

It is reminded that doctoral studies entail a three-year period of research activity aimed at the development of a specific research topic and the achievement of research outcomes, which are expected to lead to scientifically relevant publications.

Therefore, admission to the PhD program requires a clear understanding of what it means to conduct research, as well as awareness of the skills and competencies needed—skills that the doctoral candidate will have the opportunity to refine and expand over the course of the three-year program.

Therefore, applicants are required to submit a research proposal that follows the structure outlined below:

A strong research proposal for a PhD application in **Management** must present a **clear, feasible, and original** project idea. The proposed research must be **coherent with the objectives and thematic areas of the PhD program**, aligning with its scientific scope and research priorities. The proposal must demonstrate that the candidate is familiar with the field, understands current debates, and has a well-defined plan for contributing new knowledge. It must be written in long form, with a **minimum length of 1,500 words and a maximum of 3,000 words**, excluding the abstract and references.

The **title** should concisely reflect the core of the project.

A **short abstract** (approximately 200–300 words) must summarise the focus of the research, its significance, and the proposed approach.

The **introduction** must briefly set the context of the research, identifying the broader field, relevant existing studies, and the specific space the proposed topic occupies within that context. It should justify the relevance of the research and identify the gap it seeks to fill, demonstrating the candidate's awareness of the relevant literature.

The proposal must then clearly define the **objectives** and the **research question(s)**. These should specify exactly what the project aims to investigate or understand. If applicable, the proposal may also include hypotheses or a specific conceptual perspective.

The **methodology** section should explain how the research will be conducted: which sources, data, or materials will be used; what methods (qualitative, quantitative, archival, theoretical, etc.) will be applied; and why this approach is suitable for the topic.

The proposal should also include a section on **expected results and the contribution of the research**. This part should outline the anticipated findings or insights the research may produce or is aimed to produce, explaining how these will advance current knowledge in the field. It should also specify the practical contributions the project intends to make.

Finally, the proposal should include, where appropriate, a brief **timeline** for the research activities.