



UNIVERSITÀ DEGLI STUDI  
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**Call for a competition for the admission of 30 students (Non-EU and EU)  
to the Joint degree European Master in Business Studies (EMBS)**

**Academic Year 2019-2020**





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## Art. 1 Foreword

1. The Université Savoie Mont Blanc (France) through its Institute of Management (IAE Savoie Mont Blanc), the Università degli Studi di Trento (Italy) through its Department of Economics and Management, the Universität Kassel (Germany) through its Faculty of Economics & Management and the Universidad de León (Spain) through its Faculty of Economics (the parties) have agreed to implement the European Master in Business Studies (EMBS), a joint programme of education for students to become European managers with a strong focus on International Marketing & Sales.
2. The EMBS has been developed in order to offer to European as well as non-European students a unique opportunity of learning how to do efficient business in Europe. Apart from studying fundamentals of Management and Sales & Marketing on a European scale, students will learn “on site” the multicultural differences by studying in the four countries of the consortium and by working in groups of different nationalities.
3. In September 2017 the EMBS has been awarded EPAS accreditation, a prestigious global endorsement. The accreditation was delivered by the European Foundation for Management Development (EFMD), an organisation that is acknowledged globally as an accreditation body of quality in management education. EPAS (EFMD Programme Accreditation System) is a prestigious international program accreditation system which evaluates the quality of business and management programs that have an international perspective (<http://www.efmd.org/accreditation-main/epas/epas-accredited-programmes> ).
4. The EMBS is not an MBA programme aimed at professionals but it is a consecutive Master's degree programme, i.e. a degree that is gained after completing a bachelor's programme. It is aimed to advance and deepen the knowledge and skills acquired during the bachelor's programme.
5. The Université Savoie Mont Blanc through its Institute of Management (IAE Savoie Mont Blanc) is in charge of the coordination of the programme.
6. Every year the EMBS Admission Board admits to the EMBS a limited number of students coming from European and Non-EU countries<sup>1</sup>. The EMBS will not be operational with less than 15 students with a minimum of 3 different nationalities. The target number of students should be between 15 and 30, representing 3 or more nationalities.
7. The official length of the EMBS programme is four semesters, one in each of the participating universities. Students gain a total of 120 ECTS credits including the company project, the master thesis module (15 ECTS credits) and the internship module (10 ECTS).
8. The EMBS starts each winter semester in September at the Università degli Studi di Trento (Italy). The 2nd semester is run at the Université Savoie Mont Blanc in Annecy (France), the 3rd semester at the Universität Kassel (Germany) and the 4th semester at the Universidad de León (Spain).
9. The official language of the EMBS programme is English both for teaching and exams.

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<sup>1</sup> Students outside the European Union are students who are not citizens of any of the 28 Member States of the European Union or of the EFTA countries (Iceland, Liechtenstein, Norway), or of Switzerland, Andorra, Republic of San Marino, and The Vatican.



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10. Interested prospective students who are willing to participate to the competition for one of the available positions in the Academic Year 2019-2020 are invited to submit their application according to the rules described in this call.

### Art. 2 Number of Positions

1. In the Academic Year 2019-2020 the EMBS Admission Board will admit to the EMBS at most 30 students (EU and Non-EU citizens).

### Art. 3 Admission Requirements

1. In order to be considered eligible for application, interested prospective students must fulfill the following minimum requirements:
- Three- or four-year Bachelor's degree or equivalent degree (at least amounting to 6 semesters and 180 ECTS) in Economics, Management or Business Studies or other study backgrounds (Social Sciences, Languages, Engineering) with a focus on Economics & Management awarded by an internationally recognized institution at university level. The contents of the aforementioned Bachelor studies must comply with the requirements of the EMBS and, in particular, must provide sufficient economic and managerial knowledge on the basis of a relevant study programme. This means, they must contain at least 50% of courses in general belonging to bachelor studies of management and/or economics.<sup>2</sup>
  - Bachelor's degree with at least an overall national grade of 2,5 in Germany, 95/110 in Italy, 13 in France, 6,5 in Spain or the equivalent in other countries.
  - Proof of English proficiency at minimum level B2 CEFR (Common European Framework of Reference for Languages): e.g. TOEFL 560 paper-based or 87 internet-based; IELTS 5.5, or equivalent language test; certificate of the language centre of your home institution; university English exam; proof that university studies were completed at a recognized institution where English is the primary media of instruction; etc. Test results are only required if the applicant's first language is not English or if the language of instruction of his/her previous degree is not English.
  - Good knowledge of the most common computer applications.

