



PROFESSIONAL MASTER'S PROGRAMME DATA SHEET

Title	International Management – MIEX
BIC/SWIFT	8367
Level	1 st level
Director	Professor Giulio Ecchia
Disciplinary area	Social, Economics, Law
Professional Master's Programme description: outcomes/targets	<p>Pursuant to Decree no. 270 of 22 October 2004 of the Ministry of Education, University and Research, for academic year 2025/2026, Alma Mater Studiorum – Università di Bologna, Administrative office of Bologna, will run a 1st level Professional Master's Programme in "International Management – MIEX".</p> <p>The Professional Master's Programme has been set up on the proposal of the Department of Economics and Management and in cooperation with ICN Business School (Nancy, France), with Fondazione Alma Mater, with the UNIBO Campus of Forlì.</p> <p>The Master course offers professionalizing training at the end of which future managers can respond to the specific operational needs of companies in the field of internationalization of markets, in other words, a technician with excellent language skills and an adequate background in business and management. In particular, the course aims to develop the skills and abilities of the professional role through theoretical teaching on basic knowledge of the business system, techniques of international management and research and consulting methodology, and through the practical implementation of an international operational project.</p> <p>The Master allows students to continue their studies at MIEX Network partners hosting the market areas of specialization and access the respective degrees awarded. Access to the specialization semesters is conditional on the acquisition of 60CFU and the approval of the International Scientific Council of the MIEX Network - International Board of Studies - which reserves the right to approve access to the specific destinations chosen by the students consistent with the admission criteria for the Master's program and to activate the semesters based on the number of applications received for each destination, possibly limiting the choice due to force majeure causes not dependent on the International Board of Studies.</p>
Qualifications required for admission	<ul style="list-style-type: none"> - first cycle degree and/or second / single cycle degree obtained under D.M. 270/04 or first cycle degree and/or second / single cycle degree obtained under the laws previously in force (DM 509/99 and Old Regulations) in all fields or classes. - first cycle degree and/or second / single cycle degree obtained abroad deemed equivalent to those described in point above by the admission committee, for the sole purposes of admission to the Master.



<p>Other admission requirements (registration with a professional register, specialisation school, other qualifications, English proficiency, work experience, etc.)</p>	<ul style="list-style-type: none"> a) Detailed Curriculum Vitae in English; b) List of titles, if relevant. The following items are considered titles: publications (such as articles, essays, books, etc.), academic honors, scholarships, grants, certificates of professional experience in companies/institutions/offices/other organizations, letters of recommendation. N.B. In the case of publications it is necessary to send a copy. c) Letter of motivation in English (maximum two pages). The letter must specify the candidate's intentions of choice between the one year Fast Track program and the MSc Level biennial course. In the latter case, the candidate must indicate two desired options, in order of priority, among the destinations offered by the MIEX university network. d) English language certificate. The candidate must hold one of the following certificates: TOEFL - internet-based at least 79 points; IELTS - at least 6.5 points; Cambridge Advanced / Proficiency - any result; TOEIC - at least 750 points; BULATS - at least 75. NB: This certificate is not necessary for those who are native English speakers or have obtained a Degree from a course of study (1st or 2nd cycle) provided entirely in English. Candidates who are not able to demonstrate their English Language knowledge with one of the certificates listed above, can participate in the language test to be held at the School of Economics and Management, Piazza Scaravilli 2 - 40126 Bologna, on June 5th, 2025 at 12 CEST (Window 1) or July 24th, 2025 at 12 CEST (Window 2). e) Certificate or self-certification of knowledge of other languages (excluding mother tongue and English).
<p>Course structure diagram</p>	<p>International Banking – SSD SECS-P/11 – Volker Seiler (ICN Business School)</p> <p>International Human Resources Management – SSD SECS-P/10 – Philippe Mairesse (ICN Business School)</p> <p>International Marketing & Brand Management – SSD SECS-P/08 – Stephan Sonnenburg (ICN Business School)</p> <p>International Business Law – SSD IUS04 – Teresa Leone (ICN Business School)</p> <p>Strategic Negotiation for Sustainable Growth – SSD SECS-P/10 – Tilo Halaszovich (ICN Business School)</p> <p>International Business Strategy & International Entrepreneurship – SSD SECS-P/08 – Angelo Manaresi (UNIBO)</p>



	<p>Industrial Economics in a Global Context – SSD SECS-P/01 – Giulio Echia (UNIBO)</p> <p>Strategic Management Accounting – SSD SECS-P/07 – Riccardo Silvi (UNIBO)</p> <p>International Finance – SSD SECS-P/09 – Andi Duqi (UNIBO)</p> <p>Global Supply Chains – SSD I27X – Emilio Ferrari (UNIBO)</p>
<p>Closing date for applications (to register for selection)</p>	<ul style="list-style-type: none"> • <u>“Window 1” Reserved for applicants who are citizens of non-EU countries</u> – Application for selection until May 30th, 2025 • <u>“Window 2” Open to all candidates</u> Application for selection from June 3rd, 2025 until July 18th, 2025
<p>Selection method</p>	<p>Admission to the Master is subject to passing the selection process based on the evaluation of qualifications.</p> <p>The maximum score given by the Admission Board is 100 points, of which the breakdown is as follows:</p> <ol style="list-style-type: none"> a) Consistency of the candidate's academic and professional curriculum with respect to the master's cultural and educational path (25 points) b) Motivation letter (25 points) c) English Language proficiency (25 points) d) Academic merit based on grades in previous studies (25 points) <p>The minimum score of 60/100 must be achieved to pass the selection.</p> <p>The Selection Committee is appointed by the Scientific Council of the Master's program.</p> <p>The person in charge of the selection process is identified as the Director of the Master's program.</p> <p>The evaluation of qualifications (cv, letters of motivation, etc.) and language skills for candidates who have pre-registered for the I window will be carried out on June 5, 2025, at the School of Economics and Management Bologna campus from 9 a.m. to 6 p.m. CEST.</p> <p>Candidates who are unable to prove their English language proficiency with one of the indicated certificates should come to the language proficiency test with appropriate valid identification. After the expiration of the notice scheduled for July 18, 2025, the evaluation of qualifications and language skills will be carried out for candidates who have pre-registered for Window II. The selection will be carried out on July 24, 2025, at the School of Economics and Management Bologna campus from 9 a.m. to 6 p.m. CEST.</p>



