Study Manifesto

BACHELOR IN ECONOMICS AND MANAGEMENT
subject to approval of the MIUR referred to DM 1059/2013

2016/2017 academic year

Course outline

<table>
<thead>
<tr>
<th>Faculty</th>
<th>Economics and Management (site Bolzano/Bozen)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Degree class</td>
<td>L-18 (Ministerial Decree n. 270/2004)</td>
</tr>
<tr>
<td>Length</td>
<td>3 years</td>
</tr>
<tr>
<td>Credit points</td>
<td>180 (based on the European Credit Transfer System)</td>
</tr>
<tr>
<td>Languages used in teaching</td>
<td>German, Italian, English</td>
</tr>
<tr>
<td>Admission title</td>
<td>Italian secondary school qualifications or equivalent certificates gained abroad</td>
</tr>
<tr>
<td>Language requirements</td>
<td>Knowledge of at least 2 teaching languages (level B2)</td>
</tr>
<tr>
<td>Study places</td>
<td>150 EU + 5 Non EU</td>
</tr>
<tr>
<td>Admission procedure</td>
<td>High School grades and motivation letter</td>
</tr>
<tr>
<td>Deadline for application</td>
<td>1st Session: 29th April 2016</td>
</tr>
<tr>
<td></td>
<td>2nd Session: 21st July 2016</td>
</tr>
<tr>
<td>Deadline for enrolment</td>
<td>26th August 2016</td>
</tr>
<tr>
<td>Tuition fees</td>
<td>1343,50 Euro per year</td>
</tr>
<tr>
<td>Begin of pre-semester</td>
<td>12th September 2016</td>
</tr>
<tr>
<td>(mandatory language courses)</td>
<td></td>
</tr>
<tr>
<td>Classes start</td>
<td>3rd October 2016</td>
</tr>
</tbody>
</table>

subject to change
THE BACHELOR PROGRAMME

Bachelor in Economics and Management
Bachelor class: L-18

This three-year degree course focuses on understanding economic phenomena from all their different perspectives so that its graduates will have acquired the knowledge that is sought after in the national and global job market. The first two years include courses in economics, management, maths, law and statistics so as to provide students with a solid foundation for the third year. Depending on the profession they would like to enter, students can then choose, in the third year, specialised courses to further increase their knowledge in the areas of econometrics, finance, accounting and management.

Subjects taught
Economics, Management, Industrial Economics, Economic Policy, Strategic Management, Mathematics for Economists, Accounting, Financial Analysis, Statistics, Introduction to legal systems, Business Law, Taxation Law, Marketing, Communication Skills and Leadership, Specialised language for Economics, as well as elective courses such as Auditing, Consumer Behaviour and Econometrics of Financial Markets. The theoretical parts of the course are complemented with application activities such as exercises, seminars, and a compulsory internship.

Career opportunities
Graduates can continue their studies in postgraduate programmes or they can enter the job market as junior managers in companies operating in various sectors, such as the banking or financial sector, or in public administration. With its strong international perspective and its trilingual model, this programme prepares graduates for managerial positions in private or public organisations all over the world.

Languages used in Teaching
The languages used in teaching are German, Italian and English. Each course is held in just one of the three official languages although the lecturer reserves the right to use the other two languages for certain parts of the course. However, the examination must be held in the official language of the course.

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

<table>
<thead>
<tr>
<th></th>
<th>EU citizens (and citizens given parity of treatment)</th>
<th>non-EU citizens (resident abroad)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st session</td>
<td>100</td>
<td>5</td>
</tr>
<tr>
<td>2nd session</td>
<td>50</td>
<td>0</td>
</tr>
<tr>
<td>Total</td>
<td>150</td>
<td>5</td>
</tr>
</tbody>
</table>

ADMISSION REQUIREMENTS

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

a) leaving qualifications (A-levels or equivalent) from a five-year secondary school course
b) leaving qualifications from a four-year high school course, with or without a certificate certifying that you have successfully completed a one-year complementary course; in the event there is no certificate, the evaluation committee reserves the right to evaluate your overall preparation and to allot debit points that will need to be eliminated by the end of your first year of study
c) university degree (regardless of the secondary school leaving qualification owned) (Law nr. 910/1969 art. 1)
d) qualifications equivalent to those in points a), b) and c).

