

Study Manifesto

# MASTER IN ENTREPRENEURSHIP AND INNOVATION

subject to approval of the MIUR referred to DM 1059/2013

2016/2017 academic year

## Course outline

Faculty	Economics and Management (site Bolzano/Bozen)
Degree class	LM-77 (Ministerial Decree n. 270/2004)
Length	2 years
Credit points	120 (based on the European Credit Transfer System)
Languages used in teaching	German, Italian, English
Admission title	See "Admission requirements" (page 2)
Language requirements	Level C1 in one of the languages used in teaching, level B2 in a second language used in teaching
Study places	55 EU + 5 Non EU
Admission procedure	Evaluation University degree, Motivational statement (letter or video) and idea for a Start-up project or the GMAT result
Deadline for application	1st Session: 29th April 2016 2nd Session: 21st July 2016
Deadline for enrolment	14th October 2016
Tuition fees	1343,50 Euro per year
Classes start	3rd October 2016

subject to change

# THE MASTER PROGRAMME

## Master in Entrepreneurship and Innovation

Master class: LM-77

The goal of this two-year programme is to provide students with a solid theoretical understanding of entrepreneurial and economic subjects, focusing on two aspects: how to set up new companies and how to develop innovation within a company. Areas that characterize the study of entrepreneurship include setting up a business plan, analysing the human, economic and financial resources necessary to set up a business and understanding how to recognize market opportunities. Innovation is understood broadly as the creation and application of new skills applied to product development, managerial processes and competitive strategies.

### Subjects taught

Core subjects include: Entrepreneurship, New Product Development, Innovation Management, Entrepreneurial Finance and Venture Capital, Innovation Economics, Advanced Business Law, Applied Statistics, and Advanced data analysis. . Further, project-based courses are offered, such as Lean Startup and Entrepreneurship laboratory. Optional courses include Market research, Sales Management and New Product development. Students are required to take an Internship.

### Career opportunities

Graduates will find an occupation in knowledge-intensive industries, as well as in traditional sectors which are experiencing a transformation process due to innovation. An entrepreneurial approach is being applied in medium and large public and private companies and in the service sector as a way to manage and allocate resources. Graduates may also apply for positions as project managers in the development of new products and in the management of innovation. They are also well-equipped for further study: second-level Italian master courses or PhD programmes are just some of the options.

### Languages of instructions

The languages of instructions are German, Italian and English. Each course is taught in just one of the three official languages although the lecturer reserves the right to use the other two languages for specific parts of the course. However, the exam must be sat in the official language of the course.

### Fixed intake

The available study places for the 2016/2017 academic year are:

	EU citizens (and citizens given parity of treatment)	non-EU citizens (living abroad)
1 <sup>st</sup> session	35	5
2 <sup>nd</sup> session	20	0
<b>Total</b>	<b>55</b>	<b>5</b>

## ADMISSION REQUIREMENTS

You are eligible to enrol for the Master if you possess one of the following qualifications:

- a) University degree (\*) in one of the following degree classes or another equivalent qualification gained in a foreign country:
  1. ex M.D. 270/04: Bachelor in the degree classes L-18 Economics and Business Administration, L-33 Economics,
  2. ex M.D. 509/99: Bachelor in the degree classes n° 17 Economics and Business Administration, n° 28 Economic Sciences,
  3. Final degree or university certificate from a School of Economics following the study conditions valid before the M.D. 509/99.

*(\*) Italian citizen who have obtained their degree abroad must also have a secondary school leaving qualification.*

**Or**

- b) University degree in a different degree class to the ones listed above or possession of another equivalent qualification gained in a foreign country as well as the possession of the following study credits in your personal study curriculum:
  - at least 12 credit points in the subject area business administration and/or economics and/or law and/or statistics-mathematics and/or technological and engineering

The subjects contained in the subject areas mentioned above which will be considered as entry requirements for the Master are the following:

**Business Administration subject area**

- (AGR/01) Economic and Rural Valuation
- (SECS-P/07) Accounting
- (SECS-P/08) Strategic Management
- (SECS-P/09) Corporate Finance
- (SECS-P/10) Business Organization
- (SECS-P/11) Economics and Management of Financial intermediaries
- (ING-IND/35) Management Science

**Economics subject area**

- (AGR/01) Economic and Rural Valuation
- (SECS-P/01) Economics
- (SECS-P/02) Economic Policy
- (SECS-P/03) Finance
- (SECS-P/04) History of Economic Thought
- (SECS-P/05) Econometrics
- (SECS-P/06) Applied Economics
- (SECS-P/12) Economic History

