REGULATIONS FOR ADMISSION TO THE MASTER’S DEGREE PROGRAMS of the Department of Management in
- AMMINISTRAZIONE E CONTROLLO AZIENDALE
- BUSINESS ADMINISTRATION (English-medium program)
- DIREZIONE D’IMPRESA, MARKETING E STRATEGIA
- FINANZA AZIENDALE E MERCATI FINANZIARI

ADMISSIONS FOR THE ACADEMIC YEAR 2023/2024

Regulations valid only for non-EU candidates residing abroad (category 989) and Chinese candidates of Marco Polo Project (category 988) holding a foreign qualification

The Master’s Degree programs in “Amministrazione e Controllo Aziendale”, “Business Administration” (English-medium program), “Direzione d’Impresa, Marketing e Strategia” and “Finanza Aziendale e Mercati Finanziari” in the academic year 2023/24 have a capped number of places.

The maximum number of candidates that can enroll in the first year, per Degree course, is specified in the following table:

<table>
<thead>
<tr>
<th></th>
<th>Non-EU candidates residing abroad (Cat. 989)</th>
<th>Chinese candidates in the Marco Polo project (Cat. 988)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master’s Degree in</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Amministrazione e</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Controllo Aziendale</td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>Master’s Degree in</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business Administration</td>
<td>20</td>
<td>5</td>
</tr>
<tr>
<td>(English-medium program)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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Admission to the master's degree courses listed above is therefore subject to participation in a procedure based on qualifications and a ranking list will be created according to the procedures described in these Regulations.

1. Admission requirements and evaluation

Two requirements must be met for the admission to the degree programs (listed above) defined by these Regulations:

a) curricular requirement
b) adequate preparation

a) The curricular requirement is considered fulfilled if the candidate, graduate or near-graduate, holds a Bachelor's degree or equivalent qualification with 48 ECTS credits in Business Administration, Economics, Law, Mathematics, Statistics in their study plan.

Alternatively, the curricular requirement is considered fulfilled if the candidate is in possession of a GMAT or GRE certificate, obtained from 2018, with no minimum score limit.

The foreign qualification must be recognized as eligible for admission to Italian master's degree by the International Students Office of the University of Turin.

The curricular requirement is assessed by the Admission Requirements Committee of the Department of Management.

Furthermore, knowledge of the language of course delivery at least at a B2 level is also required: English language for the degree course in "Business Administration," Italian language for the degree courses in “Amministrazione e Controllo Aziendale”, “Direzione d’Impresa, Marketing e Strategia”, “Finanza Aziendale e Mercati Finanziari”.

For the purpose of fulfilling the language proficiency verification, applicants may present one of the following qualifications:

• possession of certificates, at least level B2, (Common European
Framework of Reference for Languages

▪ possession of a certificate attesting to a primary, secondary, higher (including university) education qualification obtained in English.

b) In addition to the curricular requirements it is also necessary to pass the personal knowledge verification, which will take place through the evaluation of the previous academic career and of the qualifications submitted by the candidate at the time of the application.

The evaluation of qualifications is based on:

▪ weighted average of exams passed - GPA (up to 35 points) or alternatively GMAT/GRE certificate score (up to 35 points);
▪ Language proficiency according to the certified CEFR level (up to 5 points). Applicants who submit the GMAT or GRE certificate for enrollment in the Master’s degree in Business Administration program are automatically awarded language proficiency with the maximum score (5 points)

Up to 4 additional points will be awarded for submitting a Reference Letter (up to 2 points) and previous relevant work experience (up to 2 points).

In the event of a tie, priority will be given to the youngest candidate.

A minimum overall score of 15/44 (minimum requirement of adequate personal preparation) is required for admission.

2. Application submission

In order to apply, non-EU candidates with a foreign qualification residing abroad and Chinese candidates in the Project Marco Polo must register on the Apply@Unito portal, fill in and send the application by attaching, in addition to the documentation indicated on the portal for the Master’s degree courses (list available at the following link: https://en.unito.it/studying-unito/international-degree-seeking-students/application-non-eu-citizens-residing-abroad), also the following documentation:

- Transcript of records and chart with GPA scale and ECTS correspondence (when not included in the study plan), along with a certified translation (when not available in English, Italian, French or Spanish)
- GMAT or GRE certificate (optional)
- Language certificate
- Curriculum vitae
- Letter of recommendation, if any
Within the Apply@Unito portal candidates will be provided with all the information for the application submission. Application can be sent from January 9th, 2023 to April 16th, 2023.

