



## Admission to the Bachelor's Degree in Management for Business and Economics (L-18) A.Y. 2024/025

Call for admissions to the Bachelor's Degree in **Management for Business and Economics in English Language** (Italian Degree class L-18), academic year 2024/2025.

The following places are available:

N° of places	Category
75	<b>EU and EU-equated citizens<sup>1</sup>:</b> <ul style="list-style-type: none"> <li>• 5 of which reserved for selected students for the Double Degree with Nürtingen-Geislingen University;</li> <li>• Up to a maximum of 16 for students selected by the Scuola Superiore Sant'Anna of Pisa.</li> </ul>
40	<b>non-EU citizens residing abroad applying for a student VISA<sup>2</sup>:</b> <ul style="list-style-type: none"> <li>• 5 of which reserved for applicants of the exchange Marco Polo project<sup>3</sup>;</li> <li>• 10 of which reserved for selected students for the Double Degree with RANEPА (The Russian Presidential Academy of National Economy and Public Administration).</li> </ul>

Category	Session	Places	Application opening	Application deadline	Ranking	Enrolment	Enrolment deadline
Non-EU citizens residing abroad applying for a student VISA	I	20	Contextual to the publication of the call	14 <sup>th</sup> of March 2024	21 <sup>st</sup> of March 2024	Contextual to the Start of the enrolment for the a.y. 2024/2025	Within 7 days
	II	10	1 <sup>st</sup> of April 2024	9 <sup>th</sup> of July 2024	18 <sup>th</sup> of July 2024	Contextual to the Start of the enrolment for the a.y. 2024/2025	Within 7 days
EU and EU-equated citizens	I	70*	15 <sup>th</sup> of April 2024	26 <sup>th</sup> August 2024	5 <sup>th</sup> of September 2024	5 <sup>th</sup> of September 2024	Within 7 days

\* Up to a maximum of 16 for students selected by the Scuola Superiore Sant'Anna of Pisa.

<sup>1</sup> 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.

<sup>2</sup> 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.

<sup>3</sup> 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".

The University draws up three distinct rankings, one for EU and EU equated candidates and two for Non-EU candidates residing abroad applying for a student VISA.

Any unused places at the end of the first session for Non-EU candidates residing abroad applying for a student VISA will be used for the ranking of the subsequent sessions.

Any unused places at the end of the second session for Non-EU candidates residing abroad applying for a student VISA will be used for the ranking of EU and EU equated candidates session.

Any unused places of those reserved to the Scuola Superiore Sant'Anna selection plying will be used for the ranking of EU and EU equated candidates session.

Scrollings: in the event of waives or disqualifications of the winners, the list of successors by scrolling the rankings and the mandatory enrolment deadline will be published on the dedicated page on the Matricolandosi portal.

For Non-EU candidates residing abroad applying for a student VISA no further scrolling will take place after the deadline for registration on Universitaly portal for Visa application provided by ministerial indications.

### 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 the 31<sup>st</sup> of December 2024 can also participate.

To be included in the relative ranking, candidates must have sustained:

- 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. The TOLC-E in English Language will be considered as valid only if taken between the 1<sup>st</sup> of January 2023 and the application submission date. In the event of multiple tests attendance, only the last one in chronological order will be considered as valid;
- or TOLC-E in Italian Language with English 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. The TOLC-E in Italian Language with English section will be considered as valid only if taken between the 1<sup>st</sup> of January 2023 and the application submission date. In the event of multiple tests attendance, only the last one in chronological order 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 the 1<sup>st</sup> of January 2023 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 web site <https://collegereadiness.collegeboard.org/sat>;
- 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 the 1<sup>st</sup> of January 2023 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 web site <https://www.mba.com/exams/gmat>;
- 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 the 1<sup>st</sup> of January 2023 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 web site <https://cloud.e.act.org/intl-register#south-asia-where>.

The candidates 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.

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

### APPLICATION

Applicants are required to:

1. register online only at “portale Alice” <https://www.studenti.unipi.it/Home.do> by 12.00 AM of each application deadline, following the instructions provided on <https://matricolandosi.unipi.it/immatricolazioni/management-for-business-and-economics/> and submit the application.

