



Fakultät für Wirtschaftswissenschaften
Facoltà di Economia
Faculty of Economics and Management

Master in Entrepreneurship and Innovation



At a glance

Degree class: LM-77
ECTS Credits: 120
Duration of the course: 2 years
Courses will be taught in: Italian,
German and English (trilingual)
Places available: 50 EU + 5 non-EU
Campus: Bozen-Bolzano
Tuition fees: €1.348,50 per year

Course description

We are looking for motivated students who want to fulfil their potential as entrepreneurs and who cannot wait to manage their family business or are willing to build their own success with a great idea by creating a start-up.

Structure of the course

The two years of the course in the Bozen-Bolzano campus combine practice and theory. A good example of this is the **Entrepreneurship Workshop** during which you can develop and plan your business idea, applying to a real project what you learnt in the classroom.

In the Lean Start-Up Course, instead, you will learn how to give shape to your business idea, researching the market and developing your product.

Besides your internship, you will be able to **undertake study trips**. Last year, for example, our students went to Toulouse to discover its network of innovative businesses and start-ups. They visited Airbus and spoke to venture capitalists in order to learn how to present their projects better to potential investors.

In addition, every year unibz takes part in the **Start-Up Weekend**, an intense 54-hour session targeting future entrepreneurs. This event is part of a global initiative involving more than 100 countries everywhere in the world.

Study Plan - Master in Entrepreneurship and Innovation

1st year

- 12 CP Growth Mindset
 - 6 CP M-1 Design Thinking and Prototyping**
 - 6 CP M-2 Algorithmic thinking Coding
- 12 CP Economics for Management
 - 6 CP M-1 Business Economics
 - 6 CP M-2 Innovation Economics
- 9 CP Foundations of Entrepreneurship**
- 6 CP Statistical Methods for Business Analysis
 - 1 of the following:
 - 6 CP Service Design
 - 6 CP Family Business Management
 - 6 CP Change Management
 - 6 CP Marketing B2B and Sales Management
 - 1 of the following:
 - 9 CP Entrepreneurial Finance and Venture Capital
 - 9 CP Innovation Management
- 6 CP Free Choice Course*

2nd year

- 6 CP Entrepreneurial Marketing
- 8 CP Startups Law and Industrial Law
- 6 CP Free Choice Course*
 - 2 of the following:
 - 6 CP Social Entrepreneurship
 - 6 CP Market Research
 - 6 CP Advanced Strategic Management
 - 6 CP Project Management
 - 6 CP Process and Technology Management
 - 6 CP Management and Design
 - 1 of the following:
 - 7 CP Entrepreneurship Lab - for start-ups**
 - 7 CP Entrepreneurship Lab - for Innovation projects**
- 6 CP Internship
- 15 CP Thesis

* Free Choice Courses

Students can choose free choice courses during their 1st or 2nd year. Every year the Faculty publishes the list of free choice courses offered.

** Mandatory attendance

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.

Exchange programmes und internships

Currently we offer exchange programmes with more than 50 partner universities all over the world and we are part of a large network of collaboration with employers in Italy and abroad where you can undertake your **compulsory internship of a minimum of 150 hours**.

Career opportunities

Our graduates will be able to start and manage a business. You can offer your services as a Project Manager for the development of new products and for the management of innovation in existing businesses or progress further in higher education with a Master degree or a PhD.

Well prepared and ready for the job market. On the website of AlmaLaurea you can check statistical data about graduates' satisfaction and their employability.



Master in Entrepreneurship and Innovation

Application and Admission

You can find all you need to know in order to apply and gain admission to this study programme by browsing through the information below.

