

SOCIAL AREA

“Marco Biagi” Department of Economics

Call for admission to the open access Master Degree Programme in English in

INTERNATIONAL MANAGEMENT

(class LM-77)
Modena

Academic Year 2016/2017

Deadlines

Application for assessment of personal competencies and skills: no later than 26 August 2016 on the portal www.esse3.unimore.it

Programme transfers: no later than 31 October 2016

Registration: from 18 July to 21 December 2016

The Programme is delivered entirely in English

IMPORTANT: Any amendments to the dates or procedures for this call shall be published exclusively on the page <http://www.international.unimore.it/bandilan.html> . No personal communications will be given.

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1. Introduction

Applications may be submitted for assessment for admission to the Master Degree Programme in International Management for academic year 2016/2017.

All applicants must submit an APPLICATION FOR ASSESSMENT **no later than 26 August 2016** in the methods laid down in this call, and be assessed on their personal competencies and skills according to **qualifications and possibly an interview**.

Applicants meeting the following requirements are admitted and may register for the programme in International Management:

1. 1st cycle or at least three-year degree or other suitable qualification obtained abroad. Applicants will be assessed provided that they graduate by 21 December 2016.

Graduation is a mandatory requirement for proceeding with registration.

2. Applicants who meet the curricular requirements laid down in point 2 of this call
3. Appropriate personal competencies and skills, assessed on the basis of qualifications and possibly an interview, in the methods laid down in point 3 of this call for admission.

2. Curricular requirements

2.1 Students with an Italian qualification

To enrol in the master degree programme applicants must demonstrate that they meet the following curricular requirements:

1. A degree (or graduation by 21 December 2016) in one of the following classes: L-18 or L-33 (D.M. 270/04) or L-17 or L-28 (D.M. 509/99), or four-year degree (prior to D.M. 509/99) in the economics area
2. Applicants from other degree classes must have obtained:
At least 18 ECTS in subject areas SECS-P/07 or SECS-P/08 or SECS-P/09 or SECS-P/10 or SECS-P/11
At least 12 ECTS in subject areas SECS-P/01 or SECS-P/02 or SECS-P/06
At least 8 ECTS in subject areas IUS/01 or IUS/04
At least 12 ECTS in subject areas SECS-S/01 or SECS-S/03 or SECS-S/05 or SECS-S/06
4. A weighted average of grades in the exams passed of at least 24/30. Applicants with a weighted average of less than 24/30 will not be admitted to the programme.
5. Computer skills certified by an ECDL or other equivalent computing certificate, obtained during their previous degree.
6. Certified English language skills to at least level B2. **See APPENDIX – Admission criteria for the English language.**

Applicants must meet the above requirements at the time of application for assessment, with the exception of final degree and certification of English language skills, which must be obtained prior to registration.

2.2 Students with a foreign qualification

Applicants with a foreign qualification shall be admitted to the master degree programme subject to the assessment of their academic curriculum indicated in the application and the relative annexed documentation.

The curriculum will be assessed on the basis of the following knowledge: Business Economics, Marketing, International Marketing, Economics, Statistics and Mathematics, Notions of commercial and private law. Sound knowledge of written and spoken English.

3. Assessment of personal competencies and skills

3.1 Students with an Italian qualification

Assessment of personal competencies and skills is based on **qualifications and possibly an interview**.

Personal competencies and skills are assessed considering the academic curriculum, with particular reference to the degree class, the learning activities credits obtained in economics and business subject areas, and the weighted average of the exam scores.

The examining board will indicate the need to sit a **mandatory admission interview**, to be held in the **English language** if when submitting the application applicants have a **weighted average of the grades obtained in the exams of between 24/30 and 25/30**.