If you have foreign qualifications, you are eligible to apply for this bachelor degree course if your qualifications are equivalent to the Italian secondary-school qualifications and were achieved after 12 years of school. If the qualifications were gained after fewer than 12 years, the Ministry's provisions will be applied. If in your own country a probation test for the entry at an university is required, you will have to prove that you have passed it. The Ministry of Education, University and Research provides special admission requirements for holders of certain qualifications (American high school diplomas, British qualifications, Greek qualifications).

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:

<table>
<thead>
<tr>
<th>LANGUAGE</th>
<th>MINIMUM ENTRY LEVEL</th>
<th>AFTER ONE YEAR</th>
<th>MINIMUM EXIT LEVEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st language</td>
<td>B2</td>
<td>- - -</td>
<td>C1</td>
</tr>
<tr>
<td>2nd language</td>
<td>B2</td>
<td>- - -</td>
<td>B2+</td>
</tr>
<tr>
<td>3rd language</td>
<td>- - -</td>
<td>B1</td>
<td>B2</td>
</tr>
</tbody>
</table>

If you are not able to certify the above-indicated entry level, you cannot be admitted. By the end of your first year, you must have certified B1 level of proficiency in your third language. By the end of your undergraduate degree, you must be able to demonstrate the above-indicated language levels.

The six levels of the Common European Framework of Reference are:
A1-A2: Basic Users
B1-B2: Independent Users
C1-C2: Proficient Users.

**Please note:** Non-EU citizens resident abroad must also sit a separate Italian language test before they can enrol. Further information is available on the University’s website [www.unibz.it > Prospective students](https://www.unibz.it).

**HOW TO DEMONSTRATE LANGUAGE PROFICIENCY**

You must first log in to the portal available at [https://aws.unibz.it/exup/en](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 (TWO LANGUAGES AT LEVEL B2)**

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 highscool year (corresponds to level C1). If your highscool 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 > Language Centre](https://www.unibz.it)). You might send your certificates also to the Language Centre – via email in pdf format – or hand them in person. The language certificates can be handed in during the following periods:
- 10 March - 29 April 2016, 12.00 midday (for applicants of the 1st and 2nd Session)
- 19 May - 21 July 2016, 12.00 midday (for applicants of the 2nd 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:
- 17-19 March 2016 (enrolment from 15.02. to 15.03.2016) (valid for the 1st and 2nd Session)
- 5-7 April 2016 (enrolment from 20.03. to 01.04.2016) (valid for the 1st and 2nd Session)
- 26-27 April 2016 (enrolment from 08.04. to 21.04.2016) (valid for the 1st and 2nd Session)
- 8-10 June 2016 (enrolment from 28.04. to 06.06.2016) (valid for the 2nd Session only)
- 11-13 July 2016 (enrolment from 11.06. to 07.07.2016) (valid for the 2nd Session only)
- 18-20 July 2016 (enrolment from 08.07. to 14.07.2016) (valid for the 2nd 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 B2 as soon as possible. Level B2 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.

<table>
<thead>
<tr>
<th>Learning path</th>
<th>Starting from</th>
<th>Course modules</th>
<th>Hours of lessons</th>
</tr>
</thead>
<tbody>
<tr>
<td>Learning path 1</td>
<td>A0</td>
<td>A1.1+A1.2, A2.1+A2.2, B1.1+B1.2, B2.1+B2.2</td>
<td>560 (in 18 months)</td>
</tr>
<tr>
<td>Learning path 2</td>
<td>A1</td>
<td>A2.1+A2.2, B1.1+B1.2, B2.1+B2.2</td>
<td>440 (in 14 months)</td>
</tr>
<tr>
<td>Learning path 3</td>
<td>A2</td>
<td>B1.1+B1.2, B2.1+B2.2</td>
<td>360 (in 11 months)</td>
</tr>
<tr>
<td>Learning path 4</td>
<td>B1</td>
<td>B2.1+B2.2</td>
<td>160 (in 6 months)</td>
</tr>
</tbody>
</table>

The first step of your individual learning path consists of a mandatory pre-semester course from 12 September to 30 September 2016 (3 weeks = 120 hours of lessons). There will be 6 hours of lessons per day plus 2 hours of additional linguistic activities. Besides this intensive course there will be various mandatory courses throughout the academic year and during the periods that are free of other lessons and exams.

If you are not able to certify level B1 by the end of the first year of your studies, you cannot enrol for the second study year.

**ONLINE APPLICATION**

Your application is submitted online through the application portal available at [https://aws.unibz.it/exup/en](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.

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

**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;
- the valid permit to stay for Italy (only for non EU-citizens legally resident in Italy) – see below.
The declaration of equivalent value (not necessary for qualifications gained in Austria or Germany)*

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.