Deadlines

Early Bird Application

Application: 02/03 - 28/04/2020 (by noon local time)

Language exams: 15 - 22/04/2020 (registration 31/03 - 07/04/2020)

Admission procedure and publication of ranking lists: by 18/05/2020
Payment of the 1st instalment of the tuition fees: by 28/05/2020 (by noon local time)
Enrolment: 15/07 - 16/10/2020 (by noon local time)

Late Application

Application: 20/05 - 09/07/2020 (by noon local time)
Language exams: 01 - 02/07/2020, if necessary also on 03/07 (registration 20/05 - 25/06/2020)
Admission procedure and publication of ranking lists: by 29/07/2020
Payment of the 1st instalment of the tuition fees: by 06/08/2020 (by noon local time)
Enrolment: 29/07 - 16/10/2020 (by noon local time)

Preparatory courses and Freshers Days

Preparatory Course "Mathematics for Economists" (recommended): 24/08 - 04/09/2020
Intensive language courses: 07 - 25/09/2020 (Monday to Friday, 8 h/day)
Freshers Days: 28 - 29/09/2020

1st semester

Classes: 28/09 - 23/12/2020
Exams (extraordinary session): 14 - 23/12/2020
Holidays: 24/12/2020 - 06/01/2021
Classes: 07/01 - 16/01/2021
Exams: 18/01 - 13/02/2021

2nd semester

Classes: 22/02 - 01/04/2021
Holidays: 02/04 - 05/04/2021
Classes: 06/04 - 12/06/2021
Exams (extraordinary session): 17 - 29/05/2021
Exams: 14/06 - 10/07/2021

Autumn session

Exams: 23/08 - 25/09/2021

Available places

EU citizens and citizens given parity of treatment
Early Bird Application: 40
Late Application: 10

Non-EU citizens (living abroad)
Early Bird Application: 5

The programme will only be offered if a minimum of 15 newly enrolled students is reached.

Entry requirements

In order to gain admission to this programme you need one of the following qualifications:

1. a bachelor degree (*) in one of the following Italian degree classes or an equivalent

qualification gained abroad:

- D. 270/04:
L-18 Economics and Business Administration
L-33 Economics
- D. 509/99:
17 Economics and Business Administration
28 Economic Sciences
- A final degree or university certificate from an Italian School of Economics according to the regulation in force before M.D. 509/99.

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

or

2. a Bachelor in a different degree class to the ones listed above or an equivalent qualification gained abroad. **At least 12 credit points** must have been acquired in one or more of these subject areas: Business Administration, Economics, Law, Statistics-Mathematics, Technology 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

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

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

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

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

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 have not yet graduated at the time of application: You can apply if you have acquired at least 140 credit points (ECTS). In this case, you will be admitted conditionally, and you need to submit your diploma by the enrolment deadline.

If you graduate 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. In this case, you should not pay the tuition fees to secure your admission. You will be able to submit a late enrolment request and, only if there still are available places, you can enrol by 18 December 2020.

To be admitted, you must fulfil the language requirements indicated in the section “Language requirements”.

Concurrent enrolment at several universities or in several study programmes at the same university is not allowed.

Language requirements

The official teaching languages are German, Italian and English. Therefore, the following language requirements apply, otherwise you will be excluded from the admission procedure:

Entry level (to gain admission)

1st language: C1

2nd language: B2

3rd language: no level required

Exit level (to graduate)

1st language: C1

2nd language: C1

3rd language: B1

The levels of the Common European Framework of Reference apply.

Your first language is the language in which you have the highest level of proficiency (C1). Your third language is instead the language in which you are weaker (or in which you are an absolute beginner).

You can upload language certificates to the application portal (in the section “upload language certificates” and/or “enrol for language exams”) after you have created an application in the section “create/manage applications”. The certification is mandatory for the first and second language, for the third language it is recommended (from B1 onwards).

- In case your final certificate has been awarded by an **Italian** public institution, you need to submit a self-declaration.
- In case your final certificate has been awarded by a **foreign** public institution, you need to upload diploma scanned copy of the original.