The interview will be held in English and will focus on the following topics:

- Business Economics
- International Economics and Marketing
- Economics and Microeconomics
- Statistics

These topics can be studied in a number of texts that are currently available, including:

- G. Airoidi - G. Brunetti - V. Coda, Corso di economia aziendale, Il Mulino, Bologna, 2005
- T. Bursi G. Galli, Marketing internazionale, McGraw Hill, 2012
- D.Pindyck & D.Rubinfeld, Microeconomia, 8th ed., Pearson-Prentice Hall
- Borra S. & Di Ciaccio A. (2008) Statistica. Metodologie per le scienze economiche e sociali. Second edition, McGraw-Hill, Milan (excluding chapters 7, 10, 15, 17, 18) oppure, Milioli M.A., Riani M. & Zani S. (2011) Introduzione all'analisi dei dati statistici Pitagora Editrice, Bologna oppure Cerioli A. & Milioli M.A. (2004) Introduzione all'inferenza statistica senza (troppo) sforzo. Second edition, Uni.nova, Parma.

Applicants who at the time of submitting their application meet all curricular requirements with the exception of the English language to level B2 shall not be called to interview, but must obtain certification of this level at a Certifying Body or the University Linguistic Centre (CLA) in the methods published on the Department website on the degree programme page <http://www.economia.unimore.it/site/home/didattica/corsi-di-laurea-magistrale/international-management.html>

There will be two exams:

- 29 September 2016
- 10 November 2016

The exam is reserved exclusively for students who apply for admission to the programme in International Management by 26 August 2016.

3.2 Students with a foreign qualification

Personal competencies and skills are assessed on the basis of the applicant's academic career and possibly an interview, which may also be held remotely, via Skype, for applicants resident abroad.

Admission to the programme is subject to the possession of an English language certification to at least level B2. Language skills must be demonstrated by an international certification in line with the Common European Framework of Reference for Languages or alternatively a **declaration issued by the applicant's previous University** (Linguistic Centre or relative Department) confirming that the applicant has achieved the required level.

This declaration, drawn up on the headed notepaper of the University, may also be produced in the English language.

The examining board may, on the basis of the submitted documentation, waive any additional interview, in English, for native English speakers.

The topics of the interview can be studied in a number of texts that are currently available, including:

- David Boddy, Management: An Introduction, Pearson Education Limited; 6th Revised edition, (2014)
- Svend Hollensen, Global marketing, Pearson, 2014. Part IV
- D.Pindyck & D.Rubinfeld, Microeconomics, 8th ed., Pearson-Prentice Hall
- Gregory J. Privitera (2015). Statistics for the Behavioral Sciences. Sage. Part 1, Part 2 and Part 3 (pages 1-351)

Applicants who at the time of submitting their application meet all curricular requirements with the exception of the English language to level B2 shall not be called to interview, but must obtain certification of this level at a Certifying Body or the University Linguistic Centre (CLA) in the methods published on the Department website on the degree programme page <http://www.economia.unimore.it/site/home/didattica/corsi-di-laurea-magistrale/international-management.html>.

There will be two exams:

- 29 September 2016
- 10 November 2016

The exam is reserved exclusively for students who apply for admission to the programme in International Management by 26 August 2016.

4. How to apply

USEFUL INFORMATION FOR ALL APPLICANTS

All applicants (including those who expect to graduate by the deadline for registration) shall submit their application **no later than 26 August 2016** on the website www.esse3.unimore.it.

You are advised to complete the application as soon as possible to allow the board to assess your application and assign any learning requirements, which must be completed prior to registration.

To access the website, you must register or use your credentials issued for previous studies (if you have already studied at UNIMORE). Once you have logged in, to access the reserved area click on "**Application for evaluation**" in the left-hand menu and fill in the application form.

The methods for submitting the application for assessment depend on the qualification you have.

