



UNIVERSITÀ DI NAPOLI
L'ORIENTALE

Area Servizi alla Didattica e Ricerca

Ufficio Programmazione e Gestione Offerta Formativa Post-Laurea

Regulation for the Operation of the First-Level Master's Degree in Global Management for China

Article 1 – ESTABLISHMENT AND/OR ACTIVATION

The University of Naples L'Orientale, on the initiative of the Department of Human and Social Sciences, in collaboration with the University of Macerata, University of Roma Tre, University of Ca' Foscari Venice, and University of Bergamo, will activate the Master's degree program in Global Management for China for the 2024/25 academic year.

1. The Master's degree lasts one academic year, totaling 60 credits, equivalent to 1,500 hours.
2. The enrollment fee is 4,800 euros.

Article 2 – PURPOSE AND EDUCATIONAL OBJECTIVES

The purpose of the Global Management for China Master's program is to train professionals capable of working in economic and commercial relations with China, also promoting bilateral relations between Italy and China. The educational path includes lectures, exercises, and testimonies from professionals and experts in legal, socio-political, economic, business, and linguistic modules. It is based on two fundamental aspects: knowledge of the Chinese language and a practical/applicative approach. The instruction will be conducted in English.

Article 3 – EMPLOYMENT OPPORTUNITIES

The Master aims to train professionals with a good knowledge of the Chinese language and the managerial skills necessary to work in economic and commercial relations with China. These skills can also be applied in institutional and cultural relations, as demonstrated by students from previous editions of the Master. Many graduates have found jobs in the commercial area (customer and supplier relations) and in support of strategic management.

Article 4 – TARGET AUDIENCE

1. To be admitted to the Master's program, candidates must have at least a three-year degree or equivalent.
2. Candidates must also demonstrate:
 - Knowledge of the Chinese language (certified by HSK 4 or at least 24 ECTS of Chinese language with an average of 28 or higher, or assessed through the admission test);
 - Knowledge of English (certified by a B2 level certificate or assessed through the admission test).

3. Students about to graduate may also be admitted provisionally, provided they obtain the degree required for admission within one month from the start of the program. In this case, enrollment in the Master's program can only be finalized after obtaining the qualification required for admission.
4. Candidates holding a foreign degree equivalent in level, nature, content, and rights (access to further courses) to the Italian degree required for admission to the program may also apply for enrollment in the Master's program. Enrollment is subject to the evaluation of the degree's suitability by the Board of Directors, as well as passing the selection test.
5. To be admitted to the Master's Program/Course in Global Management for China, candidates must pass an evaluation of qualifications and an interview.
6. The number of admitted students to the Master's Program/Course in Global Management for China is set at a minimum of 15 and a maximum of 30.
7. Classes will be held online via the Teams platform. After the admission tests, the possibility of holding some in-person teaching sessions at L'Orientale will be discussed with the students – in such cases, the option to attend lessons remotely will still be guaranteed.

ART. 5 – PARTICIPATION PROCEDURE

Application Procedure for Participation

The application for participation must be completed online through the university's digital system by registering on the Online Services Portal: <https://iuo.esse3.cineca.it/Start.do>.

Applicants who already have access credentials can log in directly by selecting "Login."

After completing the registration, click on the menu in the upper-right corner, select the "Registered Area" – "Admission Competitions" – "First-Level Master's" – "Master in Global Management for China," and proceed with the guided procedure.

The application, including all required attachments, must be submitted by **12:00 PM on February 3, 2025**, under penalty of exclusion.

Applications that do not comply with the requirements will not be considered.

- A) A front-and-back copy of a valid identification document;
- B) A signed curriculum vitae containing a declaration, pursuant to Articles 46 and 47 of Presidential Decree 445/2000, detailing completed studies with the final grade, a detailed list of any qualifications and certificates deemed useful for the selection process, and any relevant educational or professional experiences;
- C) If applicable, copies of language certifications in Chinese and English as specified in Article 8;
- D) Copies of any qualifications and certificates that contain non-self-certifiable information.

Italian Public Administration entities cannot accept or request certifications containing information already in the possession of other Public Administration entities. Applicants can provide self-certifications and these will be accepted. These provisions do not apply to certificates containing information not available to the Italian Public Administration.