**Law subject area**

- (IUS/01) Private Law
- (IUS/02) Comparative Private Law
- (IUS/03) Agricultural law
- (IUS/04) Commercial and Corporate Law
- (IUS/05) Economic Law
- (IUS/07) Labour Law
- (IUS/08) Constitutional Law
- (IUS/09) Public Law
- (IUS/10) Administrative Law
- (IUS/12) Taxation Law
- (IUS/14) EU Law
- (IUS/21) Comparative Public Law

**Mathematics and Statistics subject area**

- (SECS-S/01) Statistics
- (SECS-S/02) Statistics for Experimental and Technological Research
- (SECS-S/03) Economic Statistics
- (SECS-S/05) Social Statistics
- (SECS-S/06) Mathematics for Economics
- (MAT/01) Mathematical Logics
- (MAT/02) Algebra
- (MAT/03) Geometrics
- (MAT/05) Mathematical Analysis
- (MAT/06) Probability Theory and Statistics
- (MAT/09) Process Research
- (INF/01) Computer Science

**Technological and engineering subject area**

- (ICAR/13) Industrial design
- (ICAR/17) Drawing
- (ING-IND/13) Machine elements
- (ING-IND/14) Mechanical planning and machine construction
- (ING-IND/15) Drawing and methods of industrial engineering
- (ING-IND/16) Technology and processing systems
- (ING-IND/17) Industrial-mechanical systems
- (ING-IND/22) Science and technology of materials
- (ING-IND/35) Management Science
- (ING-INF/05) Development systems of information
- (INF/01) Computer Science

If you do not have one of these qualifications, you can apply if you have at least 150 credit points (ECTS) from the undergraduate degree (Bachelor) you are studying for. If you are going to achieve qualification according to letter b), you have to fulfil additionally the requirements according to letter b).

However, you must have achieved your degree by the enrolment deadline for the academic year in question, otherwise you will be excluded from the admission procedure.

If you do not have the required academic qualification, you will be given a conditional offer for a study place and you must submit your qualification upon enrolment. If you achieve your qualification after the enrolment deadline, you cannot enrol and you will lose your place which will be offered to the subsequent applicant in the ranking list. Suggestion: If you achieve your qualification after the enrolment deadline, you should not pay the tuition fees to confirm the study place. You will be able to submit a late enrolment request to the Rector and, only if there are study places still available, you can enrol by December 16, 2016.

Concurrent enrolment at several universities or in several courses at the same university is not allowed. Concurrent enrolment at universities and at higher education institutions for music and dance (e.g., music academy) is on the contrary allowed under specific conditions (Ministerial Decree 28.09.2011; further information is available from the Student secretariat).

## LANGUAGE REQUIREMENTS FOR ADMISSION

The official teaching languages are **Italian, German and English**, and the following language requirements apply:

LANGUAGE	MINIMUM ENTRY LEVEL	MINIMUM EXIT LEVEL
1st language	C1	C1
2nd language	B2	C1
3rd language	- - -	B1

If you are not able to certify the above-indicated entry level, you cannot be admitted. In order to be admitted, no specific competences in the third language are required. A B1 level in the third language is required to sit exams in that language. In order to graduate you must reach the above mentioned exit levels.

The six levels of the Common European Framework of Reference are:

A1-A2: Basic Users

B1-B2: Independent Users

C1-C2: Proficient Users.

## HOW TO DEMONSTRATE LANGUAGE PROFICIENCY

You must first log in to the portal available at <https://aws.unibz.it/exup/en>

Once registered, you can:

- upload your language certificates
- enrol to do the language assessment tests offered by the Language Centre
- fill in the application form
- update your personal data.

## PROFICIENCY REQUIRED FOR ADMISSION (FIRST AND SECOND LANGUAGE)

You can demonstrate language proficiency in the following ways:

- a) you declare, in the Application Portal, that Italian, German or English was the main teaching language in your final highschool year (corresponds to level C1). If your highschool was one of the trilingual secondary schools in the Ladin valleys of South Tyrol, this will be accepted as demonstrating proficiency in both German and Italian (corresponds to level B2 for both languages);
- b) you declare, in the Application Portal, to be awarded an undergraduate or postgraduate degree in Italian, German or English. Graduates of unibz, enrolled before 2011, who have not certified their language proficiency in the three languages, must sit a mandatory language placement test;
- c) you upload, in the Application Portal, a recognised certificate (see [www.unibz.it](http://www.unibz.it) > Language Centre). You might send your certificates also to the Language Centre - via email in pdf format – or hand them in in person. The language certificates can be handed in during the following periods:
  - o **10 March - 29 April 2016**, 12.00 midday (for applicants of the 1<sup>st</sup> and 2<sup>nd</sup> Session)
  - o **19 May - 21 July 2016**, 12.00 midday (for applicants of the 2<sup>nd</sup> Session)
- d) you pass a language test organised by the Language Centre of unibz. Enrolment for these tests is done online through the application form:
  - o **17-19 March 2016** (enrolment from 15.02. to 15.03.2016) (valid for the 1<sup>st</sup> and 2<sup>nd</sup> Session)
  - o **5-7 April 2016** (enrolment from 20.03. to 01.04.2016) (valid for the 1<sup>st</sup> and 2<sup>nd</sup> Session)
  - o **26-27 April 2016** (enrolment from 08.04. to 21.04.2016) (valid for the 1<sup>st</sup> and 2<sup>nd</sup> Session)
  - o **8-10 June 2016** (enrolment from 28.04. to 06.06.2016) (valid for the 2<sup>nd</sup> Session only)
  - o **11-13 July 2016** (enrolment from 11.06. to 07.07.2016) (valid for the 2<sup>nd</sup> Session only)