4.1 Students with an Italian qualification

Having entered the data relating to your qualification, after having saved the data and explicitly confirmed the application by clicking on the field “Explicit confirmation of validity of the application” to annex the documents concerning your studies select “Application Completion” that allows you to enter the link <https://siaweb.unimore.it/private/valutazionilm/default.aspx?aa=2016&TestId=40>

(The link opens a window in which you must enter your access credentials), as specified esse3 and in the on line evaluation procedure for admission to master’s degree programmes which can be downloaded from <http://www.unimore.it/servizistudenti/vediguide.html?gd=29>

You must indicate:

- The exams you have passed, with the grade, credits (where applicable), exam date, subject area (where applicable) **(with the exception of UNIMORE graduates/graduating students)**

You must also annex:

- A brief description (contents and bibliography) of each course unit passed **(with the exception of UNIMORE graduates/graduating students)**
- curriculum vitae in the EU format, indicating an e-mail address and telephone number **(also for UNIMORE graduates/graduating students)**
- A self-certification of your English language level, if certified at a university, or alternatively an international certification of your language skills. See APPENDIX **(also for UNIMORE graduates/graduating students)**
- Documentation certifying your computer skills (if not already included in the self-certification concerning your degree) **(also for UNIMORE graduates/graduating students)**
- Motivation for choosing this degree programme (max 4,000 characters including spaces) **(also for UNIMORE graduates/graduating students)**. This information must be entered in the “notes” field of the summary page.

Remember that certificates issued by public administrations cannot be annexed, as according to art. 15 of Italian Law no. 183/2011, these may not be produced to other public administrations.

IMPORTANT: the application will be deemed to have been submitted only once the applicant **has saved the data and explicitly confirmed the application.**

4.2 Students with a foreign qualification

Once you have logged in, to access the reserved area click on “**Application for evaluation**” in the left-hand menu and fill in the application form, annexing all required documentation.

To be assessed applicants must enclose:

- **Qualification certificate.** If you have not yet graduated you must state the expected graduation date. You must also list the exams passed, grades obtained and any exams you still have to sit **in the annexes**; You are advised to annex all documentation you deem useful to demonstrate your knowledge and skills in the following topics: Business Economics, Marketing, International Marketing, International Economics, Statistics and notions of commercial law.
- **A brief description of each exam you have passed** (this may also be submitted in English)
- **Curriculum vitae in the EU format**, indicating an e-mail address and telephone number
- **International language certification** or, alternatively, documentation certifying your English language skills to **level B2**, if this was not part of your study programme

- **European computer driving licence (ECDL)** or, alternatively, documentation certifying your computer skills, if not indicated in your study programme
- **A Letter of motivation**, indicating your reasons for choosing this degree programme
- **Any other qualifications applicants wish to have assessed** for the purposes of admission (e.g. internships, short vocational masters, specialisation courses etc.)

In this phase of the assessment, students may self-certify the requested data.

The original documentation is indispensable for the purposes of registration, and must be submitted personally to the Registrar Office of the “Marco Biagi” Department of Economics, in via Università 4, Modena.

At <http://www.unimore.it/servizistudenti/vediguide.html?gd=29> you can download the **Guide to applications** for master degree programmes.

IMPORTANT: the application will be deemed to have been submitted only once the applicant **has saved the data and explicitly confirmed the application by clicking on the field** “explicit confirmation of validity of the application”. You will then be able to print the valid application for your own purposes (a hard copy does not have to be submitted to any office).

5. How to modify or re-open your application

5.1 Applicants with an Italian qualification

Before the results of the assessment

If you have to reopen the application to correct any data or add new documentation, in any case by **26 August 2016** and before it has been assessed, send an e-mail to the degree programme coordinator, Prof. Tiziano Bursi, e-mail: tiziano.bursi@unimore.it.

5.2 Applicants with a foreign qualification

Before the results of the assessment:

If you have to reopen the application to correct any data or add new documentation, in any case by **26 August 2016** and before it has been assessed, send an e-mail to the Registrar Office segrstud.economia@unimore.it

6. Assessment results

The examining board, appointed by the “Marco Biagi” Department of Economics, assesses the qualifications and documentation annexed to the application. The applications will be assessed in order of submission. The results of the assessment will be notified to the students in a notice published on the website <http://www.unimore.it/bandi/StuLau-esiti.html> and by e-mail to the address indicated during registration.