Candidates holding a foreign degree must submit their application, required attachments, and the degree certificate (or an authenticated copy thereof), accompanied by an official translation in Italian, legalization, and a "Dichiarazione di Valore in Loco" issued by the competent Italian diplomatic/consular authority in the country where the issuing institution is based. The "Dichiarazione di Valore in Loco" may be replaced by a certificate issued by official foreign entities, ENIC-NARIC centers, or a Diploma Supplement.

Translation and Legalization Requirements for Documents

Documents written in a foreign language must be accompanied by an official translation in Italian. The translation can be carried out in the country of origin or in Italy by local courts, official translators, or sworn translators, and must be legalized by the Italian diplomatic/consular authority competent for the territory, unless specific agreements apply.

Educational qualifications must be legalized by the competent authorities of the issuing country if required by local regulations.

Legalization is replaced by the "Apostille" stamp, affixed by the competent local authorities in countries that are signatories to the Hague Convention of October 5, 1961.

Legalization is not mandatory if the educational qualification was issued by a country adhering to the European Convention of Brussels of May 25, 1987, ratified by Italy with Law No. 106 of April 24, 1990 (Belgium, Denmark, France, Ireland), or by Germany under the Italo-German Convention on the exemption from legalization of documents, concluded in Rome on June 7, 1969, and ratified with Law No. 17 of April 12, 1973.

For reference, the regulations can be found at: <http://www.studiare-in-italia.it/studentistranieri/>.

Non-EU candidates residing abroad must request a student visa from the competent Italian Diplomatic Representation.

Additionally, they are required to provide: A copy of their tax code ("codice fiscale"); A copy of a valid residence permit or a receipt confirming the submission of the residence permit application. In the latter case, candidates are obligated to submit a copy of the residence permit by the conclusion date of the course.

ART. 6 – ENROLLMENT CONFIRMATION PROCEDURE, TUITION FEE, AND PAYMENT METHODS

Admitted candidates must confirm their enrollment in the First-Level Master's Program in **Global Management for China** by paying the first installment of the tuition fee within the specified deadline. Payment instructions will be detailed in a subsequent notice published on the website of the University of Naples "L'Orientale" (www.unior.it) under the section: *Postgraduate Educational Offer Management Office* <https://www.unior.it/it/studia-con-noi/didattica/offerta-formativa/master>

The total tuition fee for the Master's program is **€4,800.00**, payable in two installments:

First installment: €2,400.00 (including the virtual stamp duty), to be paid at the time of enrollment confirmation (registration to the course).

Second installment: €2,400.00 (including the virtual stamp duty for the degree application and the contribution for issuing the Master's diploma), to be paid no later than **May 31, 2025**.

Additionally, along with the first installment, students must pay the **regional fee for the right to study**, as required by Law No. 549/1995. The amount is determined based on the *ISEE "University"* income bracket as follows:

- Income *ISEE "University"* up to €20,220.00: €125.50
- Income *ISEE "University"* from €20,220.01 to €40,440.00: €146.50
- Income *ISEE "University"* above €40,440.00: €167.50

Participation in internships and the final examination to obtain the degree is contingent on the payment of the second installment.

The tuition fee does not include transportation or accommodation costs for travel and internships.

Both installments must be paid independently through the **PagoPA** system. Payment options include:

- Online banking (Internet banking).
- Credit card.
- In-person payment at bank branches, ATMs, Sisal and Lottomatica outlets, or other payment service providers adhering to the PagoPA system.

Steps to Make the Payment:

- Log in to your personal student account with your UniOr credentials.
- Click “Login” and enter your authentication credentials to access the *Reserved Area*.
- Select the “Payments” option, then: Use the “Print PagoPA Notice” button to print the payment notice, or click the “Pay with PagoPA” button to pay directly online.

Art. 7 – SELECTION PROCESS

The selection of candidates will be carried out by a Commission proposed by the Scientific Council of the Course and appointed by the Rector. Candidates will be notified with adequate advance notice and invited to participate via an online platform. One week prior to the selection process, the relevant administrative office will publish a notice on the university’s website at the following link: <https://www.unior.it/it/studia-con-noi/didattica/offerta-formativa/master>

Any issues preventing participation in the selection process at the scheduled time must be promptly communicated via email to the Postgraduate Educational Offer Management Office at postlaureacorsispec@unior.it. For such candidates, the Commission reserves the right to set an alternative time to allow them to complete the selection process.