- **18-20 July 2016** (enrolment from 8.07. to 14.07.2016) (valid for the 2<sup>nd</sup> Session only). Results will be available immediately after the tests.  
Please note: There are no language tests after the deadline for application.

Please note: in case your final title has been awarded by an Italian public establishment, certificates and diplomas must be substituted by self-declarations.

## **FURTHER LANGUAGE PROFICIENCY (THIRD LANGUAGE)**

If you have already acquired a certain level of language competence in the third language of tuition we recommend to certify these competences as described above in letters c) and d), even if they are not an admission prerequisite.

If you have been admitted to your studies in the first session of the selection procedure you can certify your competences in the third language of tuition by:

- an up-load of a valid language certificate during the same periods of time as in letter c), or by
- taking a language exam during one of the sessions listed in letter d)

If you apply in the second session you can choose any period of time listed above in letters c and d).

If you are not able to certify your language competence in the third language of tuition and you are admitted to your studies at unibz you will have to take a placement test. You will receive an invitation to the test by e-mail. According to your actual level you will be assigned to a certain learning path so that you will be able to reach level B1 as soon as possible. Level B1 enables you to participate actively in any kind of course held in the in respective language.

You will be accompanied throughout the whole process of language learning by the Language Centre that offers **mandatory language courses free of charge**.

Learning path	Starting from	Course modules				Hours of lessons
		A1.1+A1.2	A2.1+A2.2	B1.1a+B1.1b	B1.2a+B1.2b	
Learning path 1	A0	A1.1+A1.2	A2.1+A2.2	B1.1a+B1.1b	B1.2a+B1.2b	400
Learning path 2	A1	A2.1+A2.2	B1.1a+B1.1b	B1.2a+B1.2.b		320
Learning path 3	A2	B1.1a+B1.1b	B1.2a+B12b			200

There will be various mandatory courses throughout the academic year and during the periods that are free of other lessons and exams.

## **ONLINE APPLICATION**

Your application is submitted online through the application portal available at

<https://aws.unibz.it/exup/en>

You need to create an account, fill in the form online and upload the documents required as an electronic file. Through the application portal you can also upload your language certificates or register for the language exams.

Application for several courses is allowed. Applicants excluded in the first session can apply again in the second.

Deadlines	Begin	End (term of exclusion)
1 <sup>st</sup> Session	10 March 2016	29 April 2016, 12:00 midday
2 <sup>nd</sup> Session	9 May 2016	21 July 2016, 12:00 midday

## **ATTACHMENTS**

You should upload the required attachments in the portal. In the portal, you can visualize the status of your application and your attachments with the help of colours (e.g. missing documents will be highlighted in red).

Evaluation can then only take place on the basis of the documentation you have presented by the deadline. If your application is incomplete, you will be excluded from the admission procedure.

You have to upload:

- a passport-size colour photo;
- a photocopy of a valid identity card or passport (front/back);
- the attachments listed in the section entitled "Selection procedure".

Applicants with a qualification gained abroad must also upload:

- the diploma of their qualification: those not yet in possession of the diploma can upload it upon enrolment at the very latest;
- an official translation of the qualification into Italian (not necessary for qualifications gained in Austria or Germany);

- the declaration of equivalent value of the applicants qualification: those not yet in possession of the declaration can upload it upon enrolment at the very latest;  
EU citizens and citizens given parity of treatment can, as an alternative, upload the Diploma supplement, in the case they have achieved their university title in a Member State of the European Union (or in Switzerland, Liechtenstein, Norway or Iceland). In the Diploma supplement it must be indicated:
  - that the student has achieved at least 180 credit points (ECTS) and
  - that the study title gives access to a Master course.
 In case of doubt, unibz reserves the right to request further documents (e.g. declaration of equivalent value)
- the valid permit to stay for Italy (only for non EU-citizens legally resident in Italy) – see below.