You can demonstrate language proficiency through:

1. **the main teaching language in your final high school year** if German, Italian or English (recognised as C1) (Ladin upper secondary schools: recognised as B2 in German and Italian).
2. **a bachelor or master degree** in Italian, German or English (recognised as C1). unibz graduates must upload the language certificates obtained and/or declare that they have passed language exams at the unibz Language Centre (B2, B2+ or C1)
3. **a recognised language certificate** (see the list of recognised certificates: <https://www.unibz.it/en/services/language-centre/study-in-three-languages/>) If you cannot upload the certificates, you can send them by e-mail as PDF files or deliver them in person to the Language Centre by the application deadline (see “Deadlines” section).
4. **language exams organised by the unibz Language Centre**. You can register for these exams online through the application portal (in the section “enrol for language exams”) after you have filled out your application in the section “create/manage applications”. The registration periods are indicated in the “Deadlines” section. If you start your application outside a language exams registration period, you must return to the portal during one of the periods indicated above in order to register for an exam.

Information regarding the structure of the language proficiency exams, their duration, their

administration, and typical processing time for the publication of the results can be found on the following webpage: <https://www.unibz.it/en/services/language-centre/language-exams/>.

Secondary schools in a foreign country/Bi- or multilingual schools

If the foreign language proficiency levels (for German, Italian, or English) are explicitly indicated on the diploma of graduation according to the Common European Framework of Reference (i.e., B1, B2 or C1), and if all four language abilities (reading, listening, speaking, writing) have been assessed, then the indicated levels will be accepted as a proof of proficiency for the second and/or third language.

Please upload your school-leaving certificate to the application portal in the section “upload language certificates” under the respective language. The Language Centre will decide on its recognition.

Third language/Intensive language courses in September

If you have already acquired a language certificate in the third teaching language, please upload it to the portal. If you are not able to certify your language competence in the third language and you are admitted to unibz, you will have to take a placement test. You will receive further information about the test by e-mail. Based on the result of the placement test, you will be assigned to a certain learning path so that you will be able to reach level B1 as soon as possible.

If you are an absolute beginner in the third language, or if you have a level below B1, you may attend a three-week intensive language course during the pre-semester session in September in order to start the learning path.

The dates of the extensive courses are indicated in the “Deadlines” section. Beginner courses (A1) will be offered exclusively during the pre-semester intensive course session in September will no longer be offered during the academic year. Therefore, absolute beginners should start their learning path for the third language by attending the intensive courses in September.

There will be extensive courses (4 hours per week) during the semesters and intensive courses (8 hours per week) during the time between semesters.

The language courses offered by the Language Centre are **free of charge** and aim to help the students reach the level B1 in the third language after the first study year.

Online Application

Your application must be submitted online through the Application Portal. The deadlines are indicated in the “Deadlines” section.

- You need to create an account;
- Then fill in the form online and check if the required information is complete;
- Upload the required attachments for every selected study programme in the portal and submit the application by the deadline. Once the application has been sent, it cannot be modified. Filled-in forms which have not been sent correctly will not be taken into consideration.

Please note: Mendacious declarations will be criminally prosecuted and will result in the

automatic exclusion from the ranking list.

You have to upload:

- a passport-size colour photo;
- a photocopy of a valid identity card or passport (front/back). Please note: if your document is invalid, incomplete or unreadable, you will be excluded from the admission procedure;
- the attachments listed under "Admission procedure".

If you gained your qualification abroad, you must also upload:

- the diploma of your qualification: if you are not yet in possession of the diploma, you can upload it upon enrolment at the very latest - until you have not uploaded your diploma, you can only gain conditional admission;
- an official translation of the qualification into Italian (not necessary for qualifications in German or English);
- the Diploma supplement, where 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 programme.

In case of doubt, unibz reserves the right to request further documents (e.g. declaration of equivalent value).

- the declaration of equivalent value of your qualification: if you are not yet in possession of the declaration, you can upload it upon enrolment at the very latest (see next paragraph);
- the valid permit to stay for Italy (only for non-EU citizens legally resident in Italy) - see below chapter "EU-citizens and equivalent" point 2.