	<p>Candidates are not required to be present, except for those who will have to take the language test: the latter must present themselves at the test with suitable valid identification documents.</p> <p>Candidates residing or residing abroad, or who find themselves, for one of the reasons indicated and provided for by the University, unable to appear to take the tests at the times and in the forms indicated above, must give reasoned and prior notice to the Director of the Master's program by contacting the teaching secretary of the master's program. The Director may decide to carry out the selection by alternative methods to those highlighted above (e.g. videoconference) within the limits of what the University provides.</p> <p>Eligible candidates who, in relation to the number of places available, have been placed in a useful position in the ranking list compiled on the basis of the total score reported are admitted to the Master's program. In case of ex-aequo precedes the one who has obtained the highest score in English language proficiency; in case of further parity, the candidate with the youngest age precedes.</p>
Selection date	<p><u>"Window 1" Reserved for applicants who are citizens of non-EU countries</u> - Selections June 5th, 2025</p> <p><u>"Window 2" Open to all applicants</u> - Selections July 23rd, 2025</p>
Ranking list publication date	<p><u>"Window 1" Reserved for applicants who are citizens of non-EU countries</u> - Publication of ranking list June 12, 2025</p> <p><u>"Window 2" Open to all applicants</u> - Publication of ranking list July 30, 2025</p> <p>The ranking lists may be viewed on Studenti Online using your username and password</p>
Enrolment period	<p><u>"Window 1" Reserved for applicants who are citizens of non-EU countries</u> – Enrolment period from June 12th, 2025, to July 18th, 2025</p> <p><u>"Window 2" Open to all applicants</u> – Enrolment period from July, 30th, 2025, to September, 22nd, 2025</p>
Available places	Minimum 15 maximum 70
Fees	<p>Selection procedure participation fee: € 60,00 (non-refundable fee for administrative services, Art. 1 of the Call for Applications)</p> <p>The fee required from students attending the Professional Master Programme is nine thousand euro: the first instalment amounts to three thousand euro, the second instalment amounts to three thousand euro, the third instalment amounts to three thousand euro.</p>



	<p>The programme offers a select number of discounted tuition fees awarded to the top three students of each selection window:</p> <p>1st place: six thousand euro</p> <p>2nd place: seven thousand euro</p> <p>3rd place: eight thousand euro</p> <p>Beneficiaries will be exempted from the total payment of the third instalments (1st place) and partial payment of the third instalment (2nd and 3rd place). In the event that one or more beneficiaries of the reduced quota do not complete their matriculation within the established deadlines, the benefit is transferred to those who follow in the ranking and complete their matriculation.</p> <p>The first instalment must be paid on enrolment, according to the established calendar:</p> <ul style="list-style-type: none"> - Window 1: from 12/06/2025 to 18/07/2025 - Window 2: from 31/07/2025 to 22/09/2025 <p>The second instalment must be paid within 30/01/2026. Third instalment must be paid within 27/03/2026.</p>
Reserved seats for the Almae Matris Alumni Association	There will be 1 excess place, with reduced fees (20% less than the registration fee) for Alumni (i.e. former students of the Alma Mater Studiorum) registered with the Almae Matris Alumni Association.
Administrative office	Bologna
Place of teaching	School of Economics and Management - Bologna and Forli campuses; ICN Business School - Nancy campus (France)
Language	English
Duration	One year, full time
University educational credits (CFUs)	60
Mandatory attendance	70%
Teaching mode	In person
Internship or project work and final examination	Classroom training is followed by field training activities to be carried out, in Italy or abroad, in individual internships in companies (internships) or in operational research (field work) lasting 300 hours over a minimum of 3 months, which release 12 CFUs. At the end of the internship or field work, participants must deliver a written report on



	the activity performed and the results achieved; this activity awards 2 CFUs.
Class start date and teaching calendar information	September, 23 rd , 2025 at partner ICN Business School (France) First semester at ICN Business School in Nancy France (September - December 2025). Second semester at UNIBO's Forli and Bologna Campuses (January - April 2026). Field Work Activity, internship or research with Final Report (April - September 2026). https://master.unibo.it/miex/en/professional-master/the-program
For administrative information	Please contact the Ufficio Master at master@unibo.it
For scientific and teaching information	MIEX Master's In International Management Teaching Secretariat. email unibo.miex@unibo.it ; mobile +39 3406502043; Only by appointment +39 0512098768