### **The declaration of equivalent value (or diploma supplement for titles achieved in the EU or in the European Economic Area)**

If you have a qualification from abroad you must certify that your qualification would grant you entry to a similar university course in the country where you achieved this qualification.

For that reason you must:

- apply for the "dichiarazione di valore" (declaration of equivalent value) at the Italian consulate or embassy abroad (the declaration must be applied for as soon as possible since it can often require long processing times);
- upload the declaration upon enrolment at the very latest, together with the other relevant documents.

### **Application by non-EU citizens**

- **If you have a valid permit to stay in Italy** (see article 39, paragraph 5 of decree no. 286 of 25.07.1998: "**permesso di soggiorno**" for work, family reasons, political or humanitarian asylum, religious reasons), you apply directly to the University, as described above and must submit a copy of your valid permit to stay. A permit of stay for study reasons, or a visa for tourism, is not sufficient. If the permit deadline has expired, a renewal request must also be attached. **NB:** if you do not provide the permit for one reason or another, you will be automatically considered a non-EU citizen living abroad and therefore subject to the admission procedure through the Italian authorities acting in your country of origin.
- **If you are resident abroad**, you must carry out the **enrolment procedures both through the Italian authorities** (consulate or embassy) in your country **and directly with the University**. The deadlines imposed by the Italian Ministry of Education, Universities and Research (<http://www.studiare-in-italia.it/studentistranieri/>) must be respected. Should you not follow this procedure with your local Italian consulate, the application that you delivered direct to the University will be declared null and void. Please note that non EU-citizens resident abroad can apply for one course only!

## **SELECTION PROCEDURE**

In addition to language certification and admission requirements, you must go through a selection procedure in order to access the programme.

The following criteria are applied to obtain the final score:

### **a) Grade point average (max. 70 points)**

*completed education:* Final mark, given in xx/30

*non-completed education:* The grade point average of the passed university exams given in xx/30  
In the case of a Bachelor concluded with the highest mark and the mention "summa cum laude", 2 additional points will be awarded.

### **b) Motivational statement (letter or video) and other skills (max. 30 points)**

1<sup>st</sup> Option: Motivational statement + Idea for a Start-up Project

**OR**

2<sup>nd</sup> Option: Motivational statement + Result GMAT®-Test

### **c) Minimum of points to reach to be admitted to the ranking (min. 75 points)**

Minimum of points to reach to be admitted to the ranking is 75. This minimum of points have to be reached by adding the points of criteria a) and b).

Only applications containing ALL requested documents will be evaluated. If one of the documents requested for criteria a) and b) is missing, the candidate will not be considered for the ranking.

In the event of equal scores, the applicant who has the highest final mark for his/her degree (if already awarded) will have priority. If the applicant has not yet been awarded his/her degree, the highest grade

point average of the passed exams will be taken into consideration. If scores are still equal, the youngest applicant will have priority.

Applicants who still need to graduate and/or certify the remaining exams they have to sit, are provisionally admitted in the ranking list.

**In the application portal, you must upload:**

➤ the *previous degree*:

**prospective students who have already obtained the required degree must upload in the application portal:**

- if graduated in Italy: diploma supplement or substitute-declaration (following the Italian D.P.R. no. 445/2000) of the degree awarded, final mark, exams passed with corresponding marks, the dates in which the exams were passed, the credit points, the subject areas, and the teaching hours;
- if graduated abroad: diploma supplement or final degree certificate issued by the foreign university (to be translated into English if in a language other than Italian, German or English) detailing the final mark, exams passed as well as corresponding marks, the dates in which the exams were passed, the credit points, and the teaching hours. A description of the contents of single courses is recommended; it is advisable to attach a declaration of value or similar document by the university with the indication of the lowest mark needed in order to achieve the degree as well as the highest mark obtainable;

**prospective students who have not yet obtained the required degree must attest that they have acquired at least 150 credit points (ECTS), as established in the didactic regulation of their programme of origin, by uploading in the application portal:**

- for Italian universities: substitute-declaration (following the Italian D.P.R. no. 445/2000) of the exams passed as well as the corresponding marks, the dates in which the exams were passed, the credit points, the subject areas, and the teaching hours;
- for foreign universities: a certificate (to be translated into English if in a language other than Italian, German or English) issued by the foreign university and containing the list of exams sat as well as the corresponding marks, the dates in which the exams were passed, the credit points, and the teaching hours. A document issued by the university containing the assessment scale used as well as a description of the contents of single courses is recommended.

Furthermore prospective students must download the form available at the following link:  
<http://www.unibz.it/en/economics/progs/master/entrepreneurship/admission/default.html>  
The form must be filled in and uploaded in the portal as an *Excel file*.

➤ **Motivational letter / -video** and other skills

**1<sup>st</sup> Option: Motivational statement (letter or video) + Idea for a Start-up Project**

A personal statement letter of no more than 3000 characters including spaces, in which you explain why you would like to enrol in the degree programme.

