Master's Degree Course in Hospitality and Tourism Management

Admission procedures Academic Year 2024/2025

From **11 December 2023** the following categories of candidates will be able to apply for admission following the online procedure explained on this page in the section "Application for admission":

- *internal graduates and undergraduates in Tourism, Management and Culture (and previous degree courses offered by the Faculty)*: graduates or students enrolled for the academic year 2023/24 who plan to graduate by the autumn session of the academic year 2023/24 (i.e. by 31 December 2024);

- *external graduates and undergraduates*: graduates from other universities or at IULM University on courses other than *Tourism, Management and Culture (or previous degree courses offered by the Faculty)*, enrolled at other universities or at IULM University on courses other than *Tourism, Management and Culture (or previous degree courses offered by the Faculty)* for the academic year 2023/24 who plan to graduate by the autumn session of the academic year 2023/24 (i.e. by 31 December 2024);

- *foreign graduates:* Italian or foreign citizens (EU and/or non-EU) in possession of a foreign admission qualification obtained in Italy or abroad. Student records will be assessed on an individual basis for students expecting to graduate by 31 December 2024.

1. Number of places available for the academic year 2024/2025

100 places

2. Admissions test fee

Registration for the test requires payment of a fee of €100. The test enrolment fee is not refundable under any circumstances (with the exception of failure to take the test due to the exhaustion of available places or at the behest of the University's governing bodies). Failure on the part of the candidate to participate in the test for any reason whatsoever does not constitute grounds for reimbursement.

Non-payment of the participation fee or payment after the deadline set for each session will preclude admission to the test.

3. Curricular requirements for admission

The Registrar's Office will verify that graduates or undergraduates meet at least one of the following curricular requirements:

1) to have been awarded or be about to be awarded a **first-cycle university degree** in one of the following **Degree Classes (or equivalent)** or an equivalent foreign degree qualification:

   - L-1 Beni culturali (Cultural Heritage)
   - L-5 Filosofia (Philosophy)
   - L-6 Geografia (Geography)
   - L-8 Ingegneria dell'informazione (Information Engineering)
   - L-10 Lettere (Arts)
   - L-11 Lingue e culture moderne (Modern Languages and Cultures)
   - L-12 Mediazione linguistica (Language Mediation)
   - L-15 Scienze del turismo (Tourism)
   - L-16 Scienze dell'amministrazione e dell'organizzazione (Administration and Organisation)
   - L-18 Scienze dell'economia e della gestione aziendale (Economics and Corporate Management)
   - L-19 Scienze dell'educazione e della formazione (Education and Training)
   - L-20 Scienze della comunicazione (Communication)

- L-21 Scienze della pianificazione territoriale, urbanistica, paesaggistica e ambientale (Territorial, Urban, Landscape and Environmental Planning)
- L-31 Scienze e tecnologie informatiche (Information Technology)
- L-33 Scienze economiche (Economics)
- L-37 Scienze sociali per la cooperazione, lo sviluppo e la pace (Social Sciences for Cooperation, Development and Peace)
- L-41 Statistica (Statistics)
- L-42 Storia (History)

2) for students who have graduated or are about to graduate in **subject classes other than those listed in Point 1**, to have acquired or be about to acquire at least **60 CFU credits in one or more of the following scientific-disciplinary sectors** (as part of their three-year degree course, or by passing single university courses, or by obtaining a university master's degree) by the dates for submitting the application for admission:

- IUS/07, IUS/09
- L-LIN/12
- SECS-P/01, SECS P/02, SECS-P/03, SECS-P/05, SECS-P/06, SECS-P/07, SECS-P/08, SECS-P/09, SECS-P/10, SECS-P/11, SECS-P/13
- SPS/01, SPS/04, SPS/07, SPS/08, SPS/09, SPS/11, SPS/12
- SECS-S/01, SECS-S/02, SECS-S/03, SECS-S/04, SECS-S/05, SECS-S/06
- MAT/05, MAT/06, MAT/08, MAT/09
- M-PSI/01, M-PSI/05, M-PSI/06
- INF/01

Applications will not be accepted from graduates from **AFAM Institutes** (**Istituzioni di Alta Formazione Artistica, Musicale e Coreutica**).

Applications from **students or graduates of SSML Institutes** (**Scuole Superiori per Mediatori Linguistici**) will be assessed on an individual basis considering the applicants' study plans and in accordance with the provisions of the relevant rules and regulations. Before completing the application for admission online, SSML applicants must send a detailed exam certificate by email to: ammissioni.magistrali@iulm.it. Only after approval by the Coordinator for Master's Degree Courses will applicants be able to apply for admission online.

