
</tr>
<tr>
<td>Publication of written examination results</td>
<td>20&lt;sup&gt;th&lt;/sup&gt; September 2019</td>
</tr>
<tr>
<td>Date of oral examination</td>
<td>25&lt;sup&gt;th&lt;/sup&gt; September 2019, 10.00 a.m.</td>
</tr>
<tr>
<td>Location of oral examinations</td>
<td>Dipartimento di Lettere e Filosofia, Aula dottorati, Pal. B, IV piano, Via Zamosch 43 Cassino</td>
</tr>
<tr>
<td>Publication of final merit ranking list</td>
<td>by 10&lt;sup&gt;th&lt;/sup&gt; October 2019</td>
</tr>
</tbody>
</table>

The results and the final ranking list will be published at the following address:


**Information on didactic activities**

<table>
<thead>
<tr>
<th>Curriculum</th>
<th>Research Topics</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) Civil and Environmental Engineering</td>
<td>The course aims to train highly qualified technical and scientific experts in the topics of basic and applied research of interest for Civil and Environmental Engineering. It is intended to train researchers who are capable of independently setting up and managing processes of technological innovation in the field of construction and infrastructure, in guided design and in the management and maintenance of the works and the territory, both in private practice, in public administrations and with contractors and service companies.</td>
</tr>
<tr>
<td>2) Information Engineering:</td>
<td>The course aims to train highly qualified technical and scientific experts in the topics of basic and applied research of interest for Information Engineering. It is intended to train researchers who are capable of independently setting up and managing processes of technological innovation in the field of technologies and methods of elaboration, process and transmission of information, combining systemistic skills with the knowledge of basic physical phenomena involved in the different technologies as well as with the testing and experimental validation of the reliability of models.</td>
</tr>
<tr>
<td>3) Electrical Engineering</td>
<td>The course aims to train highly qualified technical and scientific experts in the topics of basic and applied research of interest for Electrical Engineering. It is intended to train researchers who are capable of independently setting up and managing processes of innovation in the field of analysis methodologies, measurement, control and machine design, systems and electrical devices.</td>
</tr>
<tr>
<td>4) Mechanical and Management Engineering</td>
<td>The course aims to train highly qualified technical and scientific experts in the topics of basic and applied research of interest for Mechanical and Management Engineering. It is intended to train researchers who are capable of independently setting up and managing processes of innovation in the field of configuration and system programming at highly automated content, the planning and control of processes and production systems, the management of the life cycle of materials, the design and management of equipment and facilities that use energy, the definition, management and control of all the processes that make up the material and immaterial wealth of a firm.</td>
</tr>
<tr>
<td>5) Environments and technologies for motor activity and health</td>
<td>The course aims to train highly qualified technical and scientific experts in the topics of basic and applied research of interest for Environments and technologies for motor activity and health.</td>
</tr>
</tbody>
</table>
Technologies for Motor Activity and Health. It is intended to train researchers who are capable of independently setting up and managing processes of innovation in the field of anatomical and biochemical awareness with the intent of understanding the basic functions of the human body in movement as well as the psychological aspects that can motivate attention to the body and the propensity to sport and motor activity.

Qualification requisites for admission:
The following laurea specialistica/magistrale (master’s/specialist degrees), or equivalent titles, in case of a qualification obtained abroad:
LM-4 Architecture and Construction and Architectural Engineering
LM-4 c.u. Architecture and Construction and Architectural Engineering (5 years)
LM-17 Physics
LM-18 Computer Science
LM-20 Aerospace Engineering and Astronautics
LM-21 Biomedical Engineering
LM-22 Chemical Engineering
LM-23 Civil Engineering
LM-24 Engineering Building Systems
LM-25 Automation Engineering
LM-26 Safety Engineering
LM-27 Telecommunications Engineering
LM-28 Electrical Engineering
LM-29 Electronic Engineering
LM-30 Energy and Nuclear Engineering
LM-31 Management Engineering
LM-32 Computer Engineering
LM-33 Mechanical Engineering
LM-34 Marine Engineering
LM-35 Environmental and Territorial Engineering
LM-40 Mathematics
LM-51 Psychology
LM-53 Science and Material Science Engineering
LM-55 Cognitive Sciences
LM-67 Sciences and Techniques of Preventative and Adapted Physical Activities
LM-68 Science and Sport Techniques
LM-74 Geological Sciences and Technologies
LM-79 Geological Sciences
20/S (specialist in Physics)
23/S (specialist in Computer Science)
25/S (specialist in Aerospace Engineering and Astronautics)
26/S (specialist in Biochemical Engineering)
27/S (specialist in Chemical Engineering)
28/S (specialist in Civil Engineering)
29/S (specialist in Automation Engineering)
30/S (specialist in Telecommunications Engineering)
31/S (specialist in Electrical Engineering)
32/S (specialist in Electronic Engineering)
33/S (specialist in Energy and Nuclear Engineering)
34/S (specialist in Management Engineering)
35/S (specialist in Computer Engineering)
36/S (specialist in Mechanical Engineering)
37/S (specialist in Marine Engineering)
The following degrees are admissible only for access to curriculum 5) Environments and technologies for motor activity and health:

