

# **The Low-Skilled Immigrants' Integration Process: a Mathematical Analysis**

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## **Abstract**

In this manuscript, the authors analyse the problem of integrating the low-skilled immigrants by adopting both a quantitative methodology and the marketing perspective. More precisely, they propose a mathematical model aiming at describing the economic consequences of this phenomenon and, after that, try to frame it through the Service Science (SS), the Service Dominant Logic (SDL) and the Viably System approach (VSa). The authors point out actors, steps and outcome of an effective integration process. Their results are particularly useful for policy makers and experts in the field of migration flows management and integration.

**JEL classification numbers:** C02; C61; E02.

**Keywords:** Immigration, Marketing, Service Dominant Logic, Service Science, Viable System approach.

## **1. Introduction**

Immigration from developing countries is one of the main problems faced by Western political decision makers, social scientists and civil society. In fact, in the XXI century, immigration from low-income countries is a massive phenomenon mainly concerning Western countries, in particular the North American and European ones. According to the data of the European Union (EU), in 2019 the main countries from which the asylum applications came from were Syria, Afghanistan, Iraq, Pakistan, Turkey, Bangladesh, Venezuela, Nigeria, Somalia, Georgia, Morocco, Colombia, Albania, Guinea and Eritrea<sup>3</sup>. Indeed, integrating people from low-middle income countries into the arrival ones represents a very hard task for

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<sup>3</sup> [https://ec.europa.eu/info/strategy/priorities-2019-2024/promoting-our-european-way-life/statistics-migration-europe\\_it](https://ec.europa.eu/info/strategy/priorities-2019-2024/promoting-our-european-way-life/statistics-migration-europe_it)