* In case of doubt, unibz reserves the right to request the declaration of equivalent value also for Austrian and German qualifications.

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 be admitted to the course.

The following criteria expressed in % are applied to obtain the final score:

a) 90 % is obtained from the grade point average obtained in your third-last year and penultimate year of secondary school. Marks for behaviour, religion and physical education are not taken into consideration.

b) 10 % is obtained from the personal statement letter

You have to have at least 21/30 points to be admitted to the bachelor in Economics and Management based on the points awarded following the evaluation criteria. The overall rating will be rounded up or down.

In the event of equal scores, applicants with a higher grade point average (calculated on the secondary school subjects taken into consideration) will be given priority. If scores are still equal, the younger applicant will have priority.

In the application portal, you shall:

- Insert, using self-declaration, your marks for the subjects of your third-last and penultimate year of school*. Please note: False declarations are punishable by law. (secondary schools in Germany: please insert the marks of the "Jahreszeugnis" – should it not be available, insert the average marks of the two "Halbjahreszeugnisse".)

  In the event of self-declared years being concluded abroad, a copy of the relevant school report cards must be uploaded in the portal (for countries other than Austria or Germany, a document with the range of grades containing the lowest pass mark and the highest mark achievable has to be attached);

- Upload the official translation of your school report cards into Italian, German or English if needed;

- Upload a personal statement letter of no more than 3000 characters with spaces, in which you explain why you would like to enrol for the degree programme (please indicate your name).

(*) If you have attended a school whose system differs substantially from the Italian system and you do not have the reports with the final marks of the third-last and/or penultimate year of study of your secondary school, the Selection Committee reserves the right to evaluate the possible final reports of the
secondary school that refer to years different from the penultimate or third-last. In cases where applicants are already in possession of a university degree, the Selection Committee will consider the average of marks obtained doing university exams.

**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 which enjoy parity of treatment) and one for non-EU citizens resident 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). 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](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 | 26 May 2016 |
| Deadline for applicants of the II Session | 26 August 2016 |

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 you do not pass your secondary school final exam or, in the event of non-EU applicants resident abroad, you do not receive the necessary documents from the Italian authorities in your country.

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

<table>
<thead>
<tr>
<th>Deadlines</th>
<th>Begin</th>
<th>End</th>
</tr>
</thead>
<tbody>
<tr>
<td>for applicants of the 1st session</td>
<td>25 July</td>
<td>26 August 2016, 12:00 midday</td>
</tr>
<tr>
<td>for applicants of the 2nd session</td>
<td>8 August</td>
<td>26 August 2016, 12:00 midday</td>
</tr>
</tbody>
</table>

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.

If you have gained your secondary school qualification abroad you must upload (if not uploaded upon application):

- secondary school diploma
- official translation of the secondary school diploma into Italian (translation is not necessary if the certificates have been issued in the German-speaking area)
- declaration of equivalent value of your secondary school diploma, issued by the Italian consulate or embassy abroad (not necessary for qualifications gained in
Austria or Germany)*

* In case of doubt, unibz reserves the right to request the declaration of equivalent value also for Austrian and German qualifications.

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

**If you are a non-EU citizen resident abroad:**

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 the Italian-language test (for undergraduate degrees), any entrance tests you have to take, and to enrol for the course that you have pre-enrolled for, after passing the selection procedure. The Italian-language test, which all students applying for undergraduate courses must sit, usually taking place at the beginning of September in Bozen- Bolzano.

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.

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.

**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.

<table>
<thead>
<tr>
<th>Deadlines for payment</th>
<th>1st instalment (743,50€)*</th>
<th>2nd instalment (600 €)</th>
</tr>
</thead>
<tbody>
<tr>
<td>for applicants of the 1st session</td>
<td>by 26 May 2016</td>
<td>by 31 March 2017</td>
</tr>
<tr>
<td>for applicants of the 2nd session</td>
<td>by 26 August 2016</td>
<td>by 31 March 2017</td>
</tr>
</tbody>
</table>

* 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](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).
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 > 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

The Bachelor in Economics and Management consists of 24 subjects that are worth a total of 159 credit points (CP). There are a further 21 credits for the following:
- 12 CP for optional courses chosen by the students, provided that they are related to the degree itself(*)
- 3 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, is from 13 to 19 hours per credit point (CP).
The Faculty Council decides every year the share of the total time devoted to educational activities fronts, based on the specific educational needs of individual learning activities. The minimum limit of the hours for the individual study and other educational activities according to art. 5, 2nd paragraph of the DM 16.3.2007 should also be taken into consideration.
The language used in teaching each subject (Italian/German/English) will be announced at the beginning of the academic year.