On the page indicated, **by 12 September 2016**, one of the following results may be indicated:

- IDONEO/PASS: the applicant's personal competencies and skills are appropriate and the applicant may proceed with final registration to the programme, following the instructions given in point 7.
- DEBITI RILEVATI/ADDITIONAL REQUIREMENTS: considering the admission requirements and the applicant's personal competencies and skills, the board will call the applicant for an interview.

Interviews will be held according to a calendar set by the examining board. The interviews for applicants with a foreign qualification will begin in April 2016. The interviews for applicants with an Italian qualification will be held from **12 to 16 September 2016**. By 26 September 2016 the results will be notified to all applicants who have been interviewed. If learning requirements are assigned, these must be completed by the students autonomously, based on the recommended texts. Applicants (with either an Italian or foreign qualification) will be called to **another interview to be held by 14 November 2016**. Applicants must pass this second interview in order to be permitted to register for the programme. Students with a foreign qualification may also sit these second interviews in **mid July and late September**.

- **NON IDONEO/FAIL:** in this case the examining board indicates the reasons why it has considered the student's personal competencies and skills to be unsuitable. In this case you will not be allowed to register.
- **INCOMPLETE DOCUMENTATION:** if the board considers that it cannot proceed with assessment as some mandatory documentation is missing, it will record "incomplete documentation" and the application will be automatically reopened with the status "Application not final". The applicant must annex the missing documentation and close and confirm the application for assessment again.
- **APPLICATION NOT FINAL:** if the student has not explicitly confirmed the application by clicking on the field "explicit confirmation of the validity of the application."
- **APPLICATION NOT SUBMITTED CORRECTLY:** the application for assessment is not considered as the applicant with an Italian qualification has not entered the documentation concerning their studies on the link <https://siaweb.unimore.it/private/valutazionilm/default.aspx?aa=2016&TestId=40>

The degree programme coordinator is Prof. Tiziano Bursi tiziano.bursi@unimore.it

7. Registration

The registration methods **depend on your qualification**.

7.1 Students with an Italian qualification

After positive assessment, **from 18 July 2016 to 21 December 2016** you may register for the programme; this procedure is completed entirely on line.

All students with an Italian qualification can register on the website www.esse3.unimore.it in section "Registrations", in the methods laid down in the "Guide to registration" which can be consulted at the link <http://www.unimore.it/ammissione/immaisc.html>.

The completion of the registration application and payment of the first instalment do not automatically imply the student's enrolment in the programme. After the offices in charge have checked the application, the registration is deemed to be confirmed only when the person concerned receives confirmation by e-mail, within seven working days following receipt of payment.

Any errors in the registration procedure will be notified to the student via the e-mail address provided in the application.

IMPORTANT: payments made after **21 December 2016** will not be considered valid for the purposes of registration.

For the university, THE DATE OF PAYMENT SENT BY THE BANK at which the payment was made constitutes proof of payment. For MAV payments paid on the same day as the deadline via internet banking or ATM or telephone banking, the effect of the payment on the same day may not be guaranteed. Check the conditions and times in which your bank provides the home banking service; many banks do not effect payments after opening hours and the operation is accepted by the bank but accounted for on the following working day.

Payments acquired by UNIMORE via its own treasury offices on the working day following the DEADLINE DO NOT allow registration to the degree programme.

Registration for part-time programme is not permitted.

7.2 Students with a foreign qualification

After positive assessment, **from 18 July 2016 to 21 December 2016** you may proceed with registration.

Students must go in person to the Registrar Office of the “Marco Biagi” Department of Economics in via Università 4, Modena. The office opening hours are published at the link <http://www.unimore.it/servizistudenti/segreteriestudenti.html>

Non-EU students resident abroad will be admitted to the programme up to the number of places reserved annually for them, as approved by the University. For academic year 2016/17 this quota is **25 places**.