**OR**

A *Motivational Video* in which you explain why you would like to enrol in the degree programme.

Please consider the following rules for your video:

- Length of the Video: max. 2 (two) minutes
- Maximum file size: 150 MB
- File format: .mov, .mp4, .mpg., .avi, or .wmv
- Template for file name : Surname\_Name.format(.mov/.mp4/.mpg/.avi/.wmv)

**AND**

For the presentation of the Project for a new and innovative Enterprise (start-up) the use of the NABC model (developed by the Stanford University Research Institute) is recommended.

Further useful documents :

<http://www.unibz.it/it/economics/progs/master/entrepreneurship/admission/default.html> and  
<https://www.youtube.com/watch?v=iHiLAJGDGt4>

**OR**

**2<sup>nd</sup> Option: Motivational statement (letter or video) + Result GMAT®-Test**

Motivational letter or -video (same procedure as for 1<sup>st</sup> option)

**AND**

Certificate GMAT®-Test (see : [www.mba.com](http://www.mba.com))

## ADMISSION RANKING LISTS

The Selection Committee will only evaluate the documentation presented by the application deadline and two admission ranking lists will be drawn up: one for EU citizens (and citizens of other countries who enjoy parity of treatment) and one for non-EU citizens living abroad.

The ranking lists will be published on the website [www.unibz.it](http://www.unibz.it) and are only valid for the academic year for which they have been drawn up. Publication:

For the first application session, likely by 18 May 2016.

For the second application session, likely by 8 August 2016.

If you are high up enough on the ranking list to be admitted for one degree course you are not any more interested in, you are required to compile the form for the renunciation and to submit it by e-mail to the Student Secretariat ([studsec@unibz.it](mailto:studsec@unibz.it)). This declaration of renunciation cannot be recalled and enables the Student Secretariat to contact the applicants who are next in the ranking list.

The link to the renunciation form is available here: <http://www.unibz.it/en/prospective/apply/default.html>

## CONFIRMATION OF STUDY PLACE AND ENROLMENT

If you have been admitted to more than one degree courses, you can only confirm a study place in one of them. With this confirmation you refrain from the admission to the other degree courses and lose the right to move up in the other ranking lists.

For enrolment you need to:

1. **pay the first instalment of university fees** (743,50 €)
2. **in the application portal**, choose the course and upload **the payment receipt** (to confirm your study place). Please note that payment will only be accepted once the receipt has been uploaded in the portal - it is not enough just to make the payment, otherwise you will lose your study place!

Deadline for applicants of the I Session	<b>26 May 2016</b>
Deadline for applicants of the II Session	<b>26 August 2016</b>

If you do not respect this deadline, you will automatically lose your place which will be offered to the subsequent applicant in the ranking list.

If not all study places of the first session are occupied, any free places will be assigned in the 2nd session.

Please note that payment does not allow you to receive student status, which will be acquired upon enrolment.

If you have a confirmed study place, there will be no refund of the university fees unless, in the event of non-EU applicants resident abroad, you do not receive the necessary documents from the Italian authorities in your country.

If you do not have the required academic qualification, you will be given a conditional offer for a study place and you must submit your qualification upon enrolment. If you achieve your qualification after the enrolment deadline, you cannot enroll and you will lose your place which will be offered to the subsequent applicant in the ranking list. Suggestion: If you achieve your qualification after the enrolment deadline, you should not pay the tuition fees to confirm the study place. You will be able to submit a late enrolment request to the Rector and, only if there are study places still available, you can enroll by December 16, 2016.

3. **in the application portal, enrol online.**

Deadlines	Begin	End
for applicants of the 1 <sup>st</sup> session	25 July	<b>14 October 2016, 12:00 midday</b>
for applicants of the 2 <sup>nd</sup> session	8 August	<b>14 October 2016, 12:00 midday</b>

Enrolment is recommended as early as possible, so you have the possibility to upload incomplete documents before the end of the deadline.

If you don't respect the deadline for enrolment, you will lose your study place, which will be offered to the subsequent applicant in the ranking list.

<b>If you have gained your qualification abroad you must upload (if not uploaded upon application):</b>
<ul style="list-style-type: none"><li>• diploma of your qualification</li></ul>



<ul style="list-style-type: none"> <li>official translation of your diploma into Italian (translation is not necessary if the certificates have been issued in the German-speaking area)</li> </ul>
<ul style="list-style-type: none"> <li>declaration of equivalent value of the applicants qualification; EU citizens and citizens given parity of treatment can, as an alternative, upload the Diploma supplement, in the case they have achieved their university title in a Member State of the European Union (or in Switzerland, Liechtenstein, Norway or Iceland). In the Diploma supplement it must be indicated: <ul style="list-style-type: none"> <li>that the student has achieved at least 180 credit points (ECTS) and</li> <li>that the study title gives access to a Master course.</li> </ul> </li> </ul> <p>In case of doubt, unibz reserves the right to request further documents.</p>

At the beginning of the academic year you have to submit the originals of the above mentioned documents to the Student Secretariat.

