



University of Macerata

Master Course in
**Relationships with the
Eastern Countries**



Specialization in
Institutional and Commercial Relationships
between Italy and Central/Eastern Europe



An international master course
with 40% foreign students coming from 5-7 countries
organized by one of the oldest Universities in Italy
in a region top exporter to Central/Eastern Europe
at the center of the largest European shoes district

FOURTH EDITION
September 2005 – June 2006

Master Course in Relationships with the Eastern Countries

- Fourth Edition -

ANNOUNCEMENT OF SELECTION FOR 15 SCHOLARSHIPS

The University of Macerata, together with the Club of Economic and Commercial Counsellors of Foreign Embassies in Italy, thanks to financial support of European Social Fund and of Economic Development Department of Marche Region, offers to top Central-Eastern European students:

- **3 Scholarships** for the Master course including free tuition plus a 2.000 euro contribution to expenses;
- **12 Scholarships** for the Master course with free tuition.

MASTER PROGRAM. The Master is focused on Institutional and commercial relationships with Eastern countries two specializations:

Central/Eastern Europe and China.

It aims to provide students with high professional competences that might be used either in enterprises operating in Central and Eastern Europe or in China, or in institutions involved in development/international cooperation programs, or even in consulting firms that support enterprises in internationalisation strategies.

THE LECTURES. The lectures - **taught in English** - will be structured in 3 parts:

- **Part I - fundamentals** in economics, management, law, and EU policies/programming;
- **Part II - internationalisation:** international law, international marketing, international trade and international institutional relations;

by choice, one of the following parts:

- **Part IIIa – selling and investing in Central/Eastern Europe:** analysing strategic, legal and operational problems when selling and investing in these countries;
- **Part IIIb – selling and investing in China:** analysing strategic, legal and operational problems when selling and investing in China;

Classes take place from **September to December 2005**.
Stage is scheduled from **January to April 2006**. Some companies grant stageires a reimbursement of living costs.

THE PLACE. Lectures will be held in Civitanova Marche, a small beautiful town in Central Italy, in the heart of largest European footwear district. Monthly living expenses, considering a shared apartment and the university canteen, are roughly 450-500 euro.

THE APPLICATION PROCEDURE. The students, in order to apply for a scholarship through the Club of Economic and Commercial Counsellors of Foreign Embassies in Italy will have to:

- hold a Chinese, South-Eastern Asian or Central/Eastern European citizenship;
- have already achieved (or will achieve by the end of July) a bachelor diploma preferably in Economics, Political Science, Law or Engineering;
- send by July 30th a request of admission (as from the form that can be downloaded from www.unimc.it/masterest) plus a curriculum vitae and studiorum with a motivation letter
- send an attestation with level of knowledge of Italian and English languages.

Each candidate will be informed by e-mail and official letter of the result of his/her application: by July 8th if the application is received by June 30th, or by August 5th, when the final list of admission will be published.

THE ADMISSION PROCEDURE. The admitted students will send, no later than August 19th:

- an official certificate about the achieved Bachelor Diploma, with final mark and marks in every examination. The certificate must be officially translated in Italian, with a declaration from the competent Italian authority, located in the country where the diploma was granted, that says that the diploma is legally accepted in that country;
- two passport-type photos;
- a copy of passport or identity card and tax identification number.

In case the student doesn't enrol on time or renounce, other candidates in the final list will take its place according to the position in the list itself.

For additional information please contact
www.unimc.it/masterest - e-mail: masterest@unimc.it
asking to be put you in touch with the Economic Counsellors of the Embassy of your Country in Italy
or the General Secretary of the Club.