



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:

N° of places	Category
70	EU and EU-equated citizens¹
30	non-EU citizens residing abroad applying for a student VISA² <ul style="list-style-type: none"> • 5 of which reserved for applicants of the exchange Marco Polo project³ • 10 of which reserved for selected students for the Double Degree with RANEPА (The Russian Presidential Academy of National Economy and Public Administration)

There are two sessions for non-EU citizens residing abroad applying for visas and one session for European Union citizens and equated non-EU citizens (Table No. 1) and one selection by interview (Table 2) for the number of places divided as follows:

Table n. 1

Category	session	places	Application opening	Application deadline	Ranking list publication	Place acceptance
Non-EU citizens residing abroad applying for a student VISA	I	15	5 February 2021	12 March 2021 h.12	19 March 2021	2 April 2021
	II	5	16 April 2021	18 June 2021 h.12	25 June 2021	2 July 2021
EU and EUequated	single-session		16 April 2021			

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. 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 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

citizens		60		19 July 2021 h. 12 (extended date)	23 July 2021 (extended date)	28 July 2021 (extended date)
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Table n. 2

Category	session	places	Application opening	Application deadline	Publication of the admitted list	Interviews	Ranking list publication
EU and EUequated citizens	Interview	10	2 August 2021	30 August 2021	3 September 2021	from 6 to 10 September 2021	14 September 2021

Any unused places of non-EU citizens residing abroad requesting a visa at the end of the first session will be used for the ranking of the second session.

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.

Any places not assigned following the single selection by test with which 60 places for citizens of the European Union and equated non-EU citizens are available, are added to the 10 places made available for selection by interview reserved for the category of European Union citizens and equated non-EU citizens (Table 2).

The final number of available places will be published on <https://matricoliando.unipi.it/management-for-business-and-economics/> on 30 July 2021.

ADMISSION REQUIREMENTS

Those who hold a secondary school diploma in accordance with current legislation, or a qualification obtained abroad, recognized as suitable, can participate in the selection. Those who achieve the aforementioned qualifications by 31 December 2021 can also participate. To be included in the relative ranking, candidates must have sustained:

1) for the first and second session for non-EU citizens residing abroad applying for visas and for the session for EU citizens and equated non-EU citizens (Table No. 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;
- 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;
- 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>;

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>;
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/intlregister# south-asia-where>
6. **the category of non-EU citizens residing abroad applying for a visa will be able to take one of the required tests (TOLC-E with section in English, ENGLISH TOLC-E, SAT, GMAT, ACT) even remotely-online.**

2) selection by interview for European Union and equated non-EU citizens (table no. 2)

The interview will take place electronically, in front of the Admission Committee, using Teams software, in the period indicated in the table. In this case, the candidate must show the Committee, before the start of the interview, the identification document already attached to the application.

Candidates who are not present within the deadlines set by the interview calendar will be excluded from the final ranking. It is the candidate's responsibility to ensure the availability of the required hardware (PC, webcam), the required software and a reliable internet connection.

The interviews will be held in English language and will last about 15 minutes, during which the candidate's basic knowledge (logic, text comprehension and mathematics) and the level of knowledge of the English language of the candidate will be assessed.

Candidates who submit one of the English language proficiency certifications as listed below and obtained in the period from 01/01/2020 to the time of submission of the application, will not be subjected to the assessment of level of knowledge of English language:

- 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 validity of certifications other than those listed above will be established at discretion of the Admission Committee.

The number of candidates admitted to the interview will be equal to **double the number of available places (i.e. 20 places made available with the current call plus double the number of any places not assigned at the conclusion of the single selection by test with which they were made available 60 places for European Union citizens and equated non-EU citizens).**

Candidates will be **admitted to the interview according to the chronological order of submission of the application.** Those who have applied and are not admitted to the interview will be placed on a reserve list. If, upon completion of the interviews and/or after the deadline set for the completion of the enrolment, there are still places available, the Committee will interview the candidates enrolled in the reserve list according to the order in which the application for participation in the competition is submitted up to the exhaustion of available places.