The declaration of equivalent value (not necessary for qualifications gained in Austria or Germany, but unibz reserves the right to request it in case of doubt)

If you have a foreign qualification, you must certify that your qualification would grant you admission to a similar study programme in the country where you gained this qualification. For this reason, you must:

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

EU-Citizens and equivalent

You might apply for more than one study programme. If you are excluded in the first session, you might apply again in the second one.

Considered as equivalent are:

1. Citizens from Norway, Iceland, Liechtenstein, Switzerland, San Marino and the Vatican City State;
2. Non-EU citizens with a valid permit to stay in Italy (see article 39, paragraph 5 of decree no. 286 of 25.07.1998: "**permesso di soggiorno**" (residence permit) for work, family reasons, political or humanitarian asylum, religious reasons). In this case, you apply

directly to the University as described above and must submit a copy of your valid permit to stay. A permit to stay for study reasons or a visa for tourism is **not** If the permit has expired, you must attach a renewal request. **Please note** that if you do not provide the permit, you will be automatically considered a non-EU citizen living abroad and therefore subject to the admission procedure through the Italian authorities in your country of origin.

Non-EU-Citizens (living outside of Italy)

Only one application period is offered. After the deadline it is not possible to apply anymore.
Application fee: € 30.

As a non-EU citizen living abroad, you will also have to **apply at the Italian authorities** (consulate or embassy) in your country. The deadlines set by the Italian Ministry of Education, Universities and Research (<http://www.studiare-in-italia.it/studentistranieri/>) must be met. At the Italian authorities, you can apply for one study programme only. Should you not follow this procedure with the local Italian authorities, your direct online application to unibz will be declared null and void.

Admission procedure

The admission procedure is based on the following criteria:

1. Grade average (max. 70 points)

- If you have already graduated: Final grade expressed in thirtieths
- If you have not graduated yet: The grade average of the passed university exams expressed in thirtieths

In the case of a bachelor concluded with the highest grade and the mention “**summa cum laude**”, **2 additional points will be awarded.**

2. Start-up project (max. 30 points)

The start-up project will be assessed based on the following criteria:

- consistency of the idea: coherency of the topic and its development
- impact of the idea (e.g. social impact, job creation)
- originality of the idea

3. Minimum of points to reach to be admitted to the ranking: min. 70 points

This minimum of points has to be reached by adding the points of criteria 1 and 2.

Only applications containing all requested documents will be evaluated. If one of the documents requested for criteria 1 and 2 is missing, you will not be considered for the ranking.

In the event of equal scores, priority will be given to the applicant who has obtained the highest score for the first criterion. If scores are still equal, the younger applicant will have priority.

Courses included in the programme of the Master in Entrepreneurship and Innovation are not valid for the acquisition of the required 12 ECTS credit points.

Courses that have been taken into consideration in order to achieve the 12 ECTS credit points

necessary to gain admission to the master programme cannot be recognised for a possible career abbreviation.

If you still need to graduate and/or certify the remaining exams you must sit, you are provisionally admitted in the ranking list.

In the application portal, you must upload:

1. Study title

- **if you graduated in Italy:** diploma supplement or self-declaration (following the Italian D.P.R. no. 445/2000) of the degree awarded with the exams passed (if graduated) or just with the exams passed (if not graduated yet);
- **if you graduated abroad:** diploma supplement or final degree certificate with exams passed (if graduated) or transcript of records (if not graduated yet) in Italian, German or English.

The above must contain the following information: final grade, exams passed with grade and date of passing, credit points, scientific fields (the latter only for Italian titles).

For qualifications obtained abroad, also: scale of grades awarded by the university of provenance (with a minimum final grade to obtain the qualification and a maximum final grade achievable).

The Faculty reserves the right to request a description of the contents of the single courses and/or teaching hours where necessary.

2. Excel file: If you have not graduated yet, you must declare that you have acquired at least 140 credit points (ECTS) of your course of origin. Please use the excel file available in the application portal.

3. Start-up project: For the presentation of the start-up 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: NABC and video.

