

Examination Regulations
for the consecutive master degree programme “European Master in Business Studies” (EMBS) of
the Department of Economics and Management at Università degli Studi di Trento, Italy, the IAE at
Université Savoie Mont Blanc, Annecy, France, the Fachbereich Wirtschaftswissenschaften at
Universität Kassel, Germany, and the Facultad de Ciencias Económicas y Empresariales at
Universidad de León, Spain

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I. General Regulations

§ 1 Scope

The examination regulations for the consecutive Master's degree programme "European Master in Business Studies" (EMBS) of the Department of Economics and Management at Università degli Studi di Trento, Italy, the IAE at Université Savoie Mont Blanc, Annecy, France, the Fachbereich Wirtschaftswissenschaften at Universität Kassel, Germany, and the Facultad de Ciencias Económicas y Empresariales at Universidad de León, Spain, are appended to the general examination regulations for the Bachelor and Master degree programmes at these universities in the version actually being in force.

§ 2 Academic Degrees, Profile

(1) After completion of the master degree examination the Università di Trento, Italy, the Université Savoie Mont Blanc, Annecy, France, the Universität Kassel, Germany, and the Universidad de León, Spain, jointly award a second level academic degree within the European Higher Education System for the programme "European Master in Business Studies" (EMBS) corresponding to the following four national degrees:

- In the Italian University system, to a "Laurea Magistrale in CLASSE LM77 Lauree Magistrali in Scienze Economico-Aziendali";
- In the French University system, to a "Master de Droit, Economie, Gestion, Mention Management"
- In the German University system, to a "Master of Arts"
- In the Spanish University system, to a "Master Universitario en Europeo en Dirección de Empresas".

(2) The degree programme "European Master in Business Studies" is designed as an application-orientated degree programme. The Diploma Supplement - drafted according to the model developed by the European Commission, Council of Europe and UNESCO/CEPES - contains the details.

§ 3 Regular Period, Scale and Structure of Studies

(1) The regular period of study for the master programme amounts to four semesters (one semester in each of the participating universities), including the company project according to § 8, the master thesis module according to § 9, and the internship module according to § 10.

(2) Students of the EMBS programme obtain 120 ECTS credits, out of which 15 ECTS credits are allocated to the master thesis (including the colloquium) and 10 ECTS credits to the internship.

(3) The master programme starts each winter semester at the Università di Trento. The 2nd semester is run at the Université Savoie Mont Blanc, Annecy, the 3rd semester at the Universität Kassel, the 4th semester at the Universidad de León.

(4) As an exception rule, consistently with some specific national regulations, internships may be extended until the date of graduation.

(5) The entire study programme, including exams, is held in English.

§ 4 Examination Board

(1) All decisions on examination matters (*exams, internship, company project, master thesis report*) are taken by the joint examination board “European Master in Business Studies”.

(2) The examination board is formed by the participating universities.

(3) The examination board consists of:

- a) four professors of the degree programme “European Master in Business Studies”.
- b) one research assistant or lecturer,
- c) one student of the master programme.

(4) The members of the examination board are entitled to attend the examinations.

§ 5 Types of Examination, Module Examinations, Repeat Examinations

(1) Examinations are specified in the module handbook and can be:

- examinations in writing (indicative duration 90 to 120 minutes),
- oral presentations (indicative duration 15 to 30 minutes),
- presentations with written elaboration (10-30 minutes, 5-15 pages)
- oral examinations (indicative duration 15 to 30 minutes),
- homework essays,
- seminar papers (15-25 pages, with or without presentation),
- group work with individualised contributions of the participating students,
- other academic achievements, such as (individualised) case study solutions,
- a combination of several of the aforementioned modes.

The type of examination for a module is determined by the lecturer at the beginning of the course to which the module examination refers, within the framework of the specifications of the study and examination plan.

(2) Module examinations can also consist of several part-module examinations.

(3) The module examination has been passed, when it is at least ranked “sufficient” (18 in Italy, 10 in France, 4 in Germany, 5 in Spain).

In case of failure a module examination can be repeated twice. Module examinations which have been passed cannot be repeated.

(4) If a module examination consists of several part-module examinations and one or more of these part-module examinations are not ranked “sufficient” or better they can be repeated twice. If there is the possibility to select among different part-modules a change of the subject is no longer possible for the repeat examination. A repetition of part-module examinations which have been passed is not allowed.