4.   Language requirement: English language proficiency to at least level B2

English language proficiency to a level of at least CEFR level B2 will be verified in one of the following ways:
- obtaining one of the following language certificates after 1 January 2022: IELTS with a score of at least 5.5; TOEFL iBT with a score of at least 87; Cambridge English with a score of at least 165
- obtaining (in Italy or abroad) a Bachelor's degree in a course held in English
- passing the Linguaskill test at IULM University with a score of at least 165 (only for candidates from IULM University courses)
- passing the Assessment Test (offered at no extra cost by IULM University for candidates without either of the above requirements) with a grade of at least level B2 in both the Listening and Use of English sections
- having already passed the Assessment Test at IULM University with a grade of at least B2 in both the Listening and Use of English sections in one of the admissions sessions of the academic year 2023/24 (and in any case not before 1 February 2023)

The Assessment Test (Oxford Placement Test, offered online at no extra cost by IULM University) will be held on one of the following dates:

- 1st session: 14 February and 6 March 2024
- 2nd session: 10 and 23 April 2024
- 3rd session: 18 June 2024 (only if places still available or only for non-EU students)
- 4th session: dates to be defined only if places still available or only for non-EU students.

The language requirement will be considered to have been met by passing the Assessment Test with a level of at least B2 in both the Listening and Use of English sections.

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5. Knowledge of the Italian language

Candidates who are not native speakers of Italian and/or non-Italian citizens are required to declare their level of knowledge of the Italian language when applying for the admissions test, and they must obtain by the end of their course of studies the required qualification attesting to written and oral proficiency in Italian.

In this regard, candidates who are not native speakers of Italian and/or non-Italian citizens should read the "Procedures for assessing and acquiring levels of language proficiency in Italian" published on the University website.

6. Further language knowledge

For the LM-49 Class of Master's Degrees in the "planning and management of tourist systems", Ministerial Decree 270/2004 provides for the "good knowledge, in written and oral form, of at least two languages (of which at least one is of the European Union) in addition to Italian", among the qualifying educational objectives to be achieved prior to completing the course of studies.

In this regard, candidates who are not native speakers of Italian and/or non-Italian citizens should read the "Procedures for assessing and acquiring levels of language proficiency in a second foreign language" published on the University website.

7. Supplementary requirements for admission in the second year of the course to the University of Central Florida

At the Rosen College of Hospitality Management (UCF) – **Course in** *Hospitality and Tourism Management at the University of Central Florida – Rosen College of Hospitality Management (UCF)*

https://graduate.ucf.edu/international-applicants/

- TOEFL certification with a minimum score of 220 (computer-based) or 80 (internet-based), or IELTS certification with a minimum score of 6.5, obtained less than two years ago, or, if still to be taken, to be obtained preferably prior to enrolment in the first year and in any case no later than 30 November 2024;

- an average degree mark of at least 3.0 out of 4.0 on the GPA scale (which generally corresponds to an average mark of at least 27/30 on a first-cycle degree course when taking final examinations). The GPA certification must be obtained from the following body: WORLD EDUCATION SERVICES (WES). The GPA certification must be presented on enrolment. The Registrar's Office reserves the right to evaluate the admission of students with the certification process still in progress on an individual basis;

- first-year exams in the Master's Degree Course *Managing hospitality and guest services organizations (6 CFU), Marketing Strategies in Hospitality and Tourism (18 CFU), Critical Issues in Hospitality & Tourism Human Resources (6 CFU), Geography for Sustainable Tourism Development (9 CFU) and Accounting and Financial Management (6 CFU)* passed with a mark of at least 26/30 (the equivalent of a grade B in accordance with an Agreement with UCF).

8. Admissions test sessions and deadlines for applications for admission

- 1st session: **written test 20 March 2024 – oral test 22 March 2024**
- 2nd session: **written test 3 May 2024 – oral test 10 May 2024**
- 3rd session: **written test 27 June 2024 – oral test 4 July 2024** (only if places still available or only for non-EU students)
- 4th session: dates to be defined only if places still available or only for non-EU students

The application must be submitted by

- 1st session: 26 February 2024
- 2nd session: 17 April 2024
- 3rd session: 11 June 2024 (only if places still available or only for non-EU students)
- 4th session: dates to be defined only if admissions test is to be held

Students who fail to pass the test in one session may apply for a subsequent session using the online procedure, without having to pay a further test enrolment fee, subject to verification of the availability of places.

The dates of the tests already scheduled are subject to changes, which will be communicated to the candidates in advance.

The tests will be carried out online.

9. Confirmation of enrolment

Enrolment will be confirmed upon payment of the first instalment.