Please note: mendacious declarations will be sanctioned by criminal law and will result in your automatic exclusion.

Ranking lists

The Admission Committee will only evaluate the documents uploaded in the portal by the application deadline. The ranking lists with the admitted students will be published here and are only valid for the respective academic year.

Secure your admission and enrolment

If you have been admitted to more than one study programme, you can only secure your admission in one of them. Doing so you refrain from the admission to other programmes.

1. Choose the study programme and pay the fees (to secure your admission) in the application portal.

The deadlines are indicated in the “Deadlines” section.

If you do not meet this deadline, you will automatically be excluded and the next applicant in the ranking list will be admitted.

For EU citizens and citizens given parity of treatment only: any remaining places of the early bird application, will be offered in the late application.

Please note that you do not gain full student status by only paying the tuition fees. This status will only be acquired upon enrolment. If you have secured your admission, there will be no refund of the tuition fees unless you do not pass your secondary school final exam or, in the event of non-EU applicants living abroad, you do not receive the documents necessary for enrolment from the Italian authorities in your country.

2. Enrol online in the application portal.

The deadlines are indicated in the “Deadlines” section.

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

If you do not meet the enrolment deadline, you will be excluded and the next applicant in the ranking list will be admitted.

Admission with reservation:

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. **Advice:** 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 and, only if there are study places still available, you can enrol by 18 December 2020.

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

- diploma of your qualification
- official translation of your diploma into Italian (translation is not necessary if it has been issued in German or English)
- the Diploma supplement, where it must be indicated: that you have 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 declaration of equivalent value of your qualification, in the case the Diploma supplement is missing.

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

Please note that if you do not possess a valid admission qualification, you could be excluded with Rector’s decree even after enrolment.

If you are a non-EU citizen living abroad:

If you are eligible for admission (check the ranking lists), the Italian Authorities in your own

country will issue you the entry visa for studies/university.

This will allow you to arrive in Italy to enrol for the study programme that you have applied for, after passing the admission procedure.

According to Italian law, within 8 working days of your arrival in Italy, you must have applied for the residence permit: as soon as you arrive, get in touch with the Advisory Service and you will be given the necessary information for starting the procedure.

Once you will obtain your residence permit (permesso di soggiorno), you have to hand it in at the Student Secretariat personally or via e-mail.

Students intending to transfer from another Italian University to unibz must submit to the Student Secretariat - at the beginning of the academic year - a copy of the transfer application presented at the university of provenance.

Tuition Fees

Fees amount to **€ 1348.50**.

- **1st instalment (€ 748.50)***: includes the provincial tax for the right to study of € 148.50 and a revenue stamp of € 16.
- **2nd instalment (€ 600)**: must be paid by 31 March 2021.

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

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

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

- Students with a disability recognized under article 3, paragraph 1, of Law No 104/1992, or with a disability up to or exceeding 66%: the disability certificate, issued by the health authorities, must be handed in at the beginning of the academic year.
- Foreign students who have been granted a scholarship from the Italian government.

Students who benefit from a scholarship granted by the Autonomous Province of Bozen-Bolzano are entitled to receive a refund of the tuition fees.

Recognition of credit points from previous studies

Credit points from previous university studies can only be recognised after enrolment if the exams taken at the university of provenance are equivalent in content to those offered at unibz. You can fill out the application after enrolment at your Faculty Secretariat.

The Advisory Service provides support regarding your choice of study. In many cases a simple call or a short request is enough to get the relevant information (Tel. +39 0471 012100).

Advisory Service

Universitätsplatz 1 - piazza
Università, 1
Italy - 39100, Bozen-Bolzano
Tel +39 0471 012100
Fax +39 0471 012109
apply@unibz.it

Opening Hours

Infopoint
Tuesday and Thursday: 14:00 - 16:00
Wednesday and Friday: 10:00 - 12:30

For appointments outside the
opening hours:
T. +39 0471 012100 or apply@unibz.it