

**FACULTY OF ECONOMICS  
DEPARTMENT OF MANAGEMENT**

**DOUBLE DEGREE PROGRAM BETWEEN  
“SAPIENZA” UNIVERSITA’ DI ROMA  
AND  
BUCAREST UNIVERSITY OF ECONOMICS STUDIES**

**CALL FOR APPLICATION RESERVED TO THE ECONOMICS AND COMMUNICATION FOR MANAGEMENT AND INNOVATIONS STUDENTS  
ACADEMIC YEAR 2019/2020**

**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 Economics and communication for management and innovation

**Language requirements:** Students have to demonstrate their proficiency in English language (level B2 or equivalent). Accepted certificates are:

- TOEFL: Test score of 87 or more
- IELTS (Academic module): minimum score of 6.5 in all skills
- TOEIC: 785(Listening/Reading 785; Speaking 160; Writing 150 – all four skills required)
- CAE (Grade A,B or C)
- CPE (Grade A, B or C)
- Pearson English Test Academic (PTE-A): 59 points

Native speakers, applicants in whose country of origin English is the official language, applicants with a university degree from an English speaking country or applicants with a university degree for a program taught in English can be exempted upon request. Test results must be no more than 24 months old.

**2. DEGREE**

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

- The degree from Bucarest University shall be a Master Degree in “Entrepreneurship and Business Administration”
- The diploma from Sapienza University of Rome shall be a “Laurea Magistrale” in Economics and communication for management and innovation

### 3. STRUCTURE OF THE DOUBLE DEGREE

**3.1** All the students enrolled in the Program from both institutions will attend the Master Degree in “Entrepreneurship and Business Administration” at Bucarest University and the “Laurea Magistrale” in Economics and communication for management and innovation at Sapienza.

**3.2** For Sapienza Students the duration of mobility is two semesters (1<sup>st</sup> and 2<sup>nd</sup> semester of the 2<sup>nd</sup> year).

**3.3** Before departure, students must have passed the exams of the first year according to the indications that will be provided by the Study Program Coordinator.

**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.

<b>Sapienza, Università di Roma, Laurea Magistrale in “Economics and communication for manage- ment and innovation”</b>	<b>ECTS</b>	<b>Bucarest University, Master Degree Program in “Entrepreneurship and Business Administration”</b>	<b>ECTS</b>
<b>1<sup>st</sup> year</b>			
Courses taken at Sapienza		Courses transferred from Sapienza	
<b>2<sup>nd</sup> year</b>			
Courses transferred from Bucarest University		Courses taken in Bucarest and transferred to Sapienza	
<b>Total</b>	<b>120</b>	<b>Total</b>	<b>120 + 10</b>

<b>Sapienza, Università di Roma, Laurea Magistrale in “Economics and communication for manage- ment and innovation”</b>	<b>ECTS</b>	<b>MGIMO University, Master Degree Program in “Entrepreneurship and Business Administration”</b>	<b>ECTS</b>
<b>1<sup>st</sup> year</b>			
Digital content processing	9	Knowledge management	6
European Union law	6	Contract Law	6
Innovation and organization of companies	9	Entrepreneurship and sustainable business development	6
Business information systems	9	Business intelligence	6
Enterprise communication manage- ment	12	Strategic management Strategic marketing	6 6
Industrial economics and game theory	6	Financial management in business	6
Innovation and economics develop- ment	6	Business economics	6

		Strategic human resources	6
		Financial reporting and analysis	6
<b>Total ECTS</b>	<b>57</b>	<b>Total ECTS</b>	<b>60</b>
<b>2<sup>nd</sup> year</b>			
Customer satisfaction and customer behavior	9	Organizational and consumer behavior	6
Digital transformation and data management	9	Online business administration	6
International banking and capital markets	6	International business	6
Statistics for business and decision-making + Statistics for consumer research	6	Quantitative methods for the decision process in business	6
One module chosen by student	9	Business communication and media	6
Further training (Art . 10 , paragraph 5 , letter d - D.M. 270/04 ) ( <i>Further knowledge for placement on the job market</i> )	3	Scientific seminar - Business management	10
		Internship	15
Dissertation	18	Dissertation	10
<b>Total ECTS</b>	<b>63</b>	<b>Total ECTS</b>	<b>70</b>
<b>Total</b>	<b>120</b>	<b>Total</b>	<b>130</b>

#### 4. THESIS

**4.1** The final thesis at the end of the second year must be presented at the home university. The home university will appoint a jury according to current regulations and the partner will appoint one assessor. This international jury will jointly assess the degree thesis.

**4.2** Students must write their final thesis in English. A copy of the final thesis will be submitted to both institutions.

**4.3** The Partners agree to mutually recognize the thesis done at the partner university, to accept the results of examination and the grade given.

#### 5. FEES

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

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

**5.3** 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.

## 6. NUMBER OF OPEN POSITIONS

The maximum number of students that will participate in the Program will be **five (5)**

## 7. APPLICATION AND DEADLINE

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

The subject of the email must be indicated: **CALL FOR APPLICATION\_BUCAREST 2020**

**Deadline: 20<sup>th</sup> March 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.

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

**9.1** All Program participants must meet the requirements established by Bucarest University of Economic Studies 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 cummable 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>

**11. CONTACTS**

Director of the Master Program in Economic and  
communication for management and innovation

Prof. Fabrizio D'Ascenzo  
[fabrizio.dascenzo@uniroma1.it](mailto:fabrizio.dascenzo@uniroma1.it)

Educational Affairs Coordinator

Dott.ssa Luana Gallotta  
[luana.gallotta@uniroma1.it](mailto:luana.gallotta@uniroma1.it)

Rome, 13<sup>th</sup> February 2020

The Director  
Prof. Fabrizio D'Ascenzo

# **Annex 1**

To the Director  
Laurea Magistrale in  
Economics and communication  
for management and innovation  
Via del Castro Laurenziano, 9  
00161 – Roma  
c.a. prof. Fabrizio D'Ascenzo  
ecommi.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 Bucarest University of Economic Studies.

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 .....