(5) If a student does not attend an examination or does not comply with other obligations of these examination regulations, e.g. related to company project, master thesis, internship (§§ 8, 9, 10), unless for reasons he/she is not responsible for, he/she will have failed the corresponding module / part-module. If the student cannot be held responsible, the examination board decides on how the student can fulfil the requirements.

II. Master Qualification

§ 6 EMBS Admission Requirements

(1) Applicants can only be admitted to the European Master in Business Studies if before the start of the programme they:

a) have passed a bachelor degree or an equivalent degree (at least amounting to 6 semesters and 180 ECTS) with at least an overall national grade of 2,5 in Germany, 95 in Italy, 13 in France, 6,5 in Spain or the equivalent in other countries.

b) have working knowledge of the English language (B2 level of the Common European Framework of Reference for Languages), proved e.g. by a 560 paper-based (87 internet-based) TOEFL or IELTS 5.5 or equivalent test results on the basis of corresponding certificates. Test results are only required if the applicant's first language is not English or if the language of instruction of his / her previous degree is not English.

c) have good knowledge of the most common computer applications.

d) in case of fulfilling a), b) and c) have passed an individual assessment of their knowledge and aptitude/suitability concerning the EMBS programme's content.

(2) The contents of the prior studies required in (1)a) must comply with the requirements of the "European Master in Business Studies" and, in particular, provide sufficient economic and managerial knowledge on the basis of a relevant study programme. They must contain at least an amount of 50% of courses in general belonging to bachelor studies of management / economics. The fulfilment of the requirements is to be documented and to be submitted with the application.

(3) The Admission Board (in Germany: Examination Board) can also decide to admit a candidate on condition that he/she passes additional courses before the start of the programme.

(4) Applicants who do not have yet completed their Bachelor's degree, can apply for the EMBS master's programme, provided they graduate by the end of October of the application year. Such applicants will not be admitted unconditionally to the programme, but may be "conditionally admitted" as long as the certificate remains outstanding. Formal enrolment to the programme can only be granted, however, when the Bachelor's certificate is submitted.

(5) Credits can be transferred in accordance with the provisions of the Lisbon Convention. Students can submit an application to the Examination Board for this purpose. The Head of the Examination Board will decide on the transfer of credits.

§ 7 Course Modules

(1) The EMBS programme consists of module / part-module examinations listed in (2), including company project, master thesis, and internship according to §§ 8, 9, 10.

(2) Modules and part-modules part of the master degree (altogether 120 ECTS credits) are listed in Annex 1 Course scheme.

(3) All modules are mandatory. Each semester's workload is worth 30 ECTS credits. 1 ECTS credit stands for a workload of 25 hours (class attendance, preparation and reworking of classes, examinations and their preparation).

§ 8 Company Project

Each student has to participate in a company project during the fourth semester, consisting of applied research for a company. The company project is a group work. The evaluation criteria are defined in the handbook. The individual contributions have to be identified.

§ 9 Master Thesis

(1) 15 ECTS credits are allocated to the master thesis and its presentation.

(2) The topic of the master thesis is defined at the beginning of the third semester. The total working time for the master thesis is about 12 weeks during the 3rd semester. Special time is allotted in the timetable. A prolongation of time beyond the final deadline is only possible if the student cannot be held responsible for a delay. The maximum prolongation for handing in the written report is altogether 6 weeks.

(3) After completion, the thesis is to be finally presented to a joint evaluation committee by the end of the third semester. The joint evaluation committee is composed at least of five members (including the chairman) chosen from among the professors and researchers of the partner universities.

(4) Besides the candidate, the reviewer and an observer (preferably the second reviewer) can take part in the final presentation.

(5) The master thesis report has to be handed in to the joint evaluation committee in due time (two bound written copies and an electronic one).

(6) The final assessment of both the master thesis and its presentation is delivered during the first half of the fourth semester. The weighting of the written report and the presentation for grading is 70% and 30% respectively, the final mark being up to 100%. In case of failure both final report and its presentation can be repeated once at the end of the studies.

§ 10 Internship

(1) Within the master programme a three-month internship (minimum duration) is mandatory; it has to be completed in a company / institution being relevant for the EMBS. The internship and its evaluation fall into the responsibility of the Universidad de León. The internship will be awarded with 10 ECTS credits.