The Committee will verify that candidates meet the admission requirements by reviewing the applications submitted by those who have applied for the Master’s program.

The candidate selection process includes:

1. Evaluation of the candidate’s academic record and qualifications.
2. For candidates who do not possess the required language certifications, two tests will be conducted, with a potential interview in both Chinese and English.
3. Motivational/aptitude interview in English.

The selection results will be formalized based on the following scores:

<i>Evaluation criteria</i>	<i>Maximum score: 30/30</i>
Evaluation of academic record and qualifications	Up to 10 points
Tests and potential interview	Up to 10 points
Motivational/aptitude interview	Up to 10 points

In the event of a tie, preference will be given to the younger candidate. The general merit ranking compiled by the Committee based on the above criteria will be published on the university website by February 2025. The publication serves as official notification to the candidates, who, from that moment, can confirm their enrollment according to the specified methods and deadlines.

Art.8 – EDUCATIONAL STRUCTURE

Courses/Subjects	GDS.	Teaching hours	Credits
Comparative Law	12/GIUR-11	18	3
Commercial Law	12/GIUR-02	18	3
International Law	12/GIUR-09	24	4
History and Institutions of China	14/GSPS-04	30	5
Economy and Industrial Policy (China)	13/ECON-04	42	7
International marketing and business management	13/ECON-07	30	5
Communication, media and intercultural management	14/GSPS-06	18	3

Business, Accounting, and Globalization	13/ECON-06	18	3
Business Chinese	10/ASIA-01	42	7
ICT e Media	10/PEMM-01	30	5
Workshop		24	3
Total classroom teaching		294	49
Internship		300	10
Individual study			906
Final exam		1	
TOTAL		1500	60

Art. 9 – METHODS OF CONDUCTING INTERIM AND FINAL EXAMS

Interim assessments:

At the end of each teaching module, an interim assessment is conducted to evaluate the knowledge acquired. The format of the assessment is defined by the module instructors. Passing these assessments is mandatory to earn the course credits. The assessments are graded out of 30 points, with a passing score of at least 18/30. All interim assessments must be completed, and their results contribute to the final course grade, along with the project work or internship and the final exam. Admission to the interim assessments is contingent upon regular participation in the course activities, as verified by the Master's Program Board.

Final exam:

The final exam, individual or in a group, involves producing and presenting a paper related to the project work or internship before a designated committee. It is graded out of 110 points, with a passing score of at least 66/110. If the score is below 66/110, the exam can be retaken only once, under conditions set by the Master's Program Board. Admission to the final exam is granted only after passing all interim assessments and verifying regular participation in the activities of each module, as well as meeting the attendance requirements.

Art. 10 – ISSUANCE OF THE FINAL DEGREE

At the conclusion of the program, the University of Naples L'Orientale, the University of Macerata, Roma Tre University, Ca' Foscari University of Venice, and the University of Bergamo jointly award the First-Level University Master's Degree in "Global Management for China" to those who have successfully passed all the required assessments and complied with the obligations outlined in this announcement. This degree is granted under Article 3 of Ministerial Decree 270/2004, with the award of 60 university credits (ECTS).

Art. 11 – DIRECTOR/PROPONENT

The Director of the Master's program in Global Management for China is Prof. Pietro Paolo Masina.

