CALL FOR APPLICATION
ACADEMIC YEAR 2020/2021

1. ADMISSION REQUIREMENTS

Minimum admission requirements: Students must have successfully completed a Bachelor Degree (180 ECTS) in Economics studies and must be regularly enrolled in the first year of the Masters Degree in Business Management by September 2020.

Language requirements: Students have to demonstrate their proficiency in English language (level C1 or equivalent). Accepted certificates are:

- 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)

2. DEGREE

2.1 Upon successful completion of the Program requirements (120 ETCS), two separate diplomas will be conferred to the student according to the local regulations:

- The degree from SRH: Master of Arts in “International Management”
- The degree from Sapienza University of Rome shall be a “Laurea Magistrale” in Management delle imprese (Business Management)

2.2 These degrees allow the students to undertake a Ph.D. programme.

2.3 Each university is responsible for organizing their own graduation ceremony and for ensuring the delivery to each student of the respective degree documents and transcripts.

3. STRUCTURE OF THE DOUBLE DEGREE

3.1 All the students enrolled in the Program from both institutions will attend the Master of Arts in “International Management” at Berlin and the Laurea Magistrale in Management delle imprese (Business Management) at Sapienza.

3.2 Students will attend the first year of their Master study programme at SRH and the second year at Sapienza, according to the description given in following tables. Courses at Sapienza and SRH will be taught entirely in English.

3.3 Students who fail one or more exams at the host university, up to a maximum of three exams, are required to take a re-examination. These will be offered at the university where the course was taught, but may be allowed to be taken at the home university, prior approval from both institutions and on a case-to-case basis.
3.4 Exams taken at the host university will be recognized only if they correspond to those reported in the Learning Agreement and correspond to the subjects indicated in the following tables.

### First Year Programme offer

<table>
<thead>
<tr>
<th>SRH Courses</th>
<th>ECTS</th>
<th>Courses recognised by Sapienza</th>
<th>ECTS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1st semester</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>International Contractual Management</td>
<td>5</td>
<td>Strategic Management</td>
<td>9</td>
</tr>
<tr>
<td>Risk Management in Value Creation</td>
<td>5</td>
<td>Performance Measurement</td>
<td>9</td>
</tr>
<tr>
<td>Negotiation and Conflict Management</td>
<td>5</td>
<td>Applied Statistics</td>
<td>9</td>
</tr>
<tr>
<td>Operations and Project Management</td>
<td>5</td>
<td>Disclosure governance and capital markets</td>
<td>6</td>
</tr>
<tr>
<td>or Innovation management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Developing Managerial skills I: case studies</td>
<td>5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intercultural Management</td>
<td>5</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total ECTS</strong></td>
<td>30</td>
<td><strong>Total ECTS</strong></td>
<td>33</td>
</tr>
</tbody>
</table>

| **2nd semester**                                |      |                                             |      |
| Company Project I                               | 5    | Industrial Economics and Policy             | 6    |
| Company Project II                              | 5    | Managerial Economics                       | 6    |
| Company Project III                             | 5    | Further knowledge for placement on the job | 6    |
| market                                         |      |                                             |      |
| Technological Foresight and Innovation Strategies| 5    | One module chosen by students              | 9    |
| Business Model Generation                       | 5    |                                             |      |
| Developing Managerial skills II: Business simulation | 5    |                                             |      |
| **Total ECTS**                                  | 30   | **Total ECTS**                              | 27   |

### Second Year Programme offer

<table>
<thead>
<tr>
<th>Sapienza courses</th>
<th>ECTS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1st semester</strong></td>
<td></td>
</tr>
<tr>
<td>Competition law</td>
<td>9</td>
</tr>
<tr>
<td>Business intelligence</td>
<td>9</td>
</tr>
<tr>
<td>Entrepreneurship and new venture finance</td>
<td>9</td>
</tr>
<tr>
<td><strong>Total ECTS</strong></td>
<td>27</td>
</tr>
<tr>
<td><strong>2nd semester</strong></td>
<td></td>
</tr>
<tr>
<td>Leadership and organizational change</td>
<td>9</td>
</tr>
<tr>
<td>International marketing management</td>
<td>6</td>
</tr>
<tr>
<td>Dissertation</td>
<td>18</td>
</tr>
<tr>
<td><strong>Total ECTS</strong></td>
<td>33</td>
</tr>
</tbody>
</table>
### 4. FEES