Students must demonstrate proficiency in the official teaching language of the course at least at the B1 level of the Common European Framework of Reference 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 calendar detailing lecture halls and lecture times can be found on the Faculties website.

### Subjects

<table>
<thead>
<tr>
<th>1st year</th>
<th>CP</th>
</tr>
</thead>
<tbody>
<tr>
<td>27001 Economics 1</td>
<td>8</td>
</tr>
<tr>
<td>27002 Mathematics for Economists (modular)</td>
<td>12</td>
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<tr>
<td>27003 Introduction to Legal Systems (modular)</td>
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<tr>
<td>27004 Introduction to Accounting</td>
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<td>27005 Introduction to Management</td>
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<td>27006 Information Systems and Data Management</td>
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<tr>
<td>27123/27124/27125 Foreign Language 1 - Specialised Language course for Economics - Basic (*)</td>
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<tr>
<td>27123/27124/27125 Foreign Language 2 - Specialised Language course for Economics - Basic (*)</td>
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<tr>
<th>2nd year</th>
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<td>27010 Statistics</td>
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<td>27011 Economics 2</td>
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<td>27012 Business Law</td>
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<td>27013 Marketing</td>
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<td>27014 Financial Analysis</td>
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<td>27126/27127/27158 Foreign Language 1 - Specialised Language course for Economics – Advanced (**)</td>
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<td>27126/27127/27158 Foreign Language 2 - Specialised Language course for Economics – Advanced (**)</td>
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<tr>
<td>27018 Communication Skills and Leadership</td>
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<td>Internship</td>
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<th>3rd year</th>
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<tr>
<td>27020 Taxation Law</td>
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<tr>
<td>27021 Economic Policy</td>
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<td>27022 Industrial Economics</td>
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<td>27023 Strategic Management</td>
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<tr>
<td>Typical Subjects1</td>
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<tr>
<td>Typical Subjects2</td>
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<td>Complementary Subjects3</td>
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<tr>
<td>Typical Subjects4</td>
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</table>

1 **Typical Subjects**: Students will have to choose one of the following subjects worth 7 CPs:
- 27024 Intermediate Financial Accounting
- 27025 Management Accounting and Control
- 27026 Auditing
- 27027 Advanced Financial Accounting

2 **Typical Subjects**: Students will have to choose one of the following subjects worth 7 CPs:
- 27028 International Marketing
- 27029 Management of Multinationals
- 27030 Consumer Behaviour
- 27031 Operations Management
Complementary subjects:
Students will have to choose one of the following subjects worth 7 CPs:
27032 Econometrics
27033 Econometrics of Financial Markets

Typical Subjects:
Students will have to choose one of the following subjects worth 7 CPs:
27034 Financial Risk Management
27035 International Finance
27036 Banking and Corporate Finance

(*) Students have to pass two of the three "Foreign Language - Specialised Language course for Economics – Basic" language exams, but cannot choose the language in which they sat their final examinations at secondary school.

(**) Students have to pass two of the three "Foreign Language - Specialised Language course for Economics – Advanced" language exams, but cannot choose the language in which they sat their final examinations at secondary school.

(*) (**) Students who obtained their secondary school leaving qualification at one of the trilingual secondary schools of the Ladin areas of South Tyrol must choose the language, besides English, in which they intend to sit the exams of the mandatory language courses. They have to communicate their option to the Faculty Administration by the deadline established.

Students who obtained their secondary school leaving qualification in a language different from the three official teaching languages of unibz must choose the languages in which they intend to sit the exams of the mandatory language courses. They have to communicate their option to the Faculty Administration by the deadline established.

Although no prerequisites are formally required, professors reserve their right to suggest the courses to be followed before their own lectures.
2016/17 ACADEMIC CALENDAR

1st session

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

2nd session

Application 09.05. - 21.07.2016
Language tests 08. - 10.06.2016 (enrolment by: 06.06.2016)
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. - 26.08.2016
Preparatory Course "Mathematics for Economists" (facultative) 29.08. - 10.09.2016
Pre-semester
1st semester
Classes 03.10. - 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 (1st 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 (1st study year)
28.08. - 29.09.2017 (years after the first study year)
## FOR FURTHER INFORMATION:

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