



DOUBLE DEGREE
LAUREA MAGISTRALE IN MANAGEMENT DELLE IMPRESE (BUSINESS MANAGEMENT) **MASTER OF ARTS IN INTERNATIONAL MANAGEMENT**

SELECTIONES A.A. 2018/2019

Admission requirements:

- Students must have successfully completed a Bachelor's Degree (180 ECTS) in Business Administration or Economics Studies and must be enrolled in a Master's of Business Management by September 2018
- Students have to demonstrate their proficiency in English (level C1 or equivalent):
 - TOEFL-Test score of 87
 - IELTS (Academic): minimum score of 6.5 (minimum of 6.0 in all skills)
 - TOEIC: Listening/Reading 785, Speaking 160, Writing 150 (all 4 skills required)

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

Structure of the Double Degree

First Year Programme offer

SRH Courses	ECTS	Courses recognised by Sapienza	ECTS
1st semester			
M1 Leadership and Global Strategic Management	5	Strategic Management	5
M5 Risk Management in Value creation	5	Performance Measurement	5
M7 Contract Knowledge Management	5	Advanced Law for Economics	5
M8 International Contract and Company Law	5	Leadership and Organisational Change	5
M13 Project Development I	5	Statistical Modeling for Management	5
M15 Case Studies	5	Performance Measurement	4
Total ECTS	30	Total ECTS	29
2nd semester			
M2 Intercultural Management	5	Industrial Economics and Policy	6
M3 International Legal Framework for Foreign Trade	6	Advanced Law for Economics	4
M6 Risk Management in Financing	5	International Finance	6
M9 Negotiation and Conflict Management	6	Leadership and Organisational Change	4
M10 Technological Foresight and Commercialization Strategies	6	Managerial Economics	6
M14 Project Development II	5	Statistical Modeling for Management	4
M16 Company Project I	5	Strategic Management	4
Total ECTS	38	Total ECTS	34



Second Year Programme offer

Sapienza courses	ECTS	Courses recognised by SRH	ECTS
1st semester			
Strategies for Business Growth	6	M4 Human Resource Management and Ethical Leadership in International Enterprises	5
Entrepreneurship and new Ventures	9	M11 Strategic Network Management	6
Family Business: Ownership, Governance and Management	9	M12 International Protection of Intellectual Property	5
Total ECTS	24	Total ECTS	16
2nd semester			
One elective course chosen by the student*	9	M17 Company Project II	5
		M19 Master Internship	5
Dissertation	18	M20 Master Thesis	20
Total ECTS	27	Total ECTS	30

**a short list of exams will be agreed between SRH and Sapienza*

Application: The application (Annex 1) must be delivered to the Department of Management - Room 1 (IV floor), respecting the following times: 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: 26, June 2018

Number of open position: 2



Annex 1

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 degrees program established between Sapienza, University of Rome and SRH Hochschule of Berlin

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: town
....., n., street (district, square etc.)
.....,
postcode, province (if in Italy)
..... country (if other than Italy)
....., tel.,
e-mail

c) citizenship

d) to be enrolled in the Sapienza University with the matricula number..... or to be not enrolled in Sapienza;

e) in case of nomination, to enroll in the Master in Business Management by September 2018;

f) to have a clean criminal record, otherwise in case of criminal conviction, specify details of judgements ;
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 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 the proof of English (e.g., TOEFL; TOEIC; IELTS);
3. detailed CV including photo;
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.....