Students admitted in the first session must complete enrolment by **15 April 2024.**

Students admitted in the second session must complete enrolment by **30 May 2024.**

Students admitted in the third session must complete enrolment by **29 July 2024.**

Students admitted to the fourth session must complete enrolment by the date set only if the admission test takes place.

Depending on the number of admissions and the number of remaining places, the deadlines for enrolments may be shortened to allow the scrolling of the ranking list.

For internal students enrolled in the third year of their degree course in the academic year 2023/24, applicants for the first session for enrolment in the Master's Degree Courses for the academic year 2024/25, the deadline for payment of the third instalment for the academic year 2023/24 is deferred to 20 April 2024 (instead of 31 March).

For students not yet in possession of a degree certificate, enrolment is to be considered "conditional" on obtaining the degree. Students with a conditional offer are obliged to communicate, through the online services, the date and grade of the degree obtained as soon as they are announced, and to attach a copy of the degree certificate (or self-certification) as soon as it is available, and in any case no later than 31 December 2024.

Students unable to complete enrolment owing to failure to obtain a degree qualification before 31 December 2024 will have their enrolment officially annulled. **Under no circumstances will the first instalment or the enrolment fee for the admissions test be refunded.**

10. Test procedures

All **Italian candidates** must demonstrate proficiency in the English language to at least level B2 (see point 4).

Only candidates, both internal and external, who have demonstrated proficiency in the English language to a level of not less than B2 will be admitted to the following tests:

- written test in English comprising closed-ended questions and one open-ended question, aimed at assessing logical, critical and verbal reasoning skills, as well as testing basic knowledge regarding the disciplinary field of the degree course;
- oral test aimed at assessing knowledge and skills.

Foreign candidates must demonstrate proficiency in the English language to at least level B2 (see point 4).

Foreign candidates who have demonstrated proficiency in the English language to a level of not less than B2 will be admitted to the following tests:
- written test in English comprising closed-ended questions, aimed at assessing logical, critical and verbal reasoning skills, as well as testing basic knowledge regarding the disciplinary field of the degree course;
- assessment of skills and knowledge by uploading onto the platform provided by the University texts and videos related to the set questions.

At the time of enrolment, texts or online courses may be recommended for all categories of candidates to follow before the start of the courses.

11. Recommended bibliography for test preparation

The following bibliography is for guidance only and is suitable for all applicants:

<u>Business Administration</u>

G. Johnson, R. Whittington, K. Scholes, D. Angwin, P. Regnér, P. Atrill, E. McLaney, *Management*, Pearson-Text-Builder (Prof. Federica Ricceri Course in Bachelor's Degree in Corporate Communication and Public Relations - IULM University)

Marketing:

Kerin et al., *Marketing*, McGraw-Hill Capp. 1, 2, 3, 5, 9,14,15,16. (15th or 16th edition) versione in inglese

Tourism:

J. Fletcher, A. Fyall, D. Gilbert, S. Wanhill, *Tourism. Principles and Practice*, 6th Edition, Pearson, 2017; (Chapters 1-3; 6-10; 13-14; 16-18)

Territory:

S. Williams, A.N. Lew, *Tourism geography. Critical understandings of place, space and experience*, Routledge, 2015 (Ch. 1,2,3,4,5,6)

12. Applicants with disabilities and Specific Learning Disorders (DSA) ADHD, Autism

In order to guarantee equal opportunities in carrying out the tests, applicants with disabilities in possession of a certificate of civil incapacity and/or recognition of the state of disability pursuant to Law 104/92, and applicants with Specific Learning Disorders (DSA), in possession of DSA certification pursuant to Law 170/2010 will be able to upload the documentation in PDF format during the online test enrolment procedures. Students with ADHD and Autism must also upload the documentation certifying the disorder using the online procedure. The documentation must be currently valid and legally compliant. Specific requests for dispensation and/or compensatory measures for the admissions test must be submitted at least 10 days in advance by sending an e-mail to the diversaMENTE service.

For any further clarifications or needs, please contact the diversaMENTE office at: diversamente@iulm.it tel. 02.891412200.

13. Privacy policy for the processing of personal data

The University provides for the processing of personal data in accordance with Regulation (EU) 2016/679 (European General Data Protection Regulation), and Legislative Decree 196/03 and subsequent amendments and additions. The privacy policies relating to all services are accessible at https://www.iulm.it/it/servizio/privacy-policy

14. Contacts

For information regarding application procedures and related administrative matters please visit our website: New students - Enrolments – Master's Degree Courses, or contact the Registrar's Office: email ammissioni.magistrali@iulm.it

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