<p><b>If you are a non-EU citizen resident abroad:</b></p> <p>If you are able to be admitted to the admission procedure of the course you applied for (check the admission ranklists), the Italian Authorities in your own country will issue you with the entry visa for studies/university: this will allow you to arrive in Italy to sit any entrance tests you have to take, and to enrol for the course that you have pre-enrolled for, after passing the selection procedure.</p> <p>According to Italian law, within 8 working days of your arrival in Italy, you must have applied for the permit to stay: as soon as you arrive you should go to the Advisory Service and you will be given all the information so that you can start this procedure.</p> <p>Once you will obtain your permit of stay for Italy (permesso di soggiorno), you have to deliver it to the Student Secretariat personally or via e-mail.</p>
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**Students intending to transfer from another Italian University to unibz** have to submit to the Student Secretariat - at the beginning of the academic year - a copy of the transfer application presented at your university of origin.

## TUITION FEES

Enrolment taxes and fees for the 2016/2017 academic year amount to **1.343,50 €** and are to be paid by bank transfer.

<b>Deadlines for payment</b>	<b>1<sup>st</sup> instalment (743,50€)*</b>	<b>2<sup>nd</sup> instalment (600 €)</b>
for applicants of the 1 <sup>st</sup> session	by 26 May 2016	by 31 March 2017
for applicants of the 2 <sup>nd</sup> session	by 26 August 2016	by 31 March 2017

\* The first instalment includes the provincial tax for the right to study of 143,50 € and a revenue stamp of 16 €.

The first instalment must be paid in order to enrol.

Delayed payment of the second instalment will result in a fine being levied. If you have not paid your taxes or other fees, you will be unable to take exams and will not be able to transfer to other universities or other degree courses.

If you drop out of a course, interrupt your studies or are excluded from studies, you are not entitled to reimbursement of fees.

Exemption from the University fees (and the provincial tax) is granted to:

- Disabled students with a disability up to or exceeding 66%: the disability certificate, issued by the health authorities, must be presented at the beginning of the academic year.
- Foreign students who have been granted a scholarship from the Italian government.

Entitled to receive a refund of the tuition fees are those students who benefit from a scholarship granted by the Autonomous Province of Bozen - Bolzano (see below).

## RECOGNITION OF CREDIT POINTS

After enrolment, you can apply for recognition of credit points gained at the end of previous university studies, if they are compatible with the subjects offered.

You can submit the application to the Faculty, together with all required documents, within the deadline established by the Faculty itself. No applications will be accepted after the deadline. The application is available at the link <http://www.unibz.it/en/students/studycareer/examrec/default.html>  
The Degree Council will evaluate the application and the credit points - if recognised - will be inserted in your student's career.

## ADVISORY SERVICE

The Advisory Service informs you about the faculties and the degree courses on offer and provides support regarding your choice of study.

At the InfoPoints in Bolzano and Bressanone you can view information material and receive information about the courses. There is also an individual consultation service available.

Addresses and telephone numbers can be found on the last page of this Manifesto.

## STUDENTS WITH DISABILITIES OR LEARNING DISORDERS

If you have a disability or a learning disorder, the Advisory Service will provide support throughout your time with us at the University.

If you need advice or information about access to and movement around the premises, or about the benefits and opportunities available to students with disabilities, please contact the Advisory Service before you submit your application and in any case at least one month before any admission exams that you have to do. Only in this way can we guarantee any necessary assistance so that you can sit the admission exams without difficulty.

If you wish for allowances to be made in the admission procedure, please get in touch with the Advisory Service in a timely manner and no later than the application deadline. You need to submit a certificate of disability or an evaluation that documents your learning disorder (diagnosis) to the Advisory Service, Piazza Università 1 – Bozen-Bolzano, either in person by appointment, or via fax ([+39 0471 012109](tel:+390471012109)). Students with learning disabilities are entitled to receive 30% extra time for written entrance examinations in accordance with Italian law no. 170/2010.

The certification provided must have been issued by an institution recognized by your national health service and the diagnosis submitted cannot be accepted if it is more than 3 years old.

Information concerning exemptions from paying university fees can be found in the paragraph entitled "Tuition Fees".

Other forms of support are offered by the School and University Welfare Office of the Autonomous Province of South Tyrol (address and other details can be found on the last page).