Art. 12 – SCIENTIFIC COUNCIL/PROPONENT COMMITTEE

The Scientific Council consists of the following professors:

1. Alessandra De Chiara
2. Pietro Paolo Masina
3. Luisa Maria Paternicò
4. Valeria Varriano

Art. 13 – ORGANIZATION OF THE MASTER'S PROGRAM IN GLOBAL MANAGEMENT FOR CHINA

1. The schedule includes a period of intensive classes from March to June, followed by an internship or project work from June to September.
2. Classes will start on March 1, 2025, and will end on June 30, 2025.
3. The program is negotiating with a university in Shanghai to offer the Business Chinese course in China, with scholarships provided to cover tuition fees, room, and board for all students. If the agreement is finalized, a stay in China for about three weeks between July and August 2025 will be required.
4. Classes will generally be held from Monday to Thursday, with Fridays reserved for group work and individual study.
5. Attendance is mandatory.
6. Upon completing the classes, students will undertake a 300-hour curricular internship in Italy or abroad. Negotiations are ongoing with a partner university to allow interested Master's students to complete their internship in China. However, it will also be possible to complete the internship at qualified companies or institutions in Italy (or other countries, when relevant),

ART. 14 - SUBSTITUTIONS AND WITHDRAWALS

If enrollment is not confirmed by the deadline or if eligible candidates explicitly withdraw, suitable candidates from the ranking list may be invited to enroll, provided that less than 10% of the course teaching has been completed. Notifications will be sent via email.

To withdraw from the program, enrolled students must submit a formal request, stamped with a €16.00 duty stamp, accompanied by a front-and-back copy of a valid identification document. The request must be sent via email to postlaureacorsispec@unior.it

No refunds will be issued for fees already paid in the case of withdrawal. Withdrawal is a formal act through which the student unilaterally terminates their relationship with the University of Naples "L'Orientale." Withdrawal results in the loss of student status and the closure of the student's academic record, except for earned credits, which may be subject to validation.

If the required minimum number of students (15) is not reached, the course will not be activated.

ART. 15 ADMINISTRATIVE MANAGEMENT

The administrative and financial management is entrusted to the Postgraduate Educational Offer Management Office at Via Nuova Marina n. 59, Naples, which also handles the financial management, the contracts of the course lecturers, the preparation of documentation for the Collegiate Bodies, the selection call for course admission, the enrollment of students, the management of student records in Esse3, and the issuance of the Master's diploma. The person responsible for the procedure is Carmine Bottillo, Head of the Postgraduate Educational Offer Management Office. Email: cbottillo@unior.it, Phone: +39 0816909340.

ART. 16 – USE OF THE INSTITUTIONAL EMAIL ACCOUNT

Administrative information is published on the university website: www.unior.it, under the Postgraduate Educational Offer Management Office | Master's Programs | University of Naples "L'Orientale" section.

Each enrolled student will have an institutional email account activated as soon as the enrollment in the course is finalized.

ART. 17 – PROCESSING OF PERSONAL DATA

The personal data provided will be processed for operations related to enrollment and participation in the course, in compliance with the provisions of Regulation (EU) 2016/679, General Data Protection Regulation (GDPR).

IL RETTORE
Roberto Tottoli

AFFISSO ALL'ALBO DELL'ATENEO REP. _____ PROT. _____ DEL _____

IL DIRETTORE GENERALE
Dott. Giuseppe Festinese



UNIVERSITÀ DI NAPOLI
L'ORIENTALE

Area Servizi alla Didattica e Ricerca

Ufficio Programmazione e Gestione Offerta Formativa Post-Laurea

Al Magnifico Rettore
dell'Università di Napoli
L'Orientale
Ufficio Programmazione e
Gestione Offerta Formativa Post
Laurea

Allegato A

OGGETTO: Domanda di partecipazione al Master Universitario di I livello in “Global Management for China” a.a. 2024/2025.

Il/la sottoscritto/a _____ nato/a _____ (prov.) _____

il _____ residente a _____ (prov.) _____ cap _____ via _____

CF. _____

cell _____ email _____

chiede

di partecipare alla selezione per l'ammissione al Corso in oggetto.

Allega:

- A) copia fronte/retro di un documento di riconoscimento in corso di validità;
- B) curriculum firmato contenente dichiarazione, resa ai sensi degli artt. 46 e 47 del D.P.R. 445/2000, circa gli studi compiuti con indicazione della votazione finale; elenco dettagliato degli eventuali titoli ed attestati che il candidato ritenga utili ai fini della selezione e le eventuali esperienze formative e professionali maturate;
- C) se in possesso, copia delle certificazioni linguistiche in lingua cinese e inglese di cui all'art. 8;
- D) copie di eventuali titoli ed attestati che contengono informazioni non autocertificabili.

Data,

Firma _____