(2) The basis of the evaluation is an internship report and an evaluation recommendation of the company. The report is weighted with 70% of the final grade, the recommended evaluation by the company with 30% of the final grade.

§ 11 Evaluation and Grades

(1) All grades are expressed in the national grading system of the country where the (last) module / part-module examination takes place. The conversion table used for module grade calculation is reported in Annex II - Conversion tables. The same holds true for the calculation of the overall grade; this one is expressed in all four national grading systems. In the conversion process from a national grading system into another one, should a grade fall between two grades in the conversion table, the resulting grade is rounded up or down to the closest one (0,5 is rounded up to the better mark). Conversion can only be applied once on the basis of an original mark.

(2) Grades for modules, which consist of several part-modules with part-examinations, are calculated on the basis of the arithmetic mean of the respective parts, weighted with the corresponding credits.

(3) As far as the overall grade of the master programme is concerned it is calculated in compliance with the national rules as a weighted arithmetic mean of the course module grades, including company project, the master thesis, and the internship. As weights the corresponding ECTS credits are used. The overall grade is expressed in all four national grading systems, calculated on the basis of the aforementioned conversion table. For the Italian points for the master thesis the conversion table in Annex II - Conversion tables apply.

III. Concluding Provisions

§ 12 Entry into Force

These examination regulations will come into force according to the regulations of the partner universities, i.e. either on the day following their announcement in the official news bulletin of the universities involved or upon signature by the representatives of the four partner universities.

Appendix I - Course scheme

	ECTS
1st semester under the responsibility of the Università di Trento	30
European and International Commercial Law	6
Organizational Behaviour and Human Resources Management	5
Information System	5
International Accounting	5
International Strategic Management	9
2nd semester under the responsibility of the Université Savoie Mont-Blanc	30
Statistics and Marketing Research (8 ECTS)	
Part-module Principles of Marketing Research	4
Part-module Intensive study Programme	4
Purchasing and Supply Chain Management	5
European and global economics	6
European and global consumer behaviour	6
Financial markets and corporate finance	5
3rd semester under the responsibility of the Universität Kassel	30
Business negotiation	5
Distribution and pricing in the internet age	5
Research methods and thesis (20 ECTS)	
Part-module research methods	5
Part-module thesis	15
4th semester under the responsibility of the Universidad de León	30
Sustainable and responsible management	5
Communication challenges (10 ECTS)	
Part-module Consumer engaging communication	5
Part-module Company project	5
Innovation and entrepreneurship	5
Internship	10

Appendix II – Conversion tables

All grades are expressed in the national grading system of the country where the (last) module / part-module examination takes place. The following conversion table is used for module grade calculation. The same holds true for the calculation of the overall grade; this one is expressed in all four national grading systems. In the conversion process from a national grading system into another one, should a grade fall between two grades in the conversion table, the resulting grade is rounded up or down to the closest one (0,5 is rounded up to the better mark). Conversion can only be applied once on the basis of an original mark.

Mark in percentage	Germany	Italy	Spain	France
95,00-100	1	30L	the grade is calculated as 1/10 of the percentage=percentage/10	the grade is calculated as 1/5 of the percentage=percentage/5
90,50-94,99	1	30		
86-90,49	1,3	29		
81,5-85,99	1,7	28		
77-81,49	2	27		
74,00-76,99	2,3	26		
72,50-73,99	2,3	25		
70-72,49	2,7	25		
68,00-69,99	2,7	24		
67,00-67,99	3	24		
63,50-66,99	3	23		
60,00-63,49	3,3	22		
59,00-59,99	3,3	21		
57,50-58,99	3,7	21		
54,50-57,49	3,7	20		
52,50-54,49	4	19		
50-52,49	4	18		
<50	5	<18= FAIL	<5 = FAIL	<10 = FAIL

For the Italian points for the master thesis the following conversion table will apply:

Mark in percentage	Italian points for Thesis (up to 10 points)
95.00-100	10
89.00-94.99	9
83.00-88.99	8
77.00-82.99	7
72.00-76.99	6
67.00-71.99	5
63.50-66.99	4
60.00-63.49	3
54.50-59.99	2
51.50-54.49	1
50-51.49	0
<50	FAIL