

## PROVA 1

1. le principali fonti del rapporto di lavoro del pta
2. lettura e traduzione del trafiletto n. 1

Look to see if the story you are reading is on other news sites that you know and trust. If you do find it on many other sites, then it probably isn't fake (although there are some exceptions), as many big news organisations try to check their sources before they publish a story.

## PROVA 2

1. Il rapporto di lavoro dei professori ordinari e voci stipendiali
2. lettura e traduzione del trafiletto n. 2

When we think of innovation, we often think of new technologies. While they might be impressive, we should not use new technologies just because they are available. It is important to consider how the technology can improve our product/service and make a difference to our customer.

## PROVA 3

1. La disciplina delle attività didattiche dei ricercatori universitari a tempo indeterminato
2. lettura e traduzione del trafiletto n. 3

Employers want workers who are able to recognise the difference between information that can be believed and false information. Think: Use the internet to find out three facts about a celebrity or famous figure. Can you verify the information by checking other websites?

## PROVA 4

1. il rapporto di lavoro dei professori associati e voci stipendiali
2. lettura e traduzione del trafiletto n. 4

In order for a business to survive in today's world, it is important that we regularly review what we are doing and how we are doing it. By considering new ideas and new ways of doing things, and trying to innovate, we can improve on our products/services, increase sales, reduce costs and make our processes more effective and efficient. Innovation is key to increasing profits.

## PROVA 5

1. il rapporto di lavoro dei ricercatori a determinato di tipo B e voci stipendiali
2. lettura e traduzione del trafiletto n. 5

Every time you're online, you are bombarded by pictures, articles, links and videos trying to tell their story. Unfortunately, not all of these stories are true. Sometimes they want you to click on another story or advertisement at their own site, other times they want to upset people for political reasons.

## PROVA 6

3. il rapporto di lavoro dei ricercatori a determinato di tipo A e voci stipendiali
1. lettura e traduzione del trafiletto n. 6

If you describe information as fake news, you mean that it is false even though it is being reported as news, for example by the media. There are different techniques that fake news uses. These include using ALL CAPS and lots of ads that pop up when you click on a link. Also, think about how the story makes you feel. If the news story makes you angry, it's probably designed to make you angry.

## PROVA 7

1. l'inquadramento del personale t.a: tipologie, modalità di accesso, responsabilità correlate
2. lettura e traduzione del trafiletto n. 7

Many fake news stories use images that are Photoshopped or taken from an unrelated site. Sometimes, if you just look closely at an image, you can see if it has been changed. Or use a tool like Google Reverse Image search. It will show you if the same image has been used in other contexts.

## PROVA 8

1. Chiamata diretta di studiosi impegnati all'estero e di studiosi di chiara fama
2. lettura e traduzione del trafiletto n. 8

We need to develop all kinds of skills to survive in the 21st century. Some, like ICT skills and knowledge of the digital world, are taught explicitly in schools in the UK. Here are five less obvious ones for you to think about. These are the sorts of skills that employers may ask you questions about in interviews, so it's a good idea to think about how good you are in these areas.

## PROVA 10

1. I Collaboratori ed Esperti linguistici e lettori di scambio
2. lettura e traduzione del trafiletto n. 10

Brands are now asking powerful influencers to market their products. With some influencers charging up to \$25,000 for one social media post, it is no surprise that more and more people are keen to become influencers too. If you are one of them, then here are five tips on how to do it.

## PROVA 12

1. ruolo e prerogative dei dirigenti
2. lettura e traduzione del trafiletto n. 12

Dr Anthony Seldon predicts robots will do the main job of transferring information and teachers will be like assistants. Intelligent robots will read students' faces, movements and maybe even brain signals. Then they will adapt the information to each student. It's not a popular opinion and it's unlikely robots will ever have empathy and the ability to really connect with humans like another human can.

## PROVA 13

1. La contrattazione collettiva del comparto relativo all'Università
2. lettura e traduzione del trafiletto n. 13

Most influencers these days are bloggers and micro-bloggers. Decide which medium – such as your own online blog, Instagram or Snapchat – is the best way to connect with your followers and chat about your niche area. When you have done that, write an attention-grabbing bio that describes you and your speciality area in an interesting and unique way. Make sure that people who read your bio will want to follow you.

## PROVA 14

1. Il concorso pubblico
2. lettura e traduzione del trafiletto n. 14

By listening to customer feedback, we can get their opinions on how we are doing and find out about what it is that they want. We also need to be aware of changes in customer demands and keep up with the times. When fast-food restaurant McDonald's realised that the market wanted healthier choices, they introduced fruit and salads, while removing the 'super-size' option from their menus.

