



Admission to the Bachelor's Degree in Management for Business and Economics

Call for admissions to the Bachelor's Degree in **Management for Business and Economics in English Language** (classe L-18), academic year 2019/2020.

The following places are available:

Programme	EU and EU-equated citizens ¹	non- EU citizens residing abroad applying for a student VISA ²	Marco Polo ³ Project
Management for Business and Economics	70	15	5

The unassigned places of the non EU citizens' quota will be available for the EU and EU-equated citizens when the final ministerial assignment at national level will take place.

The admission shall be in two sessions:

Session	Application opening	Application deadline	Ranking list publication	Enrolment
I	22 January 2019	30 April 2019 h.12	15 May 2019	From 25 July to 30 August 2019
II	16 May 2019	5 September 2019 h.12	12 September 2019	20 September 2019

The second session will be activated if unassigned places still result after the publication of the first session ranking list.

¹ Under art.26 Law n. 189/2002, for the purposes of these provisions, EU - equated citizens are:

- "...citizens from Norway, Island, Liechtenstein, Switzerland and San Marino Republic";
- "...non-EU citizens with a long-term visa (former resident card), or with a visa as employed or free-lance occupation, for family reasons, for political asylum, or for religious reasons" ;
- "... non - EU citizens having lawfully lived in Italy for at least one year and having obtained a secondary school qualification in Italy";
- "... non - EU citizens, resident anywhere, graduated at Italian School abroad or Foreign or International Schools in Italy, with a joint agreement or special provisions for recognized education qualification, under the general provisions for student entry permit";
- Candidates holding a resident permit/visa for study and already enrolled at this or another University, but having lawfully lived in Italy for at least one year, asking for a degree course change or University relocation
- Categories indicated in the Ministry circular letter "Procedure per l'ingresso, il soggiorno e l'immatricolazione degli studenti stranieri/internazionali ai corsi di formazione superiore in Italia" - "Procedures for the entry, the residency and the enrolment of foreign/international students in Higher Education in Italy". In the event of double citizenship, the Italian one prevails.

² Provisions and procedures for the admission of non-EU citizens living abroad are regulated by the Ministry circular letter of 19/2/2018.

³ Provisions and procedures for the admission to the Marco Polo Project of non-EU citizens living abroad are regulated by the Ministry circular letter "Procedure per l'ingresso, il soggiorno e l'immatricolazione degli studenti stranieri/internazionali ai corsi di formazione superiore in Italia" - "Procedures for the entry, the residency and the enrolment of foreign/international students in Higher Education in Italy".

Observance of the deadline is mandatory. No admissions will be accepted after the above deadlines.

ADMISSION REQUIREMENTS

- Secondary school qualification recognised as eligible in compliance with the existing Italian legislation. Qualification can be awarded by 31 December 2019.

And in addition, one of the following:

1. TOLC-E in English Language provided from a.y.2015/2016 by CISIA Consortium in one of its approved venues as scheduled on the [CISIA](#) website, to be completed by 00.00 AM of the session deadline;
2. TOLC-E in Italian Language with English Language Section provided from a.y. 2015/2016 by CISIA Consortium in one of its approved venues as scheduled on the [CISIA](#) website, to be completed by 00.00 AM of the session deadline ;
3. SAT or GMAT or ACT test provided from 2015; candidates shall upload online the SAT/GMAT/ACT certification at <https://applymscenglish.unipi.it/valtitnew/web/app.php/en/studenti> by 00.00 AM of the session deadline, on pain of being excluded from the ranking list;

At any time, the University may exclude anyone who does not meet the requirements.

APPLICATION

Online application only at <https://applymscenglish.unipi.it/valtitnew/web/app.php/en/studenti> by 12 am of the session deadline.

During application candidates are required to:

- 1 upload online the SAT/GMAT/ACT certification at <https://applymscenglish.unipi.it/valtitnew/web/app.php/en/studenti> by 00.00 AM of the session deadline day, on pain of being excluded from the ranking
- 2 Upload online the eventual English Language certification (B2, C1, C2 o further level) by 00.00 AM of the session deadline day. If not uploaded, the certification will not be assessed.

Online applications on the dedicated [online](#) portal only will be considered.

Candidates are also required to register their personal data on the web portal www.studenti.unipi.it. At the end of procedure, the system will assign an username and a password. For further information or help please contact concorsinumerochiuso@unipi.it .

RANKING

Candidates with no TOLC-E in Italian Language with English Language Section or no TOLC-E in English Language or no SAT/GMAT/ ACT test will not be admitted to the ranking.

