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Research fellowship

Models of strategic interaction under competing cultural frames

Università Ca' Foscari Venezia (Italian law 30 December 2010, n.240, art. 22)

The Department of Management at Università Ca' Foscari Venezia invites applications for a three-year post-doc grant within a 4-year large-scale research program **ODYCCEUS - Opinion Dynamics and Cultural Conflict in European Spaces Grant Agreement n. 732942 del 26/10/2016, CUP H72F16000760006 H2020-FETPROACT- 2016-2017 RIA**, under the supervision of prof. Marco LiCalzi, Chair of Mathematical Methods for Economics (SECS-S/06).

The successful candidate will contribute towards developing theoretical models for the analysis of strategic interactions when agents process a plurality of games through cultural frames (that is, socially shared representations).

The research shall be carried out in English.

The main expected deliverables include the following.

- 1) Game projections. We lack game-theoretic foundations for enculturated actors, whose behaviour is heavily affected by cultural influences. We aim to model how cultural frames affect agents' understanding and analysis of complex interactions, reducing them to the analysis of simpler "situations".
- 2) Richer models for strategic interactions. Existing models of strategic interaction abstract away from how different cultures and mindsets filter and shape how agents represent mutual interactions, opportunities for acting, and their own intentions. We aim to provide models that address how individual learning, mutual understanding (including its repair after a breakdown), and evolution of culture may take place.
- 3) Conceptual spaces. The literature in cognitive science has developed conceptual spaces to study human processing of categories, text, and actions. We aim to fill a gap and develop an operational formalisation that can be used for a finer-grained representation of how different mindsets frame interaction more or less likely to elicit diverse forms of conflict and cooperation.

Who can apply:

Prospective candidates are expected to hold a doctoral degree in economics, mathematics, operations research, statistics, or related fields, with a demonstrated research record in at least one of the following areas: (1) game theory, (2) economic theory, (3) organizational economics, (4) network science, and/or (5) mathematical or quantitative methods, with evidence of direct applicability to problems in economics.

Duration of contract: 36 months (expected starting date: **June 2017**).

Stipend: The gross fellowship amounts to Eur. 29.400,00 per year. The fellowship is tax-exempt, but it is subject to deductions to cover social security and pension benefits, as mandated by the Italian law.

Deadline for submission of applications: May 15th 2017, 12 p.m. (Italian time)

How to apply:

Candidates should submit:

1. The application form;
2. A CV in European format, duly dated and signed ([link](#));
3. A copy of a valid identity document (either identity Card or Passport);
4. All documents, qualifications and publications relevant for the selection procedure (please, see the notice ([link](#));
5. Two signed letter of references (this can be sent separately to segreteria.management@unive.it).

How to submit your application:

Applications should be submitted: online application procedure, if available on the notice webpage (<http://static.unive.it/domandeconcorso-en/accesso/dma-licalzi>).

The candidate, after the uploading, will receive a submission number and an e-mail acknowledging receipt of his/her application.

The candidate may update the application using the link provided in the e-mail, up to the deadline of **May 15th 2017, 12 p.m.** (Italian time). The candidate can use the contacts below and ask for support until **May 12th 2017, 12 p.m.** (Italian time) prior to the deadline.

We will inform that the University will be closed on the following days: **April 24th - 25th 2017.**

It is highly recommended to start your application well before the deadline.

Selection procedure:

Short-listed candidates will be invited for interview on **May 26th 2017, at 10 a.m. (italian time)** in the **Università Ca' Foscari Venezia – Dipartimento di Management, San Giobbe – Cannaregio, 873, Aula Volpato – second floor.**

The short list will be published on ([link](#)) on **May 23th 2017.**

Candidates living more than 200 Km far from Venice may ask to hold a video interview.

Information and contacts:

Candidates may find further details about the application process and the research project in the official call published on ([link](#)).

Preliminary inquiries about the research program should be addressed to Marco Li Calzi <licalzi@unive.it>

Additional information about the application procedure may be obtained from Lisa Cagnin <segreteria.management@unive.it>.