As the programme is delivered entirely in English, non-resident non-EU students are not required to sit the Italian language test required for other degree programmes.

Non-EU students who have submitted an application on line before submitting an application for pre-registration to the programme at the Italian Embassy/Consulate **MUST SUBMIT** their application for registration to the Italian diplomatic or consular offices in their home country; the office will issue an entry visa and forward the application to the University.

Non-EU applicants resident abroad may not register if they have not pre-registered with the programme through the diplomatic or consular offices. Any confirmation of passing the assessment provided by the university shall not under any circumstances be deemed to substitute the mandatory procedure via the Embassy/ Consulate.

According to the ministerial circular letters on the regulations for access to university programme by non-EU students which can be consulted at the link <http://hubmiur.pubblica.istruzione.it/web/universita/studenti-stranieri> you must come personally with the following documentation:

- degree diploma, translated and legalised by the Embassy/Consulate in the country in which your qualification was obtained
- declaration of value for your degree diploma, issued by the Embassy/Consulate
- degree certificate, issued by the university where you graduated (acceptable in English, French, Spanish, German or Chinese) or, alternatively, your “diploma supplement”
- international language certification or declaration by your home university certifying the required language competences
- copy of your residence permit or, alternatively, a copy of the receipt issued by the post office confirming that the application for your residence permit has been made
- a valid identity document;
- passport photo

The Registrar Office checks the correctness and completeness of the documentation submitted by the student, issues the fee payment slips and finalises the registration once the first instalment has been paid.

IMPORTANT: payments made after **21 December 2016** will not be considered valid for the purposes of registration.

For the university, the DATE OF PAYMENT SENT BY THE BANK at which the payment was made constitutes proof of payment. For MAV payments paid on the same day as the deadline via internet banking or ATM or telephone banking, the effect of the payment on the same day may not be guaranteed. Check the conditions and times in which your bank provides the home banking service; many banks do not effect payments after opening hours and the operation is accepted by the bank but accounted for on the following working day.

Payments acquired by UNIMORE via its own treasury offices on the working day following the DEADLINE DO NOT allow registration to the degree programme.

Registration for part-time programme is not permitted.

8. Programme transfers

Students enrolled at other Universities or other 2nd cycle degree programmes at UNIMORE who wish to transfer to the Master Degree Programme in International Management shall follow the assessment procedure in the methods laid down in this call.

If positively assessed, students do not need to register but must submit their transfer application to their previous university no later than **31 October 2016**.

Students may be admitted to year II of the programme only if **at least 27 credits** are recognised from their previous studies.

Subsequently, to complete registration, students must contact the Registrar office of the Marco Biagi Department of Economics, in via Università 4, Modena.

9. Benefits and financial support (for example: housing, reduced fees, study grants, catering services)

Even prior to registration, those interested may apply for the following benefits and grants:

- Regional study grants, to which Full Fee Exemptions are associated
- Reduced university and tuition fees
- Housing services (places in the university halls of residence)
- Catering services (meal vouchers to be used in facilities holding agreements with the university)
- International mobility grants
- Services and supports for students with disabilities and special learning needs
- Ad Honorem loans
- Voluntary work with disabled students
- Education vouchers
- Paid student collaboration (part-time)
- Peer tutoring for disabled students
- Exemption for Top Students: if you obtained a final grade of 110/110 in your bachelor degree Unimore offers partial exemption (if you are resident in Emilia-Romagna) or full exemption from fees in all other cases. This exemption is not means tested, and can be applied for in the same manner as all other benefits and/or services.

The application must be submitted exclusively on-line to www.er-go.it or via a "C.A.F." office authorised by Er.Go (<https://www.er-go.it/?id=2009>) by the deadlines laid down in the **Benefits call for application** indicatively from mid-July 2016. Check the various deadlines.