3. **Results and pre-enrolment**

Application evaluation will take place in three timeframes:
- First timeframe from 3/03/2023 to 20/03/2023
- Second timeframe from 11/04/2023 to 2/05/2023
- Third timeframe from 16/05/2023 to 9/06/2023

Modalities and timings of publication of results and enrolment for each period are explained below.

**First timeframe (from March 3rd, 2023 to March 20th, 2023)**

All the applications submitted from January 9th, 2023 to February 19th, 2023 will be evaluated from the offices in charge within March 30th, 2023 (result communication date).

**Second timeframe (from April 11th, 2023 to May 2nd, 2023)**

All the applications submitted from February 20th, 2023 to March 27th, 2023 will be evaluated from the offices in charge within May 10th, 2023 (result communication date).

**The provisional ranking of the first and second timeframes will be published by 12/05/2023**
All the applications submitted in the first and second timeframe will be evaluated from the offices in charge will compete for the allocation of seats reserved for the first time frame as follows:

<table>
<thead>
<tr>
<th>Master's Degree in Amministrazione e Controllo Aziendale</th>
<th>Non-EU candidates residing abroad (Cat. 989)</th>
<th>Chinese candidates in the Marco Polo project (Cat. 988)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master’s Degree in Business Administration (English-medium program)</td>
<td>7</td>
<td>8</td>
</tr>
<tr>
<td>Master’s Degree in Direzione d’Impresa, Marketing e Strategia</td>
<td>16</td>
<td>4</td>
</tr>
<tr>
<td>Master’s Degree in Finanza Aziendale e Mercati Finanziari</td>
<td>1</td>
<td>4</td>
</tr>
</tbody>
</table>

Results will be notified in the following format: ADMITTED - NOT ADMITTED (in the first time frame) - CANCELLED.

ADMITTED candidates will have to:

- From May 15th, 2023 to May 31st, 2023 Register on the Unito website and obtain the credentials ([https://en.unito.it/services/online-services/help-and-support/portal-registration-instructions](https://en.unito.it/services/online-services/help-and-support/portal-registration-instructions)), in order to log in to their MyUniTo personal page.
- Log in to their MyUniTo personal page
and click on Enrolments

→ Admission exam → 1 CONCORSO and follow the procedure for choosing the preferred Master’s degree program.

- From June 12th, 2023 to June 14th, 2023 Enrol by following the instructions that will be sent from the International Students Office of the Department of Management. ADMITTED candidates will have to:
  - From May 15th, 2023 to May 31st, 2023 Register on the Unito website and obtain the credentials (https://en.unito.it/services/online-services/help-and-support/portal-registration-instructions), in order to

  log in to their MyUniTo personal page.
  - Log in to their MyUniTo personal page and click on Enrolments

  → Admission exam → 1 CONCORSO and follow the procedure for choosing the preferred Master’s degree program.

  - Check from 16/06/2023 their ranking position on their personal MyUniTo page for possible repechage which changes their status from NOT ADMITTED (pending repechage) to ADMITTED
  - If reselected, enrol according to the instructions that will be sent by the International Students Office of the Department of Management
  - First repechage from 16/06/2023 to 19/06/2023
  - Second Repechage from 21/06/2023 to 22/06/2023

CANCELLED candidates will be excluded from the procedure due to lack of requirements.

Third time frame (from May 16th, 2023 until June 9th, 2023)

All the applications submitted from March 28th, 2023 until April 16th, 2023 will be evaluated by the offices in charge within June 16th, 2023 (result communication date). These applications will be merged with applicants from the first and second timeframes who failed to enrol.
The provisional ranking will be published by 20/06/2023

Candidates on the provisional ranking list will compete for the allocation of reserved seats as per the table below:

