Annexed to the Rector’s Decree no 209 of 05/02/2021

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 (Italian Degree class L-18), academic year 2021/2022.

The following places are available:

<table>
<thead>
<tr>
<th>N° of places</th>
<th>Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>70</td>
<td>EU and EU-equated citizens¹</td>
</tr>
<tr>
<td>30</td>
<td>non-EU citizens residing abroad applying for a student VISA²</td>
</tr>
</tbody>
</table>

- 5 of which reserved for applicants of the exchange Marco Polo project³
- 10 of which reserved for selected students for the Double Degree with RANEPAA (The Russian Presidential Academy of National Economy and Public Administration)

The admission will be organized in two sessions for each category:

<table>
<thead>
<tr>
<th>Category</th>
<th>Session</th>
<th>Places</th>
<th>Application opening</th>
<th>Application deadline</th>
<th>Ranking list publication</th>
<th>Place acceptance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-EU citizens residing abroad applying for a student VISA</td>
<td>I</td>
<td>15</td>
<td>5 February 2021</td>
<td>12 March 2021 h.12</td>
<td>19 March 2021</td>
<td>2 April 2021</td>
</tr>
<tr>
<td></td>
<td>II</td>
<td>5</td>
<td>16 April 2021</td>
<td>18 June 2021 h.12</td>
<td>25 June 2021</td>
<td>2 July 2021</td>
</tr>
<tr>
<td>EU and EU-equated citizens</td>
<td>I</td>
<td>45</td>
<td>16 April 2021</td>
<td>18 June 2021 h.12</td>
<td>25 June 2021</td>
<td>2 July 2021</td>
</tr>
<tr>
<td></td>
<td>II</td>
<td>25</td>
<td>5 July 2021</td>
<td>31 August 2021 h.12</td>
<td>7 September 2021</td>
<td>13 September 2021</td>
</tr>
</tbody>
</table>

¹ Under the Law no. 189/2002 art.26, 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 set out by the Ministry circular. These candidates are requested to undergo and pass the Italian Language Test before the admission test, except in case of discharge.

³ Provisions and procedures for the admission to the Marco Polo Project of non-EU citizens living abroad are set out 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”.
After the second sessions, the unassigned places for the non-EU citizens’ quota will be available for EU and EU-equated citizens when the final ministerial reassignment at a national level will take place.

ADMISSION REQUIREMENTS

It is required: a secondary school qualification or a qualification awarded abroad, which is recognized as eligible in compliance with the applicable Italian Law. Qualification can be awarded by 31 December 2021.

And in addition, one of the following:

1. **TOLC-E in English Language** provided by CISIA Consortium in one of its approved venues and established periods, as scheduled on the CISIA website, to be completed by 00.00 AM of each session deadline. In the event of multiple tests attendance, only the last one in chronological order will be considered as valid. For the purposes of this call, only the TOLC-E in English Language taken since January 2020 will be considered as valid;

2. **TOLC-E in Italian Language with English Language Section** provided by CISIA Consortium in one of its approved venues and established periods, as scheduled on the CISIA website, to be completed by 00.00 AM of each session deadline. In the event of multiple tests attendance, only the last one in chronological order will be considered as valid. For the purposes of this call, only the TOLC-E taken since January 2020 will be considered as valid;

3. or SAT test provided by College Board in one of its approved venues and established periods, as scheduled on the College Board website, to be completed by 00.00 AM of each session deadline. The SAT test will be considered as valid, only if taken between 1 January 2020 and the application submission date. In the event of multiple test attendance, only the last one in chronological order will be considered as valid. For further information, please see the [https://collegereadiness.collegeboard.org/sat](https://collegereadiness.collegeboard.org/sat);

4. or GMAT test provided by Graduate Management Admission Council in one of its approved venues and established periods, as scheduled on The Graduate Management Admission Council website, to be completed by 00.00 AM of each session deadline. The GMAT test will be considered as valid, only if taken between 1 January 2020 and the application submission date. In the event of multiple test attendance, only the last one in chronological order will be considered as valid. For further information, please see [https://www.mba.com/exams/gmat](https://www.mba.com/exams/gmat);

5. or ACT test provided by ACT in one of its approved venues and established periods, as scheduled on the ACT website, to be completed by 00.00 AM of each session deadline. The ACT test will be considered as valid, only if taken between 1 January 2020 and the application submission date. In the event of multiple test attendance, only the last one in chronological order will be considered as valid. For further information, please see [https://cloud.e.act.org/intl-register#south-asia-where](https://cloud.e.act.org/intl-register#south-asia-where)

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

In the event the persisting Covid-19 pandemic emergency prevents the provision of the above-listed selection tests, a specific alternative procedure will be promptly set and notified amending this call for admissions.

APPLICATION

Applicants are required to:

1. submit application online only at [www.studenti.unipi.it](http://www.studenti.unipi.it) by 12.00 AM of each application deadline, following the instructions provided at [https://matricolandomsi.unipi.it/immatricolazioni/management-for-business-and-economics/](https://matricolandomsi.unipi.it/immatricolazioni/management-for-business-and-economics/). After the application submission, the system will send a receipt marked by a unique serial number, which is the only document proving the accurate completion of registration; in the event of a dispute, only candidates that can supply the receipt are allowed to participate.