LM-51-Psychology
LM-55-Cognitive Sciences
LM-67-Sciences and Techniques of Physical and Adapted Activities
LM-68-Science and Sport Techniques

76/S (specialist in Sciences and Techniques of Physical and Adaptive Activities)

Documentation to be attached mandatorily to application (failure to produce said documentation will result in exclusion).

The applicant is required to apply and submit on-line, under penalty of exclusion from admission, the following documentation:

- curriculum (to be produced following the guidelines attached to the call for candidatures and available on the University website: Attachment “B”);
- an appropriate certification that includes an official academic transcript of the entire university course study, with a list of university exams and grades, the final grade of graduation of both the first and second level degrees, or the Vecchio Ordinamento degree or the equivalent university degrees for foreign students;
- research project (to be prepared as requested in the form available on the University website: Attachment “D”);
- letters of presentation (not less than 2 and no more than 4).

Additional assessable qualifications

Additional assessable qualifications:

- publications (maximum 5).

Procedure for the selection process of candidates:

The admission exam consists of two exams: an entry test and an oral examination.

The entry test consists of the evaluation of the following:

- curriculum;
- publications (maximum 5);
- other scientific qualifications (qualifications on the curriculum that might be useful for the assessment of the curriculum, among which must mandatorily include appropriate certification regarding the grades received in the examinations in the entire university course study, including, the final grade of graduation of both the first and second level degrees, or the Vecchio Ordinamento degree, or the equivalent university degrees for foreign students);
- research project;
- presentation letters (not less than 2 and no more than 4).

The oral examination evaluates the candidate's predisposition for carrying out research in one of the reference disciplinary sectors of the Ph.D. programme and the candidate's knowledge of the English language.

On request of the candidate and in the presence of adequate reasons, including the candidate's residence in a foreign country, the oral examination can also be done online. The procedure chosen must be specified by the candidate in the application form.

The oral examinations can also be in English upon explicit request of the candidate in the application form. In the application form, candidates must necessarily provide an e-mail address which will be used by the University to inform the candidate about his/her evaluation of qualification, and for those who have chosen the online oral examination, to receive instructions for the oral examination.
Evaluation criteria:
The entry test will be evaluated from 0 to 60 points, taking into consideration the following aspects:
- Curriculum vitae, grades obtained in the university course and any other scientific qualifications (from 0 to 25 points);
- Publications, max 5 (from 0 to 5 points);
- Research project (from 0 to 25 points);
- Letters of presentation (from 0 to 5 points).
In order to be admitted to the oral exam the candidate has to pass the entry test with a minimum score of 40/60.
The oral exam will be evaluated from 0 to 60 points, taking into consideration the following aspects:
- The candidate’s aptitude for carrying out research activities, even in an autonomous form (from 0 to 20 points);
- Ability to speak properly (from 0 to 20 points);
- Ability to analyze and summarize (from 0 to 20 points).
Knowledge of English language is required and will be subject to verification. The minimum score to pass the oral exam is 40/60.
The merit ranking is determined by the sum of the scores obtained in the entry test and the oral test.

Exam Topics
Exam topics cover the degree courses listed previously in "Qualification requisites for admission".

Location of the Admission Test
Area didattica di Ingegneria - Sala del Consiglio – Via G. Di Biasio, 43 - Cassino

Examination Dates

<table>
<thead>
<tr>
<th>Date and result of the entry test</th>
<th>20th September 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date of the oral examination</td>
<td>26th September 2019, 10:00 a.m.</td>
</tr>
<tr>
<td>Location of oral examination</td>
<td>Area didattica di Ingegneria – Sala del Consiglio – Via G. Di Biasio, 43 - Cassino</td>
</tr>
<tr>
<td>Publication of final merit ranking lists</td>
<td>by 10th October 2019</td>
</tr>
</tbody>
</table>

The results and the final ranking list will be published at the following address: [http://www.unicas.it/ricerca/dottorato-di-ricerca/bandi/xxxv-ciclo-aa-20192020.aspx](http://www.unicas.it/ricerca/dottorato-di-ricerca/bandi/xxxv-ciclo-aa-20192020.aspx)

Information on teaching activities