<sup>2</sup> Please note that EMBS applicants awarded or due to be awarded a Bachelor's degree from any Italian University in a field different from Economics, Management or Business Studies must show at least 60 ECTS credits in the following fields of studies (settori scientifico disciplinari):

- SECS-P/01, SECS-P/02, SECS-P/03, SECS-P/04, SECS-P/05, SECS-P/06, SECS-P/12 - Discipline di ambito economico (Micro e macroeconomia, economia industriale, politica economica, economia e finanza pubblica, storia economica)
- SECS-P/07, SECS-P/08, SECS-P/09, SECS-P/10, SECS-P/11 - Discipline in ambito economico-aziendale (Fondamenti di contabilità e bilancio, principi contabili, general management, business policy, finanza aziendale)
- IUS-01, IUS-02, IUS-03, IUS-09 - Discipline in ambito giuridico (Fondamenti di diritto pubblico, fonti del diritto, istituzioni di diritto privato)
- SECS-S/01, SECS-S/03, SECS-S/06 - Discipline matematico-statistiche (Analisi matematica; analisi statistica)

With the following minimum requirements:

- Economics: minimum 8 CFU
- Business/Management : minimum 10 CFU
- Mathematics and Statistics: minimum 6 CFU



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2. Fulfilment of the aforementioned requirements has to be documented and submitted with the application by the given deadlines.
3. The EMBS Admission Board can decide to admit a candidate on condition that he/she passes additional courses before the start of the programme.
4. Applicants who do not have yet completed their Bachelor's degree, can apply for the EMBS master's programme, provided they meet the following requirements:
  - a) conclusion of all exams to obtain the Bachelor's degree by 31st August 2019;
  - b) graduation by the 31st of October 2019 having passed the graduation exam (if any);
  - c) submission of the official Bachelor's degree diploma by the 30th November 2019.

Such applicants will not be admitted unconditionally to the programme, but may be "conditionally admitted" as long as the certificate remains outstanding. Formal enrolment to the programme can only be granted, however, when the Bachelor's certificate is submitted.

#### **Art. 4 Selection Criteria and Assessment Procedure**

1. Applicants will be selected by the four EMBS partner universities in accordance to a common selection procedure set by the Admission Board.
2. Once all online application packages are received, each application will be subject to a review by the Admission Board, which will evaluate overall the profiles of each candidate.
3. Applicants having the basic requirements described in Art. 3 and shortlisted after the first evaluation (see above n. 2) shall be called for an interview, which may be done on campus or by conference call. The aim of the interview is to complete the application process by providing the Admission Board with exhaustive information about the applicant's competences and motivation.
4. The Admission Board will verify application information and it might deny candidate admission at any point of the application process if a discrepancy between the self-reported information and information provided through verification is noted. Candidates will be notified of the Admission Board's decision after this review.
5. The Admission Board will send an acceptance notification to the top 30 candidates of the list. Each accepted applicant must confirm his/her acceptance in written form and by paying a nonrefundable admission confirmation fee of 100 (one hundred) Euro to Università degli Studi di Trento (the admission confirmation fee will be deducted from the overall national administrative fee due by the student to the University of Trento) according to the instructions that will be reported in the acceptance notification.
6. Failing to confirm and/or to pay the deposit within the deadline given in the acceptance notification will automatically lead to the exclusion of the applicant.
7. All the vacant positions may be progressively offered to the following shortlisted students, till reaching the end of the list.



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8. All students that, for any reason, decline their position are asked to communicate promptly their decision to [embs@unitn.it](mailto:embs@unitn.it) in order to give other eligible students the opportunity to take part in the EMBS programme.

### **Art. 5 Tuition Fees And Scholarships**

1. EMBS participation fees are about € 3500 per year. The aforementioned amount is made up of:
  - a) € 2500 as EMBS tuition fee per year to be paid to the Université Savoie Mont Blanc as the main coordinator of the EMBS programme;
  - b) about € 250/300 euro per year to be paid to each partner university as national administrative fee;
  - c) about 215 € per year for the health insurance (non EU, French and students without EHIC valid until September 2019).
2. It is a condition of student's enrolment that he/she has sufficient financial resources to pay for the programme of study. Self-paying students must provide evidence of their ability to cover tuition fees. Sponsored students must provide evidence of their sponsorship.
3. EMBS students might have the possibility to be supported through grants and scholarships offered by the four Universities and their partners. However grants and scholarships will not cover all costs of living in Europe and attending the EMBS programme (fees, accommodation, books, travel,..). For further information please contact [embs@univ-smb.fr](mailto:embs@univ-smb.fr).
4. EMBS students are NOT eligible for the "Opera Universitaria Scholarship (OUS)".
5. Each EMBS partner university provides a service to help EMBS students find a suitable accommodation.
6. All applicants are strongly recommended to read carefully all the information about living costs in Italy, France, Germany and Spain, prior to confirming their application.