2. register their personal data on the web portal at [https://applymscenglish.unipi.it/valtitnew/web/app.php/en/studenti](https://applymscenglish.unipi.it/valtitnew/web/app.php/en/studenti) by 00.00 AM of each session deadline, select the Bachelor’s Degree in Management for Business and Economics and upload the following documentation:
   - (mandatory) the ENGLISH TOLC, TOLC-E with section in English, SAT/GMAT/ACT certification by 00.00 AM of the session deadline day, under the penalty of exclusion from the ranking.
   - (optional) any possible English Language certification (B2, C1, C2 or further level) by 00.00 AM of the session deadline. If not uploaded, the certification will not be assessed.
If the application is not submitted as for point 1, the registration as for point 2 is not allowed. Online applications on the reserved online portal will only be considered. No applications will be accepted after the deadline.

RANKING

Candidates with no TOLC-E in the Italian Language with the 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 46 points as follows:
- up to 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;
- up to 5 points for the certificate of English language knowledge, only if awarded between 1 January 2020 and the date of application submission, and 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
- up to 5 points for candidates having passed the exams of mathematics (Basic Mathematic models) and economics (Principles of Economics and Management) with a grade equal or more than 27/30 within the Foundation Course programme provided by the University of Pisa.

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

The ranking list will be published at http://alboufficiale.unipi.it and https://matricolandonosi.unipi.it/immatricolazioni/management-for-business-and-economics/ where all candidates are required to check their position.

Successful candidates will not receive any personal official communication of the ranking list publication.

The second session’s ranking list will close on 31 December 2021. 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 in the Bachelor’s Degree Course in the following academic years.

PLACE ACCEPTANCE

Successful candidates shall notify their intention to accept the place offered. No place acceptance will be admitted after the above scheduled deadlines. Place acceptance procedure will be published along with the ranking list.

ENROLMENT DEADLINES

Successful candidates shall enroll by the mandatory date, which is published along with the ranking list at https://matricolandonosi.unipi.it/immatricolazioni/management-for-business-and-economics/, under the penalty of losing the right.

As for session I, no reassignment will follow after the enrolment deadline.

As for session II, in the event of waives or disqualifications, the available places will be reassigned following the candidates’ ranking and the mandatory enrolment deadline will be published at https://matricolandonosi.unipi.it/immatricolazioni/management-for-business-and-economics/, under the penalty of losing the right.

No personal written communication shall be provided to applicants concerning results.

ENROLMENT OF CANDIDATES GRADUATING IN OTHER DEGREE PROGRAMMES

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 procedure must be concluded by 31 December 2021.
GRANTS

To enhance the participation of international students, the University of Pisa offers merit-based grants to non-EU citizens candidates residing abroad applying for a VISA and attending the first session.

Each grant foresees:
- First academic year: € 6,000 (net) and exemption from tuition fees (except for the regional tax of € 140.00 and a revenue stamp of € 16.00;
- Second and third academic year: € 8,000 (net) and a 50% discount of tuition fees, if the student achieved a minimum of 36 CFU/ECTS (I year) and a minimum of 96 CFU/ECTS (II year) with a grade point average of at least 25/30.

Grants will be allocated according to a single ranking drawn up by a specifically appointed Committee that will assess candidates according to the following criteria:
- admission ranking score,
- final grade of the secondary school diploma converted in the CGPA value (Cumulative Grade Point Average),
- interview’s outcome,
- the candidate’s country of origin, with priority to the less economically developed countries.

Candidates are not required to submit any specific grant application. The first five (5) successful non-EU citizens residing abroad and applying for VISA, who in the first session are admitted to the Bachelor’s Degree in Management for Business and Economics, will be interviewed by a specific Committee of the Degree Programme, which will assess their eligibility for the grant. Interviews’ schedule and procedures for the first five (5) candidates admitted to the BA Degree in the first session will be published along with the ranking.

On the other hand, a Committee of the University of Pisa will assess all the students admitted to the degree programmes hold in English language, in order to allocate the grants to the best eighteen (18) students.

Grants will be allocated before the enrolment, to allow non-EU citizens applying for VISA proving their means of subsistence to the relevant Italian diplomatic representatives in the pre-enrolment phase.


Please note: Grants will be allocated only to international students taking part in the first session, and NOT to those taking part in the second session.

ADDITIONAL LEARNING REQUIREMENTS (OBBLIGHI FORMATIVI AGGIUNTIVI - OFA)

Applicants that obtained a score under 14 in the English Language Section of TOLC-E in Italian Language are required to pass an English Language exam (6 CFU/ECTS) before any other degree programme exam (OFA1).
Applicants that obtained a score ranging between 14 and 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 exam winter session of their first year of programme degree (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 11.5 have to satisfy a further Additional Learning Requirement (OFA2) passing the exam “Principles of Mathematics” (1 CFU/ECTS) or one of the scheduled recovery tests specified for Additional Learning Requirements (ENGLISH TOLC-E) by the summer exam session of their firstyear programme degree; if not, they are not allowed to take any of second year exams.

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 for potential enrolment, 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/

For further information:
Management Business and Economics Department
Via C. Ridolfi 10
56124 Pisa
mbe@ec.unipi.it
+39 05052216469

Student Administration Office:
concorsinumerochiuso@unipi.it
+39 0502213429 Monday-Friday 9.00 AM - 01.00 PM
ANNEX 1

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

\[ T = 0.04186 \times TSAT - 30.977 \]
\[ T = 0.087097 \times TGMAT - 33.677 \]

\( TSAT = \) 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

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