<table>
<thead>
<tr>
<th>Course</th>
<th>Non-EU candidates residing abroad (Cat. 989)</th>
<th>Chinese candidates in the Marco Polo project (Cat. 988)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master’s Degree in Amministrazione e Controllo Aziendale</td>
<td>2 + Vacant places from the first and second timeframe</td>
<td>2 + Vacant places from the first and second timeframe</td>
</tr>
<tr>
<td>Master’s Degree in Business Administration (English-medium program)</td>
<td>4 + Vacant places from the first and second timeframe</td>
<td>1 + Vacant places from the first and second timeframe</td>
</tr>
<tr>
<td>Master’s Degree in Direzione d’Impresa, Marketing e Strategia</td>
<td>2 + Vacant places from the first and second timeframe</td>
<td>1 + Vacant places from the first and second timeframe</td>
</tr>
<tr>
<td>Master’s Degree in Finanza Aziendale e Mercati Finanziari</td>
<td>Vacant places from the first and second timeframe</td>
<td>1 + Vacant places from the first and second timeframe</td>
</tr>
</tbody>
</table>

Results will be notified in the following format: ADMITTED - NOT ADMITTED - CANCELLED

ADMITTED candidates will have to:
- From June 22nd, 2023 to July 07th, 2023 Register on the Unito website and obtain the credentials (https://en.unito.it/services/online-services/help-and-support/portal-registration-instructions),
in order to log in to their MyUniTo personal page.
- Log in to their MyUniTo personal page and click on Enrolments

→ Admission exam → 1 CONCORSO and follow the procedure for choosing the preferred Master’s degree program.
- From July 17th, 2023 to July 19th, 2023 Enrol by following the instructions that will be sent from the International Students Office of the Department of Management.

Candidates NOT ADMITTED (waiting for repechage), must:
- From June 22nd, 2023 to July 07th, 2023 Register on the UniTo website to obtain the credentials (https://en.unito.it/services/online-services/help-and-support/portal-registration-instructions) in order to
  log in to their MyUniTo personal page.
- Log in to their MyUniTo personal page and click on Enrolments Admission exam - 2 CONCORSO and follow the procedure for choosing the preferred Master’s degree course.

- Check from 21/07/2023 their ranking position on their personal MyUniTo page for possible repechage which changes their status from NOT ADMITTED (pending repechage) to ADMITTED
- If reselected, enrol according to the instructions that will be sent by the International Students Office of the Department of Management.
- First repechage from 21/07/2023 to 24/07/2023
- Second repechage from 26/07/2023 to 27/07/2023

CANCELLED candidates are excluded from the procedure due to lack of requirements.

At any time during the procedure, once the eligible candidates for a specific category (988 or 989) have been exhausted, the unassigned places may be conferred to the contingent of the other category.
Unassigned places at the end of the repechages may be conferred to the 990 contingent "EU candidates and equivalents, non-EU candidates legally residing in Italy" for the second admission test.

4. Data protection

1. Pursuant to arts. 13 and 14 of the GDPR – EU reg. 27th April 2016, no. 2016/679, the personal data provided by each student will be collected at the University of Turin – Educational Services ("Direzione Didattica e Servizi agli Studenti" Administrative Division), for the purposes of managing the Call and subsequent creation of the ranking lists and will be processed in hard copy and/or via an automated database.

2. The provision of said data is mandatory for the purposes of verifying the requirements for taking part in the Call and managing it.

3. The provision of data necessary for implementing the law concerning the assistance of persons with disabilities (law of 5th February 1992, no. 104,) and the law concerning special learning difficulties (law of 8th October 2010, no. 170) is optional and is designed solely to ensure the adoption of adequate measures to guarantee equal conditions in sitting of the test. Said data will be processed in hard copy and/or via an automated database.

4. Should the test organizers need to avail themselves of external parties for the relevant activities, the data and the necessary information will be sent to and processed by said parties in compliance with the law on the protection of personal data.

5. With regard to filing and storage times, it is specified that the master file of applicants who submitted applications to take part in the Calls can also be kept by the University of Turin for historical interest. The data concerning ranking lists or minutes are kept indefinitely.

6. Should the data subjects believe that their data have been processed unlawfully, they are entitled to apply to the Control Authority to lodge a complaint.

7. The data subjects can exercise their rights, pursuant to arts. 11, 12, 15, 17, 18, 20 of the GDPR.

8. The Data Controller is the University of Turin, with head office in Via Verdi 8 10124 Turin, Italy. Contacts: Switchboard +39 011 6706111, certified email: ateneo@pec.unito.it.
9. The Legal Representative is the acting Rector of the University of Turin.

10. The Data Protection Officer– DPO (*Responsabile della protezione dei dati personali* – *RPD* in Italian) can be contacted at the following email address: rpd@unito.it.

    This is without prejudice to any changes that may be ordered by the competent authorities to this notice.