



# PhD in INGEGNERIA GESTIONALE / MANAGEMENT ENGINEERING - 38th cycle

**INAIL Research Field: VALUE-BASED INNOVATION ASSESSMENT & PROCUREMENT**

**Monthly net income of PhDscholarship (max 36 months)**

**€ 1450.0**

In case of a change of the welfare rates during the three-year period, the amount could be modified.

## Context of the research activity

**Motivation and objectives of the research in this field**

The concept of "Value-Based Health Care" (VBHC) has risen in the last years as one of the most disrupting paradigms for the design and management of care delivery. Despite the relevance for both practitioners and scholars, our current capability to both assess and purchase (technological, organizational, digital) innovation from the perspective of VBHC is still limited. Traditional techniques from health economics - e.g., cost-benefit analysis (CBA), cost-utility-analysis (CUA), etc. - are not able to capture the peculiarities of more recent innovation. Traditional techniques from Health Technology Assessment - e.g., EUnetHTA Core Model, EVIDEM, mini-HTA, MAST, etc. - overlook the organizational impact of innovation and do not provide actionable tools for purchasing such innovations. Traditional techniques from finance - e.g., discounted cash flows, multiples, real options, etc. - are not able to deal with the peculiar business models and competitive advantages at the basis of innovation in healthcare. Against these gaps, this doctoral research aims at advancing both theory and practice of how to assess and purchase innovation from the perspective of VBHC. This doctoral research will be carried out together with INAIL (Rome headquarter) that will offer many empirical opportunities where to set the doctoral investigation as well as the discussion of findings. The research will cover different units of analysis: a) specific types of innovations that are relevant for INAIL; b) design of more effective, efficient, and safe working spaces; c) novel purchasing paradigms for adopting



	<p>innovations (e.g., bundle payment, risk sharing, pay-for-performance); d) processes and organizational units that will govern either the assessment or the purchase of innovations in INAIL.</p>
<p><b>Methods and techniques that will be developed and used to carry out the research</b></p>	<p>The research design will combine both quantitative and qualitative methods. In particular, the PhD Student will carry out, under the supervision of the research group, and in collaboration with INAIL experts, desk analyses, investigation of available databases, surveys to collect primary data, in-depth multiple case studies through interviews and document analysis.</p>
<p><b>Educational objectives</b></p>	<p>Beyond developing a distinctive understanding of the approaches to Innovation Assessment &amp; Procurement from the Value-based theoretical perspective, the PhD Student will learn how to design a sound research project, how to develop a new theory and validate it through a robust research design. The PhD Student will learn how to interact with the scientific community (i.e., conferences and journals) and with leading companies and Institutions.</p>
<p><b>Job opportunities</b></p>	<p>At the end of his/her PhD, the selected Student will have the opportunity to explore - together with the research group and his/her supervisor - different job alternatives, such as remaining in academia with a post-Doc position within the research group or in other Business Schools; applying for a position in enterprises, consultancy firms or Institutions interested to the very distinctive competences and network of contacts developed during the PhD. Additionally, the opportunity to develop a career pathway in INAIL based on the achievements of the doctoral studies will be explored.</p> <p>As reported in ART 1 of the Convention, the project will include a period to be carried out at the INAIL bodies, in accordance with the research development program, and will pursue educational objectives related to the PhD itself. The scholarships are subject to the presence of PhD students at INAIL compatibly with the teaching activities coordinated with the tutor of the Politecnico. Each project will be followed by the INAIL representatives together with</p>



	the tutors of the Politecnico.
<b>Composition of the research group</b>	4 Full Professors 3 Associated Professors 3 Assistant Professors 11 PhD Students
<b>Name of the research directors</b>	Proff. Emanuele Lettieri e Giovanni Toletti

<b>Contacts</b>	
Prof. Emanuele Lettieri emanuele.letteri@polimi.it Prof. Giovanni Toletti giovanni.toletti@polimi.it	

<b>Additional support - Financial aid per PhD student per year (gross amount)</b>	
<b>Housing - Foreign Students</b>	--
<b>Housing - Out-of-town residents (more than 80Km out of Milano)</b>	--

<b>Scholarship Increase for a period abroad</b>	
<b>Amount monthly</b>	725.0 €
<b>By number of months</b>	6

<b>Additional information: educational activity, teaching assistantship, computer availability, desk availability, any other information</b>	
<p>The selected PhD Student will be offered the opportunity to develop teaching capabilities through the involvement as a teaching assistant in one of the courses chaired by the Professors affiliated to the research group, also according to her/his attitude and interests. Courses cover topics on Healthcare Management and Innovation in Life Science. There will be the opportunity to be involved in the development of new educational programs both at the Master of Science level and the post-graduate level (jointly with the POLIMI Graduate School of Business). The selected PhD Student will be located at INAIL premises in Rome where she/he will have desk availability. Doctoral classes will be attended in Milan at POLIMI School of Management.</p>	