

**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**

ADMISSION TEST FOR THE ACADEMIC YEAR 2022/2023

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 2022/23 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:

	Non-EU candidates residing abroad (Cat. 989)	Chinese candidates in the Marco Polo project (Cat. 988)
Master’s Degree in <i>Amministrazione e Controllo Aziendale</i>	9	5
Master’s Degree in <i>Business Administration</i> (English-medium program)	20	5
Master’s Degree in <i>Direzione d’Impresa, Marketing e Strategia</i>	8	5
Master’s Degree in <i>Finanza Aziendale e Mercati Finanziari</i>	1	5

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

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

- a) curricular requirement
- b) adequate preparation
- c) linguistic knowledge

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, graduate or near-graduate, is in possession of GMAT certification, obtained no more than 5 years ago.

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.

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 certification score (up to 35 points);

Up to 10 additional points will be awarded for submitting a Reference Letter (up to 5 points) and previous relevant work experience (up to 5 points).

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

A minimum overall score of 21/50 (minimum requirement of adequate personal preparation) is required for admission

c) Knowledge of the language of the course at a minimum level of B2 of the Council of Europe is required: English for the degree course in "Business Administration"; Italian for the degree courses in "Amministrazione e Controllo Aziendale", "Direzione d'Impresa, Marketing e Strategia", "Finanza Aziendale e Mercati Finanziari" (up to 5 points).

For the purposes of verifying knowledge of the Italian language, candidates may present one of the following qualifications:

- an Italian language certificate obtained with at least a B2 level of the Council of Europe,



issued under the quality system CLIQ (Certificazione Lingua Italiana di Qualità), which brings together in association the current certifying bodies (University for Foreigners of Perugia, University for Foreigners of Siena, University Roma Tre, Società "Dante Alighieri"), as well as issued by the University for Foreigners "Dante Alighieri" of Reggio Calabria, or by the Italian Institutes of Culture abroad;

- an Italian secondary school diploma or an Italian university degree whose studies were conducted in Italian.

For the purposes of the verification of knowledge of the English language, candidates may submit one of the following qualifications:

- one of the following certificates:
 - Cambridge B2 First or C1 Advanced or C2 Proficiency;
 - Certificate in Advanced English (CAE);
 - IELTS. Minimum required score: 6.5 out of 9;
 - TOEFL (Computer-based: 237; Paper version: 580; Internet version: 87 or above);
 - Graduate Record Examination (GRE) with a General Test score of at least 150 for verbal reasoning, 4 for analytical writing, and 151 for quantitative reasoning, it can be considered a proof of your proficiency in English.
- a GMAT certificate;
- a secondary school qualification or university degree conducted in English, issued by an accredited institution.

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/sites/sten/files/required_documents_online_application.pdf), 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 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 18th, 2022 to May 6th, 2022.

3. Results and pre-enrolment

Application evaluation will take place in two time frames:



- **1st time frame** from January 18th, 2022 to March 31st, 2022
- **2nd time frame** from April 1st, 2022 until May 6th, 2022

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

First time frame (from January 18th, 2022 to March 31st, 2022)

All the applications submitted from January 18th, 2022 to March 31st, 2022 will be evaluated from the offices in charge within April 15th, 2022 (result communication date). These applications will compete for the allocation of seats reserved for the first time frame as follows:

	Non-EU candidates residing abroad (Cat. 989)	Chinese candidates in the Marco Polo project (Cat. 988)
Master's Degree in Amministrazione e Controllo Aziendale	5	3
Master's Degree in Business Administration (English-medium program)	10	3
Master's Degree in Direzione d'Impresa, Marketing e Strategia	4	3
Master's Degree in Finanza Aziendale e Mercati Finanziari	1	3

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

ADMITTED candidates will have to:

- From April 16th, 2022 to April 30th, 2022 Register on the Unito website and obtain the credentials (<https://bpm.sidp.cineca.it/bonita/portal/resource/process/RegistrazioneProspectUNITO/3.1/content/?id=8232152581453413882&tenant=201&locale=en&autologin>), in order to log in to their MyUniTo personal page.
- Log in to their MyUniTo personal page (<https://idp.unito.it/idp/profile/SAML2/Redirect/SSO?execution=e2s1>), click on Enrolments → Admission exam → 1 CONCORSO and follow the procedure for choosing the preferred Master's degree program.
- From July 4th, 2022 to July 8th, 2022 Enrol by following the instructions that will be sent from the International Students Office of the Department of Management.

NOT ADMITTED candidates (in the first time frame) will be automatically redirected to the second time frame and they will have to follow the instructions provided in the next paragraph (Second time frame)

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

During the first time frame, only the places indicated in the grid will be assigned and no repechage will take place.

Second time frame (from April 1st, 2022 until May 6th, 2022)

All the applications submitted from April 1st, 2022 until May 6th, 2022 will be evaluated by the offices in charge within June 15th, 2022 (result communication date) These applications, along with the NOT ADMITTED ones (first time frame) will compete for the allocation of seats reserved for the first window as follows:

	Non-EU candidates residing abroad (Cat. 989)	Chinese candidates in the Marco Polo project (Cat. 988)
Master's Degree in Amministrazione e Controllo Aziendale	4 + Vacant places from the first time frame	2 + Vacant places from the first time frame
Master's Degree in Business Administration (English-medium program)	10 + Vacant places from the first time frame	2 + Vacant places from the first time frame
Master's Degree in Direzione d'Impresa, Marketing e Strategia	4 + Vacant places from the first time frame	2 + Vacant places from the first time frame
Master's Degree in Finanza Aziendale e Mercati Finanziari	Vacant places from the first time frame	2 + Vacant places from the first time frame

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

ADMITTED candidates will have to:

- From June 16th, 2022 to June 30th, 2022 Register on the Unito website and obtain the credentials (<https://bpm.sidp.cineca.it/bonita/portal/resource/process/RegistrazioneProspectUNITO/3.1/content/?id=8232152581453413882&tenant=201&locale=en&autologin>), in order to log in to their MyUniTo personal page.
- Log in to their MyUniTo personal page (<https://idp.unito.it/idp/profile/SAML2/Redirect/SSO?execution=e2s1>), click on *Enrolments* →

Admission exam → 2 CONCORSO and follow the procedure for choosing the preferred Master's degree program.

- From July 18th, 2022 to July 22nd, 2022 Enrol according to 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 16th, 2022 to June 30th, 2022 If not already done previously, register on the UniTo website to obtain the credentials (<https://bpm.sidp.cineca.it/bonita/portal/resource/process/RegistrazioneProspectUNITO/3.1/content/?id=8232152581453413882&tenant=201&locale=en&autologin>) in order to log in to their MyUniTo personal page.
- Log in to their MyUniTo personal page (<https://idp.unito.it/idp/profile/SAML2/Redirect/SSO?execution=e2s1>), click on Enrolments Admission exam - 2 CONCORSO and follow the procedure for choosing the preferred Master's degree course.
- From July 23rd, 2022 to July 30th, 2022 Check their position in the ranking on their MyUniTo personal page for a possible repechage that might change the status from NOT ADMITTED (waiting for 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 July 26th, 2022 to July 28th, 2022
- Second repechage from August 1st, 2022 to August 3rd, 2022

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

Any vacant place at the end of the repechage may be allocated to the 990 contingent "Italian students, EU students and non-EU students 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.
11. The Regulations above are without prejudice to any modifications possibly required by the competent Authorities.
12. In the event of any ambiguity or inconsistency in the English translation of the present Regulations, the Italian text will prevail.