



DOUBLE DEGREE

LAUREA MAGISTRALE IN MASTER IN
MANAGEMENT DELLE IMPRESE BUSINESS ADMINISTRATION
(BUSINESS MANAGEMENT)

SELECTIONS A.Y. 2018/2019

Admission requirements:

- Students must have successfully completed a Bachelor Degree (180 ECTS) in Business Administration or Economics Studies and must be enrolled in the first year of the Master Degree in Business Management in the current a.y.
- Students have to demonstrate their proficiency in English (level C1 or equivalent):
 - TOEFL-Test score of 80
 - IELTS (Academic): minimum score of 6.5

Tuition fees: Registration and tuition fees will be paid to Sapienza University

Application: The application (Annex 1) must be delivered in person to the Department of Management - Room 1 (IV floor), respecting the following office hours: Monday, Wednesday and Friday from 10.00 to 12.30; Tuesday and Thursday from 2.00 to 3.30 pm, or by e-mail to the following address: luana.gallotta@uniroma1.it

Deadline: October 30, 2018

Number of open positions: 3

Structure of the Double Degree

Table 1a— First year, first semester courses for students originally enrolled both at Sapienza and at NIU

Courses at Sapienza	Courses recognized by NIU	CFU/ ECTS
1. Strategic management	1. Managerial Concepts for Executives 2. Overall Policy Analysis	9
2. Performance measurement	3. Information Systems Technology	9
3. Applied Statistics	4. Accounting Applications 5. Managerial Accounting Controls	9



4. One exam chosen by students: - Disclosure governance and capital markets - Strategies for business growth	6. Strategies for business growth	6
Total CFU/ECTS		33

Table 1b — First year, second semester courses for students originally enrolled both at Sapienza and at NIU

Courses recognized by Sapienza	Courses at NIU	CFU/ECTS
5. Managerial economics	7. Managerial Accounting	6
6. Leadership and organizational change	8. Organizational Behavior	9
7. One exam chosen by students: - International finance - International marketing management	9. Marketing Management Business	6
8. Industrial economics and policy	10. Operations Analysis	6
Total CFU/ECTS		27

Table 1c — Second year, first semester courses for students originally enrolled both at Sapienza and at NIU

Courses recognized by Sapienza	Courses at NIU	CFU/ECTS
Entrepreneurship and new ventures finance	11. Financial Analysis	9
Competition law and market regulation	12. Strategic Policy Business	9
One exam chosen by students: - Business intelligence - Family business: ownership governance and management	13. IS Technology	9
Total CFU/ECTS		27



Table 1d— Second year, second semester courses for students originally enrolled both at Sapienza and at NIU*

Courses at Sapienza	Courses recognized by NIU	CFU/ECTS
One exam chosen by students*	One elective course	9
Other activities*	14. Business Consulting Project 1, 16.	6
	Business Consulting Project 2	
Dissertation	Dissertation	18
Total CFU/ECTS		33

* Students can opt to take the marked courses at NIU.



To the Director
Laurea Magistrale in Management delle Imprese
Via del Castro Laurenziano, 9
00161 – Roma
c.a. prof.ssa Donatella Strangio

I, the undersigned, Place of birth
....., Date of birth
....., Place of residence
Province (if in Italy)Country (if other than Italy) Address
..... Postcode

HEREBY APPLY FOR ADMISSION

to the competition announcement for the nomination of students to participate in the double degree program established between Sapienza, University of Rome and Northern Illinois University.

In accordance with art. 76, D.P.R. 445/2000, in full awareness that any untruthful statement made herein will entail sanctions laid down in the criminal code, under my own personal responsibility, I, the undersigned, declare:

a) tax identification number or national identification number:

.....;

b) current address for the purposes of this application:

City....., n., street (district, square etc.)

.....,

postcode, province (if in Italy)

..... country (if other than Italy)

....., tel.,

e-mail

c) citizenship

d) to be enrolled at Sapienza University with matricula number.....;

e) to have a clean criminal record, otherwise in case of criminal conviction, specify details of judgements

f) not to have pending lawsuits or to have the following pending lawsuits;

g) to enjoy full rights as citizen of.....;

h) to authorize the Department of Management of Sapienza University of Rome to process personal data in accordance with GDPR 679/2016;

I, the undersigned, attach to the application:

1. one copy of the transcript of records (with details of exams and grades);
2. one copy of the language certificate for proof of English (e.g., TOEFL; TOEIC; IELTS);
3. detailed CV including photo;



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4. documents and qualifications deemed relevant to the purposes of the selection procedure;

5. a photocopy of tax identification number or national identification number (applicable to foreign citizens) and of a valid identity document.

Date,

Signature.....