**4.1** Registration and tuition fees will be paid to Sapienza University.

**4.2** Participation in the Double Degree Program is subject to the regular payment of fees.

**4.3** Travel, living and other costs in the host Country, as well as those relating to the necessary insurance and study visas, are entirely borne by the students.

### 5. THESIS

**5.1** The final thesis will be written and presented under the regulations and supervision of Sapienza University, for both SRH and Sapienza students.

**5.2** Sapienza will appoint a supervisor, who will follow the student during the elaboration of the master thesis, and a jury for the evaluation of the work. SRH will appoint a second supervisor and will recognise the grade conferred by Sapienza.

**5.3** Students have to write the thesis in English and will provide each university with at least one copy of the manuscript.

### 6. NUMBER OF OPEN POSITIONS

The maximum number of students that will participate in the Program will be **four (4)**.

### 7. APPLICATION AND DEADLINE

The application (Annex 1 with the required attachments) must be send by e-mail to the following address: 
Manimp.lm77@uniroma1.it

The subject of the email must be indicated: **CALL FOR APPLICATION_SHR BERLIN 2021**

**Deadline:** 30th May 2020

### 8. SELECTION

**8.1** The applications are evaluated by a Commission chaired by the President of the Study Course. The list of admitted students will be published on the study course website:  
https://web.uniroma1.it/dip_management/double-degrees/double-degrees

The selected candidates will be notified of the nomination and must confirm in writing the acceptance of the position.

**8.2** The selected students must provide for the documentation and permits required for departure and requested by the host Country (passport, visa, invitation letter, accommodation, etc.).

Students in mobility are required to independently ensure adequate health coverage during their stay abroad and travel insurance, in the manner of the host Country.

**Sapienza University isn’t responsible and doesn’t provide assistance for the completion of the above practices, which are the exclusive responsibility of the student.**
9. STUDENTS’ RIGHT AND DUTIES

All Program participants must meet the requirements established by SRH and Sapienza and will be subject to the academic and student regulations, policies and procedures of each institution while there in enrolled. Students participating in the Program shall be granted full access to both institutions’ facilities (such as Library, Laboratories, etc.) during their studies.

10. SCHOLARSHIP

The selected students can benefit for a scholarship provided by the Sapienza International Office. Students can take advantage of scholarship only once for each cycle of studies. The scholarship is not cumulable with other grants.

If selected, the student will still be able to participate in the Double Degree Program even if he is not entitled to the grant.

For further information https://www.uniroma1.it/it/pagina/borse-accordi-bilaterali

10. LIMITATIONS DUE TO FORCE MAJEURE

In view of the current situation due to the emergency of Covid-19, selected students will actually be able to participate in the program and receive scholarship only if, on the date of the beginning of the courses at SRH, international mobility for study reasons will be permitted by current legislation.

11. CONTACTS

Director of the Master Program in Business Management Prof.ssa Donatella Strangio donatella.strangio@uniroma1.it

Educational Affairs Coordinator Dott.ssa Luana Gallotta luana.gallotta@uniroma1.it

Rome, 8th May 2020

The Director of Master Prof.ssa Donatella Strangio
Annex 1

To the Director
Laurea Magistrale in Management delle Imprese – Business Management
Via del Castro Laurenziano, 9
00161 – Roma
c.a. prof.ssa Donatella Strangio
manimp.lm77@uniroma1

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 SRH Hochschule of Berlin - Germany.

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;
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 .............................