For more information, the Er.Go call centre is open from Monday to Friday from 9.30 am to 4.30 pm, phone 051 643.69.00. CET

To ensure that the payment slips generated by the university administration indicate the tuition fee payments corresponding to your actual economic and financial situation, you are advised to submit the on line application for benefits BEFORE completing the programme registration procedure.

The University fee payment slips (MAV) can be viewed and printed in your personal page in esse3. If your application for benefits is submitted after you have registered for the programme, you will in any case be able to download the MAC with the updated amount.

Warning: applicants already enrolled in other programme must carefully read the merit requirements for access to benefits before transferring, as their academic careers following transfer will be assessed from the year of first registration at university, independently of the recognitions obtained and your programme year they are assigned to. This may mean that you are no longer entitled to benefits.

10. Procedure Manager

Pursuant to Italian Law no. 241/1990, the Procedure Manager is Elda Toschi, head of Registrar Office. The competent office is the Registrar office of the "Marco Biagi" Department of Economics: tel. +39 059/2056459; fax: +39 059/2056422 e-mail: elda.toschi@unimore.it

11. Offices and links

For technical problems concerning your application for assessment, the on line registration procedure or to recover your credentials for access to esse3 write to webhelp@unimore.it
The service is open from Monday to Thursday from 9.00 a.m. to 5 p.m. and Friday from 9.00 a.m. to 2.00 p.m. CET

For information on teaching contact the Teaching Office of the "Marco Biagi" Department of Economics, via Berengario, 51, Modena
Opening hours: Tuesday and Thursday 9.30 am 12.30 pm CET
e-mail info.economia@unimore.it
Department website www.economia.unimore.it

For administrative problems and information on the call for admission contact the Registrar Office, Via Università 4, 41125 – Modena
Tel. + 39 059/2056404 fax +39 059/2056422 e-mail segrstud.economia@unimore.it
For opening hours, consult the link <http://www.unimore.it/servizistudenti/segreteriestudenti.html>

Services for Disabled and Dyslexic Students

Tel. +39 059 2058311 - Fax +39 059 2058309 – e-mail disabilita@unimore.it

For problems concerning your on-line application for benefits write to servizi.studenti@unimore.it
Website for benefit applications www.er-go.it

For information on the degree programmes, assessment and registration procedure contact: Informastudenti: e-mail: informastudenti@unimore.it

Modena:

-Via Università, 4 - ground floor - tel. +39 059 205 8255

- via Campi 213/B - ground floor - tel. +39 059 205 8255 starting from 6 June to 28 October 2016

Reggio Emilia:

- Viale A. Allegri, 15 - ground floor - tel. +39 0522 52 2010

For opening hours consult the link <http://www.orientamento.unimore.it/site/home/orientamento-allo-studio-e-tutorato.html>

International students may contact the International Welcome Desk for advice and assistance in the procedures for obtaining a residence permit, tax ID code, to register with the National Health Service (SSN), obtain health insurance, open a bank account or for advice on housing.

e-mail: internationalwelcomedesk@unimore.it

Telephone: +39 059 2058171

Modena:

-Via S. Geminiano, 3

Monday – Wednesday – Friday – 9.30 a.m. – 3.00 p.m. CET

Reggio Emilia:

- Via Allegri, 15 Student Services Department

Every other Wednesday, or by appointment for specific needs.

The Registrar office and Informastudenti are closed to the public from 16 to 19 August 2016

The Marco Biagi Department of Economics (via Berengario 51, Modena) is closed to the public from 1 to 21 August 2016.

APPENDIX

ADMISSION CRITERIA FOR THE ENGLISH LANGUAGE

Admission to the Master Degree Programme in International Management is subject to a command of the English language at **level B2**

Applicants:

- Must have a valid certification as **listed below**;
- Applicants who do NOT have the certification must obtain it in order to be admitted to the master degree programme.