## PROVA 15

1. L'organizzazione del personale t.a e le mansioni
2. lettura e traduzione del trafiletto n. 15

An influencer is a person who can influence the decisions of their followers because of their relationship with their audience and their knowledge and expertise in a particular area, e.g. fashion, travel or technology. Influencers often have a large following of people who pay close attention to their views.

## PROVA 16

1. le modalità di reclutamento del personale t.a.
2. lettura e traduzione del trafiletto n. 16

If you think of the jobs robots could never do, you would probably put doctors and teachers at the top of the list. It's easy to imagine robot cleaners and factory workers, but some jobs need human connection and creativity. But are we underestimating what robots can do? In some cases, they already perform better than doctors at diagnosing illness.

## PROVA 17

1. cause di risoluzione del rapporto di lavoro del personale t.a.
2. lettura e traduzione del trafiletto n. 17

By looking at the changes to the customer's lifestyle and needs, we sometimes realise that there might be better ways to serve them. Customers who do not have a lot of time might prefer to have their food or their shopping delivered to their homes, or they might like to do their banking online rather than in an actual bank.

## PROVA 18

1. tipologie di rapporto di lavoro alle dipendenze della PA
2. lettura e traduzione del trafiletto n. 18

Your business might be doing well, but there is no growth or development and there is a risk that your competitors might take away some of your customers. Innovation sometimes means developing a new product that targets a different market.

## PROVA 19

1. il trattamento economico del personale t.a.: fonti e componenti
2. lettura e traduzione del trafiletto n. 19

When we think of innovation, we often think of new technologies. While they might be impressive, we should not use new technologies just because they are available. It is important to consider how the technology can improve our product/service and make a difference to our customer.

## PROVA 20

1. Principali differenze tra ricercatore a tempo determinato di cui all'art. 24 c. 3 lett. a) e di cui all'art. 24 c. 3 lett. b) della Legge 240/2010
2. lettura e traduzione del trafiletto n. 20

In order for a business to survive in today's world, it is important that we regularly review what we are doing and how we are doing it. By considering new ideas and new ways of doing things, and trying to innovate, we can improve on our products/services, increase sales, reduce costs and make our processes more effective and efficient. Innovation is key to increasing profits.

## PROVA 21

1. Rapporti fra Abilitazione Scientifica Nazionale e procedure locali di chiamata
2. lettura e traduzione del trafiletto n. 21

Today's grandparents are joining their grandchildren on social media, but the different generations' online habits couldn't be more different. In the UK the over-55s are joining Facebook in increasing numbers, meaning that they will soon be the site's second biggest user group, with 3.5 million users aged 55–64 and 2.9 million over-65s.

## PROVA 22

1. Il personale docente dopo la Legge n. 240/2010
2. lettura e traduzione del trafiletto n. 22

Dear James,

As you know, we have been working on the new perfume that we are launching in April and we are unsure about some of the packaging details. We have seen some of your creative work in the sales department and we think you have a very good eye for detail.

Best regards,  
Sarah Ford  
*Head of Department*  
*Product Design*

## PROVA 23

1. La carriera dei ricercatori a tempo determinato di tipo B
2. lettura e traduzione del trafiletto n. 23

Sheila, aged 59, says, 'I joined to see what my grandchildren are doing, as my daughter posts videos and photos of them. It's a much better way to see what they're doing than waiting for letters and photos in the post. That's how we did it when I was a child, but I think I'm lucky I get to see so much more of their lives than my grandparents did.'

## PROVA 24

1. La disciplina delle attività didattiche dei professori universitari
2. lettura e traduzione del trafiletto n. 24

Ironically, young generations are less likely to use Facebook themselves. Children under 17 in the UK are leaving the site – only 2.2 million users are under 17 – but they're not going far from their smartphones. Chloe, aged 15, even sleeps with her phone. 'It's my alarm clock so I have to,' she says. 'I look at it before I go to sleep and as soon as I wake up.'

## PROVA 25

1. La valutazione delle attività del personale docente
2. lettura e traduzione del trafiletto n. 2

Teenagers might have their parents to thank for their smartphone and social media addiction as their parents were the early adopters of the smartphone. Peter, 38 and father of two teenagers, reports that he used to be on his phone or laptop constantly. 'I was always connected and I felt like I was always working,' he says.