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 by 12.00 AM of each application deadline, following the instructions provided on <https://matricolandosi.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> by 00.00 AM of each session deadline, select the Bachelor's Degree in Management for Business and Economics and upload the following documentation:
 - the ENGLISH TOLC, TOLC-E with section in English, SAT/GMAT/ACT certification by 00.00 AM of the session deadline day, on pain of being excluded by the ranking.
 - the eventual 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

For the assessment of the candidates the Admission Committee:

1) for the first and second session for non-EU citizens residing abroad applying for visas and for the session for EU citizens and equated non-EU citizens (Table No. 1)

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 during the year preceding 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.

2) for the selection by interview for European Union and equated non-EU citizens (table no. 2)

can assign up to 60 points as follows:

- 30 points for basic knowledge (logic, reading comprehension, mathematics);
- 30 points for knowledge of English language (the Committee has at its disposal up to a maximum of 30 points assigned based on the outcome of the interview or according to the score reported in any qualifications certifying knowledge of English language achieved in the period to from 1 January 2020 at the time of submitting the application as indicated above).

For the purposes of formulating the ranking, EU and non-EU equated candidates are admitted according to the descending order of the score obtained in the interview, according to the available places for enrollment. Those who have placed themselves in a useful position in relation to the relative number of places available will be declared winners. Candidates who will participate in the interviews to be included in the ranking must obtain a score of at least 18 in both the basic skills section and knowledge of English language.

In case of a tie, the younger candidate prevails.

The ranking list will be published at <http://alboufficiale.unipi.it> and <https://matricoladosi.unipi.it/immatricolazioni/management-for-business-and-economics/>.

Successful candidates will not receive any personal 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.

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 together with the ranking list.

ENROLLMENT

DEADLINES

Successful candidates shall enroll by the mandatory date, which is published together with the ranking list at <https://matricoladosi.unipi.it/immatricolazioni/management-for-business-and-economics/>.

For the rankings related to the first sessions, no reassignment will follow after the enrolment deadline.

For the rankings related to the second session of the category of non-EU citizens residing abroad applying for a visa, the list of successors by scrolling the rankings, in the event of waives or disqualifications of the winners, and the mandatory enrollment deadline, under the penalty of losing the right, will be published at

<https://matricoladosi.unipi.it/immatricolazioni/management-for-business-and-economics/>

For the ranking related to the selection by interview of the category of citizens of the European Union and equated non-EU citizens, scrolls are foreseen only in the event that the applications for admission of candidates by interview are lower than the available places.

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

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 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;
- 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).

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.

Further information at <https://www.unipi.it/index.php/iscriversi-all-universita-di-pisa/item/6003-borse-di-studio-per-merito-di-unipi>

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)

The assignment of additional training obligations (OFA) foresees that:

1) for the first and second session for non-EU citizens residing abroad applying for visas and for the session for EU citizens and equated non-EU citizens (Table No. 1)

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.

2) for the selection interview for European Union and equated non-EU citizens (table no. 2):

Those who have obtained a score in the interview on the knowledge of English language between 18 and 20 receive an additional training obligation (OFA1), to fill which the student will have to take a 6 CFU English language exam. OFA1 must be terminated by the end of the summer exam session of the first year; otherwise the student will not be able to take the exams of the following years.

An interview score on basic skills (logic, text comprehension, mathematics) between 18 and 20 gives rise to an additional educational obligation (OFA2), to fill which the student will have to support an integration of 1 CFU of the Principles of Mathematics exam. OFA2 can also be terminated by taking one of the OFA recovery tests (ENGLISH TOLC-E), foreseen by the calendar of the dates of the recovery sessions, only if it will be possible to take the test in presence. OFA2 will expire if the ENGLISH TOLC-E score is higher than 11.5. OFA2 must be terminated by the end of the summer exam session of the first year, otherwise the student will not be able to take the exams of subsequent years.

PROCEDURE RESPONSIBILITY

The person in charge of all administrative procedure is Dr Stefania Milella, 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:

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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