The Language Centre of the University of Modena and Reggio Emilia organises English language **level tests (level B2) only for applicants to the Master Degree Programme in International Management**. The set test dates are: **29 September and 10 November 2016**. More information will be available on the degree programme web page <http://www.economia.unimore.it/site/home/didattica/corsi-di-laurea-magistrale/international-management.html>

Students of the Marco Biagi Department of Economics:

- From the three-year programme in *International Economics and Marketing DM 270/04* who passed the English Language II exam with a grade of at least 27/30 are deemed to have achieved level B2
- From the three-year programme in *Business Economics DM 270/04 and Economics and Finance* who have passed the elective course English language II (with a grade of at least 27/30) are deemed to have achieved level B2
- From the three-year programme in *International Economics and Marketing DM 509/99* who passed the English Language III exam with a grade of at least 27/30 are deemed to have achieved level B2
- From the three-year programme in *Business Economics DM 509/99 and Economics and Social Sciences* who have passed the elective courses English language II and English Language III (with a grade of at least 27/30) are deemed to have achieved level B2

Any applicants who **are not** in these categories shall sit the level test for the degree programme in International Management

Students from the Department of Linguistic and Cultural Studies at UNIMORE:

- From a three-year programme in *European Languages and Cultures DM 270/04* who have passed the exams in English Language, Language, Culture and Institutions of English-speaking Countries and English Linguistics, Translation and Mediation, are deemed to have achieved level B2;

For other special cases not described herein, contact the Director of the Degree Programme, Prof. Tiziano Bursi tiziano.bursi@unimore.it

LANGUAGE LEVELS TABLE

QFG ⁽¹⁾ and AH levels		CEF ⁽²⁾	ALTE ⁽³⁾	CAMBRIDGE ESOL	BULATS ⁽⁵⁾	TOEIC ⁽⁶⁾	IELTS ⁽⁷⁾	TOEFL ⁽⁸⁾
INDIPENDENZA B2	<input type="checkbox"/> 6a UPP-INTERMEDIATE 1 100 hours (400-500)	B2 Independent User	3 Upper Intermediate	FCE BEC Vantage	READING + LISTENING: 60-74 SPEAKING + WRITING: LEVEL 3	reading + listening minimum score: 785	From April 2015 the level of the Common European Framework is indicated directly on the certificate	minimum score 72
	<input type="checkbox"/> 6b UPP-INTERMEDIATE 2 100 hours (500-600)					speaking + writing minimum score: 300		
INDIPENDENZA C1	<input type="checkbox"/> 7 ADVANCED 1 100 hours (600-700)	C1 Competent User	4 Advanced	CAE BEC Higher	READING + LISTENING: 75-89 SPEAKING + WRITING: LEVEL 4	reading + listening minimum score: 945	From April 2015 the level of the Common European Framework is indicated directly on the certificate	minimum score 95
	<input type="checkbox"/> 8 ADVANCED 2 100 hours (700-800)					speaking + writing minimum score: 400		
	<input type="checkbox"/> 9 POST-ADVANCED 100 hours (800-900)	C2 Good User	5 Upper Advanced	CPE	READING + LISTENING: 90-100 SPEAKING + WRITING: LEVEL 5		From April 2015 the level of the Common European Framework is indicated directly on the certificate	

¹ QFG	Quality First Group (Group of private linguistic centres founded in Italy in 2002 aiming to raise the quality levels of individual institutes. AH is the Founding Partner)
² CEF	Common European Framework Levels (language skills levels expressed according to the model of the Council of Europe)
³ ALTE	Association of Language Testers in Europe (including the major European foreign language assessment institutions)
⁴ BEC	Business English Certificates (Cambridge exams for professional English)
⁵ BULATS	Business Language Testing Service (computerised professional language skill testing in four languages – English, French, German and Spanish)
⁶ TOEIC	US English test assessing the level of people working in international contexts
⁷ IELTS	Cambridge Esol British English academic test
⁸ TOEFL	ETS US English academic test

⁹ **NB:** Number of hours recommended for each level of group courses. Fewer hours may be sufficient for individual courses.