ADMISSIONS AND REQUIREMENTS

Applicants must provide the following documents:

1. Application form
2. University diploma (BA equivalent) and certified academic transcripts or Diploma Supplement
3. Two reference letters
4. Curriculum vitae
5. English language certificate: we recommend TOEFL or IELTS. We may consider exemptions from these if the student has lived, studied or worked in an English-speaking environment.
6. Copy of a valid international ID/passport

GMAT is not mandatory but it can facilitate the evaluation of the candidate's academic performance.

Applications are examined on a rolling basis

The selection process usually takes 4 weeks after the documents are received and consists of 2 steps:
1. pre-selection based on the documents sent
2. interview with the Admissions Committee

Candidates will be informed by e-mail of the final decision made by the MBA Board and the Admissions Committee regarding their application.

More details at:
http://www.mba.master.unipi.it/how_to_apply/

DEADLINES AND FEES

Applications are examined on a rolling basis. There are two application deadlines:

- 30th of June
- 30th of September

The tuition fee is €8,000 and includes all teaching materials. Partial scholarships of €1,600 are available. The scholarships are assigned based on merit.

Website
http://www.mba.master.unipi.it/

MBA Programme
Director
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Programme Coordinator and Welcome Officer
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www.unipi.it

Join us
STUDY IN
ITALY

SEE YOU IN PISA!
The University of Pisa (UNIPI) is a public institution composed of twenty departments, with high level research centres in the fields of agriculture, astrophysics, computer science, engineering, medicine and veterinary medicine.

Established in 1343, UNIPI is one of the most prestigious Italian higher education institutions and a modern centre for teaching and advanced research. One of the University’s main strategies is that of internationalization as it aims to engage with students and researchers and establish long-term partnerships with universities and public and private institutions from all over the world. With a current student population surpassing 54,000, UNIPI offers a large number of degree programmes held in English and a variety of exchange programmes.

The Department of Economics and Management

The Department of Economics and Management is a stimulating environment where research and teaching work side by side in the areas of economics, business and management studies, mathematics and statistics. We also offer courses on legal theory and foreign languages applied to economics.

The MBA is a 1-year full time programme taught in English which covers a full range of general management issues. The programme is structured in 2 terms.

**FIRST TERM (January - July)**

<table>
<thead>
<tr>
<th>Course</th>
<th>ECTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Introduction to management</td>
<td>2</td>
</tr>
<tr>
<td>Team building and personal development</td>
<td>1</td>
</tr>
<tr>
<td>Financial reporting and analysis</td>
<td>6</td>
</tr>
<tr>
<td>Marketing principles</td>
<td>4</td>
</tr>
<tr>
<td>Corporate finance</td>
<td>6</td>
</tr>
<tr>
<td>Financial markets</td>
<td>4</td>
</tr>
<tr>
<td>Organizational behaviour and human capital</td>
<td>6</td>
</tr>
<tr>
<td>Cost management</td>
<td>3</td>
</tr>
<tr>
<td>Budgeting and management reporting</td>
<td>3</td>
</tr>
<tr>
<td>Entrepreneurship</td>
<td>3</td>
</tr>
<tr>
<td>Marketing management</td>
<td>6</td>
</tr>
<tr>
<td>Auditing and corporate governance</td>
<td>6</td>
</tr>
<tr>
<td>Doing Business in emerging economies</td>
<td>6</td>
</tr>
<tr>
<td>Strategy</td>
<td>6</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>60</strong></td>
</tr>
</tbody>
</table>

**SECOND TERM (July-January)**

<table>
<thead>
<tr>
<th>Course</th>
<th>ECTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thesis project</td>
<td>15</td>
</tr>
</tbody>
</table>

The project can be either a research project or an internship-based project taking place at one of the companies which are part of the programme’s network.

**TEACHING FORMULA:**

Morning lectures followed by case studies and exercises in the afternoons. The exams are based on group work, presentations and individual tests.

**THE IDEAL CANDIDATE**

The MBA is open to young graduates from all disciplines. The perfect MBA class is based on diversity: we are looking for students with different educational and professional backgrounds, nationalities, cultural and personal experiences.

**PROFESSIONAL PROSPECTS**

The MBA offers students the possibility to develop professional, managerial and entrepreneurial skills. It facilitates personal growth and a professional career within an international context. Our MBA students acquire the right competencies for working as managers in public and private companies as well as consulting firms.