### **Art. 6 Awarded Degree**

1. Upon the successful completion of the study plan and the fulfillment of the EMBS programme requirements, the Université Savoie Mont Blanc (France), the Università degli Studi di Trento (Italy), the Universität Kassel (Germany) and the Universidad de León (Spain) jointly award a second level academic degree within the European Higher Education System for the programme "European Master in Business Studies" (EMBS) corresponding to the following four national degrees:
  - In the Italian University system, to a "Laurea Magistrale in CLASSE LM77 Lauree Magistrali in Scienze Economico-Aziendali";
  - In the French University system, to a "Master en Droit Économie Gestion";
  - In the German University system, to a "Master of Arts";
  - In the Spanish University system, to a "Master Universitario Europeo en Dirección de Empresas".
2. The aforementioned qualification has legal value in France, Italy, Germany and Spain and it is compliant with the requirements of the International "Bologna process" for higher education at European level.



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## Art. 7 Application Procedure

1. In order to apply for EMBS, two steps are required:
  - a) Access the online application form (<http://www.unitn.it/en/apply/master>);
  - b) Complete and submit the online application form by the deadline;
2. The application to the present competition for one of the available positions within the EMBS programme must be finalized online within the following deadlines:
  - a) **For NON-EU applicants (incl. those living in Europe): Monday 18<sup>th</sup> March 2019, 12:00 noon (Italian time)**
  - b) **For EU applicants (1. round “early birds”): Monday 18<sup>th</sup> 2019, 12:00 noon (Italian time)**  
**For EU applicants (2. round): Friday 24<sup>th</sup> May 2019, 12:00 noon (Italian time).**
3. Interested applicants are required to fill in the online application form thoroughly and to upload the documents listed below:
  - ID (possible only for European citizens) or valid passport;
  - Curriculum Vitae (in English);
  - High school leaving certificate;
  - Certificates and diplomas (in English) of your completed Bachelor’s degree from an internationally recognized higher education institution (university or university college) or enrollment certificate (in English) in a Bachelor’s degree (or equivalent)<sup>3</sup>.
  - Transcript of Records (in English) of completed courses and grades for each semester included in your bachelor’s degree and in any other degree programme relevant for admission;
  - Proof of English proficiency (minimum CEFR B2 level);
  - Passport size photo;
  - **ONLY FOR EU APPLICANTS:** copy of European Health Insurance Card-EHIC (European side with validity).
4. All documents must be uploaded by the deadline stated above.
3. Incomplete or not finalized applications as well as unreadable documents will lead to the automatic exclusion of an applicant from the selection process.
4. The short list of the admitted students will be published by:
  - a) **For NON-EU applicants: end of April 2019**
  - b) **For EU applicants (1. round): end of April 2019**
  - c) **For EU applicants (2. round): end of June 2019**

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<sup>3</sup> Students who still have not completed their first-level degree, but that expect to graduate before October 31, 2019 have to provide a temporary certificate from their University stating their expected graduation date and final grade.



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5. Afterwards, the EMBS partner universities will provide selected candidates with pre-arrival detailed information about necessary steps to fulfill regarding visa, accommodation, scholarship, enrolment procedures. All accepted students who are going to confirm their intention to take part in the EMBS programme in the Academic Year 2019-2020 will have to follow the official procedures according to the instructions the EMBS partner universities will provide them with.
6. Specific information about Visa procedures for Italy will be communicated in May 2019 to all Non-EU selected students by the Università degli Studi di Trento.
7. After obtaining the visa, prospective students should plan to come to Trento by early-September 2019 to attend some essential orientation and welcome activities prior to their official enrollment at the Università degli Studi di Trento.
8. For further information about the application procedure, all students may write to [embs@unitn.it](mailto:embs@unitn.it).

Trento, 14/12/2018

The EMBS Admission Board