## STUDY GRANTS AND STUDENT ACCOMMODATION

The School and University Welfare Office of the Autonomous Province of South Tyrol (Amt für Hochschulförderung - Ufficio per il Diritto allo Studio universitario) must be contacted for:

- **Accommodation:** you can apply from Tuesday, **12 April 2016**. We advise you to complete the application for accommodation as soon as possible, already upon application at the University or before knowing the admission procedure results: the assignment of accommodation in student hostels follows a first-come, first-served policy. You can find further information regarding registration procedure on the services portal of the Autonomous Province of Bozen – Bolzano from mid-March: [www.provincia.bz.it/diritto-allo-studio](http://www.provincia.bz.it/diritto-allo-studio) > Assistenza universitaria > Alloggi in Alto Adige;
- **Study grants:** For information, you can contact the above-mentioned office or the "Südtiroler HochschülerInnenschaft" (sh.asus), which can give information and help with online applications. Students from non-EU countries will be eligible for these study grants only after one year of regular residence in South Tyrol;
- **Refund of the provincial tax.**

Addresses and telephone contacts are indicated on the last page of this Manifesto.

## STUDY PLAN

In the Master in Entrepreneurship and Innovation there are 11 subjects accounting for 87 credit points (CP). There are further 33 credit points assigned to the following activities:

- 12 CP for elective optional courses, provided that they are related to the study plan (\*)
- 15 CP for the final degree thesis
- 6 CP for a compulsory internship

(\*) The Faculty Council decides every year which optional courses will be offered by the Faculty.

The workload is set at 25 hours per academic credit point (CP).

The amount of time available to the students for personal studies and other individual training activities varies between 13 and 19 hours per credit point (CP).

The Faculty Council decides every year the share of the total time devoted to educational activities, based on the specific educational needs of individual learning activities.

The minimum number of hours necessary for individual study and other educational activities according to art. 5, 2<sup>nd</sup> paragraph of DM 16.3.2007 should also be taken into consideration.

The language of instruction for each subject (Italian/German/English) will be announced at the beginning of the academic year.

Students must have demonstrated proficiency in the official teaching language of the course at least at the B1 level of the Common European Framework of Reference for Languages in order to sit the relevant exam.

Teaching takes place on the main premises of unibz, at the Faculty of Economics and Management in Universitätsplatz/Piazza Università 1, Bozen-Bolzano. The timetable detailing lecture halls and lecture times can be found on the Faculites website.

<b>Study plan</b>			<b>CP</b>
<b>1st year</b>			
Economics (modular)	M-1 Business Economics	6	12
	M-2 Innovation Economics	6	
Statistical Methods for business analysis			6
Entrepreneurship (modular)	M-1 Foundations	8	14
	M-2 New Project Design and Development**	6	
Advanced Data Analysis			6
Related subject (A)			6
Typical subject (B)			6
Typical subject (B)			6
Optional Course			6
<b>2nd year</b>			
Entrepreneurial Finance and Venture Capital			9
Advanced Business Law			8
Entrepreneurship LAB**			7
Innovation Management			7
Optional Course			6
Internship			6
Final degree thesis			15

<b>A) Related Subjects</b>	<b>CP</b>
Lean Entrepreneurship**	6
Technology Management	6

Students choose one from the listed related subjects.

<b>B) Typical Subjects</b>	<b>CP</b>
Market research	6
Marketing B2B and Sales Management	6
Current Topics of International R&D	6
Family Business Management	6

Students choose two from the listed typical subjects

\*\* Courses with mandatory attendance (minimum 75% of the lectures)

Although no prerequisites are formally required, professors reserve their right to suggest the courses to be attended before their own lectures.

# 2016/17 ACADEMIC CALENDAR

## 1st session

Application	10.03. - 29.04.2016
Language tests	17. - 19.03.2016 (enrolment by: 15.03.2016) 05. - 07.04.2016 (enrolment by: 01.04.2016) 26. - 27.04.2016 (enrolment by: 21.04.2016)
Selection procedure and publication of ranking lists	by 18.05.2016
Payment of the 1st instalment of the fees	by 26.05.2016
Enrolment	25.07. - 14.10.2016*

## 2nd session

Application	09.05. - 21.07.2016
Language tests	08. - 10.06.2016 (enrolment by: 06.06.2016) 11. - 13.07.2016 (enrolment by: 07.07.2016) 18. - 20.07.2016 (enrolment by: 14.07.2016)
Selection procedure and publication of ranking lists	by 08.08.2016
Payment of the 1st instalment of the fees	by 26.08.2016
Enrolment	08.08. - 14.10.2016*

Preparatory Course "Mathematics for Economists" (facultative) 29.08. - 10.09.2016