After the registration the candidate must log-in on the portal. From the menù on the right, the candidate must select “Secretariat” and then “Admission Test” and follow the procedure. 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. Upload on the Alice portal, by 00.00 AM of each session deadline, the following documentation:
  - a) (mandatory) the ENGLISH TOLC-E or TOLC-E with section in English or SAT/GMAT/ACT certification by 00.00 AM of the session deadline day, under penalty of being excluded by the ranking;
  - b) (optional) the eventual English Language certification among those indicated below by 00.00AM of the session deadline. If not uploaded, the certification will not be assessed.

Online applications on the reserved [online-portal](#) will only be considered. No applications will be accepted after the deadline.

### RANKING

Candidates enrolled in the selection who have not taken any TOLC-E in Italian with an English section or ENGLISH TOLC-E or SAT test or GMAT test or ACT test will not be included in the ranking.

For the assessment of the 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 1st January 2020 and the application submission date 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 180;
  - Cambridge assessment English BEC Vantage, minimum score 174;
  - Cambridge assessment English BEC Higher minimum score 180;
  - IELTS Academic, minimum score 6.0;
  - TOEFL IBT, minimum score 90.
- up to 5 points for candidates having passed the exam of 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://matricolandosi.unipi.it/immatricolazioni/management-for-business-and-economics/>

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

The ranking list will close at the enrolment deadline that will be established for the academic year 2024/2025. 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 enroll in the Bachelor's Degree Course in the following academic years.

### **ENROLLMENT DEADLINES**

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

For the rankings related to the first and second session selection for non-EU citizens residing abroad applying for a student VISA and the session selection for EU and EU-equated citizens, the list of successors by scrolling the rankings, in the event of waives or disqualifications of the winners, and the mandatory enrolment deadline, under the penalty of losing the right, will be published at <https://matricolandi.unipi.it/immatricolazioni/management-for-business-and-economics/>

The procedures for completing enrolment are published together with the ranking.

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 by the enrolment deadline that will be established for the academic year 2024/2025.

### **INTERNATIONAL CANDIDATES GRANTS**

Any scholarship intended for international candidates (students with non-Italian citizenship) which would be made available for the academic year 2024/25 in order to improve number and quality of international students attending University of Pisa will be published at the webpage <https://www.unipi.it/index.php/isciversi-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 subsequent sessions.

Grants will be allocated according to a single ranking drawn up by a specifically appointed Committee that, for the Management for Business and Economics degree course, 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);
- results of the interview.

Students do not have to apply specifically. The first five international students (non-EU citizens residing abroad applying for a student VISA) admitted with the first session to the Bachelor's Degree in Management for Business and Economics will be interviewed by a special commission of the course of study and will therefore be eligible for the grant. The calendar and procedures for conducting the interviews for candidates admitted to the degree course with the first session will be published together with the ranking.

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.

Grants will be allocated only to international students taking part in the first session, and NOT to those taking part in the subsequent sessions.

Further information at <https://youtu.be/VvexQ5AwAeM>

<https://www.unipi.it/index.php/study>

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

### **ADDITIONAL LEARNING REQUIREMENTS (OBBLIGHI FORMATIVI AGGIUNTIVI - OFA)**

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

- 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 before any other degree programme exam (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 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) with a score equal or greater than 11,5 by the summer exam session of their first year programme degree; if not, they are not allowed to take any of subsequent year exams.

### **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 candidate will be processed for the purposes of managing the admission tests to limited attendance degree courses. The processing of personal data will be carried out in an automated and manual manner and will be stored according to the terms of the law. The provision of data is mandatory and any refusal to provide such data results in the impossibility of evaluating the test. The data may be disclosed to third parties who will be in charge of their IT management and will be disseminated for the purposes and within the enrollment deadline. Candidates will be able to exercise their rights governed by sections 2, 3 and 4 of Chapter III of EU Regulation no. 679/2016 (eg. Rights of information and access, of rectification and cancellation, of limitation and opposition to processing, of portability of personal data), by addressing their requests to the email address [concorsinumerochiuso@unipi.it](mailto:concorsinumerochiuso@unipi.it) .

The information extended pursuant to art. 13 of the EU Regulation n. 679/2016 can be consulted at the link <https://www.unipi.it/index.php/documenti-ateneo/item/12721> .

### **PUBLIC ACCESS AND INFORMATION**

This call is published in the Official Journal of the University <http://alboufficiale.unipi.it> and at <https://matricolandosi.unipi.it/immatricolazioni/management-for-business-and-economics>

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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