For the assessment of candidates, the Admission Committee can assign up to 41 points to be distributed as follows:

- 36 points depending on the score obtained in the TOLC-E in English Language or in the logic, text comprehension and mathematics sections of the TOLC-E in Italian Language or in the SAT/GMAT/ ACT test corresponding to the tables in annex 1
- 5 points for any certificate of English language knowledge among the followings:
 - Cambridge assessment English B2 (FCE), minimum score 174
 - Cambridge assessment English C1 (CAE), minimum score 174
 - Cambridge assessment English C2 (CPE), minimum score 174
 - Cambridge assessment English BEC Higher, minimum score 174
 - Cambridge assessment English BEC Vantage, minimum score 174
 - IELTS Academic, minimum score 6.5
 - TOEFL IBT, minimum score 89

The youngest candidate shall prevail in the event of equal rankings.

The ranking list will be published at <http://alboufficiale.unipi.it> and <http://matricolandosi.unipi.it/concorsi/> in the section "Graduatorie" and on the website <https://mbe.ec.unipi.it/official-ranking-list/>.

Successful candidates will receive via email a personal communication of the ranking list publication.

The Second ranking list will be closed on 31 December 2019. No ranking list replacement will follow after that date.

Candidates in an eligible position in the ranking list but not assigned with a place, will not gain any right to enrol at the Bachelor's Degree Course in the following academic years.

ENROLLMENT SCHEDULE

Successful candidates of session I shall enrol by the mandatory date of 30 August 2019. No ranking list replacement will follow after. Successful candidates of session II shall enrol by the mandatory date of 20 September 2019.

In the event of waives or disqualifications, the available places will be reassigned following the candidates' ranking and the replacements will be published and on the website <https://mbe.ec.unipi.it/official-ranking-list/> and at <https://matricolandosi.unipi.it/concorsi/> in the section "Graduatorie", according to the following mandatory schedule:

Replacement Ranking List	Enrolment Deadline
23 September 2019	26 September 2019
27 September 2019	1° October 2019
2 October 2019	4 October 2019
5 October 2019	9 October 2019
10 October 2019	12 October 2019

On 13 October 2019, future further replacement ranking list dates will be published. Personal communications to candidates on their position in the replacement ranking list are not foreseen. Enrolment procedure will be published together with the ranking lists.

ENROLMENT OF CANDIDATES GRADUATING IN OTHER DEGREE COURSES

Successful candidates in the process of graduating in other Degree Programmes are allowed to tentatively enrol following the above schedule. In this event, their enrolment shall be concluded by 31 December 2019.

ADDITIONAL LEARNING REQUIREMENTS (OBBLIGHI FORMATIVI AGGIUNTIVI - OFA)

Applicants that obtained a score under 17 in the English Language Section of TOLC-E in Italian Language are required to pass an English Language exam (6 CFU/ECTS) by the summer session of their first year of course (OFA1).

TOLC-E in English Language, SAT/GMAT or ACT do not require OFA1, regardless of the score.

Applicants that obtained a total final ranking score equal or less than 10, 75 are required to pass one of the following exams by the winter session of their first year of course: Principles of Mathematics, Business Administration and Management (OFA2). Further information on OFA at <https://www.ec.unipi.it/>

PROCEDURE RESPONSIBILITY

The person in charge of all administrative procedure is Dr Cristiana Bertini, in compliance with the Law 241/1990, art 4 and subsequent amendments and additions. Candidates have the right to access the acts of the admission procedure, in compliance with the terms and conditions of the existing legislation, as well as with the Law 241/1990 implementing the regulation, issued by the Rector Decree no.133, of January 26, 1995, and its subsequent modifications and additions.

DATA PROCESSING

The personal data provided by the candidates will be collected at the University of Pisa for the sole purposes of the present call and will also be processed in an electronic form, in compliance with the Legislative Decree 196/2003, ("Personal Data Protection Code"), Art. 13.

PUBLIC ACCESS AND INFORMATION

This call is published in the Official Journal of the University <http://alboufficiale.unipi.it> and at <http://matricolandosi.unipi.it/concorsi/> and at <https://mbe.ec.unipi.it/official-ranking-list/>.

For further information:

Management Business and Economics Department

Via C.Ridolfi 10

56124 Pisa

mbe@ec.unipi.it

+39 0502216469

ANNEX 1

The Total score obtained in the SAT/GMAT/ACT test will be equated to TOLC-E score using the following model:

$$T = 0.04186 \times \text{TSAT} - 30.977$$

$$T = 0.087097 \times \text{TGMAT} - 33.677$$

TSAT= Total score obtained in the SAT test

TGMAT= Total score obtained in the GMAT test

T= Total score equated to the TOLC-E

ACT test score equated to TOLC-E

ACT	TOLC
36	36,00
35	34,32
34	32,65
33	30,98
32	29,30
31	28,05
30	26,79
29	25,53
28	24,28
27	23,02
26	21,35
25	20,09
24	18,84
23	17,16
22	15,91
21	14,65
20	12,98
19	11,72
18	10,05
17	8,79
16	7,12
15	5,44
14	3,35
13	1,26
=<12	0,00