### 1st semester

Classes	03.10. - 23.12.2016
Exams (extraordinary session)	12.12. - 23.12.2016
Christmas holidays	24.12.2016 - 08.01.2017
Classes	09.01. - 21.01.2017
Exams (ordinary session)	23.01. - 11.02.2017 (1 <sup>st</sup> study year) 23.01. - 18.02.2017 (years after the first study year)

### 2nd semester

Classes	27.02. - 13.04.2017
Easter holidays	14.04. - 17.04.2017
Classes	18.04. - 17.06.2017
Exams (extraordinary session)	16.05. - 27.05.2017
Exams (ordinary session)	19.06. - 15.07.2017

### Autumn Session

Exams (ordinary session)	28.08. - 16.09.2017 (1 <sup>st</sup> study year) 28.08. - 29.09.2017 (years after the first study year)
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## Exams

Ordinary session: mandatory for all Faculties.

Extraordinary session: can be offered by the Faculty arbitrarily, also exclusively for determinate degree courses or exams.

\* If you do not have the required academic qualification, you will be given a conditional offer for a study place and you must submit your qualification upon enrolment. If you achieve your qualification after the enrolment deadline, you cannot enroll and you will lose your place which will be offered to the subsequent applicant in the ranking list. Suggestion: If you achieve your qualification after the enrolment deadline, you should not pay the tuition fees to confirm the study place. You will be able to submit a late enrolment request to the Rector and, only if there are study places still available, you can enroll by December 16, 2016.

## FOR FURTHER INFORMATION:

WHO?	WHAT?	WHERE?	WHEN?
<b>Advisory Service</b> Tel. +39 0471 012 100 <a href="mailto:study@unibz.it">study@unibz.it</a>	General information and course guidance, foreign students and students with disability, accommodation	<b>At Bozen/Bolzano:</b> Universitätsplatz/Piazza Università 1 Building A – 1 <sup>st</sup> floor Office A1.01 Infopoint	Tue + Thu 14:00 - 16:00  Wed + Fri 10:00 - 12:30
		<b>At Brixen/Bressanone:</b> Regensburger Allee/Viale Ratisbona, 16 2 <sup>nd</sup> floor Office 2.12	Thu 14:00 - 16:00 and by appointment
<b>Student Secretariat</b> Tel. +39 0471 012 200 <a href="mailto:studsec@unibz.it">studsec@unibz.it</a>	Online application, enrolment, tuition fees	Bozen/Bolzano Universitätsplatz/Piazza Università 1 Building B – 1 <sup>st</sup> floor Office B1.10	Mon + Wed + Fri 10:00 - 12:00  Tue + Thu 14:00 - 16:00
<b>Faculty of Economics and Management</b> Tel. +39 0471 013 000 <a href="mailto:schoolofeconomics@unibz.it">schoolofeconomics@unibz.it</a>	Admission procedure, ranking lists, didactics	Bozen/Bolzano Universitätsplatz/Piazza Università 1 Building E – 4 <sup>th</sup> floor Office E4.02	Mon 14:00 - 16:00  Wed 10:00 - 12:00 / 14:00 - 16:00  Thu + Fri 10:00 - 12:00
<b>Language Centre</b> Tel. +39 0471 012 400 <a href="mailto:language.centre@unibz.it">language.centre@unibz.it</a>	Online upload of language certificates, enrolment to language assessment tests, language courses	<b>At Bozen/Bolzano:</b> Universitätsplatz/Piazza Università 1 Building A – 1 <sup>st</sup> floor Office A1.01 Infopoint	Tue + Thu 14:00 - 16:00  Wed + Fri 10:00 - 12:30
		<b>At Brixen/Bressanone:</b> Regensburger Allee/ Viale Ratisbona, 16 2 <sup>nd</sup> floor Office 2.12	Thu 10:00 - 12:00 (from October to April)
<b>Amt für Hochschulförderung / Ufficio per il Diritto allo Studio universitario</b> Office for School and University Assistance Tel. +39 0471 412 941/ 412 927 <a href="mailto:hochschulfoerderung@provinz.bz.it">hochschulfoerderung@provinz.bz.it</a>	Grants, accommodation in student halls	Bozen/Bolzano Andreas-Hofer-Straße/Via Andreas Hofer, 18 2 <sup>nd</sup> floor Office 213, 216 (Grants) Office 214 (Student halls)	Mon + Tue + Wed + Fri 09:00 - 12:00  Thu 08:30 - 13:00 / 14:00 - 17:30
<b>South Tyrolean student association (sh.asus)</b> Tel. +39 0471 974 614 <a href="mailto:bz@asus.sh">bz@asus.sh</a>	General information, support in filling out the application forms for grants	Bozen/Bolzano Kapuzinergasse/Via dei Cappuccini 2 Ground floor	Mon - Thu 09:00 - 12:30 / 14:00 - 17:00  Fri 09:00 - 12:30