



Call for Applications Mobility a. y. 2024/2025: QTEM - Quantitative Techniques for Economics and Management - Masters Network

This call is open to:

1. Luiss students enrolled in the 1st year of the Master's Degree in Economics and Finance (all majors – except ROME) or in the Master's Degree in Corporate Finance during the academic year 2023/2024.
2. Students enrolled in the final year of the Bachelor's Degree - both from Luiss and from other Universities - who are willing and able to enrol in the Master's Degree in Economics and Finance (all majors – except ROME) or in the Master's Degree in Corporate Finance during the a.y. 2024/2025¹. Selected students must graduate by the Summer Graduation Session of the a. y. 2023/2024 (July 2024).
3. Graduates in a Bachelor's Degree - both from Luiss and from other Universities - who have not graduated before the Summer Graduation Session of the a. y. 2021/2022 (July 2022) and who are willing and able to enrol in the Master's Degree in Economics and Finance (all majors – except ROME) or in the Master's Degree in Corporate Finance¹.

The total number of available slots for the a. y. 2024-2025 is up to **20**.

The Commission might decide, by its non-disputable evaluation, to assign none, all or a part of the available slots.

Applications can be submitted from 8 until 26 January 2024 at 5:00 PM

Application Deadline	26 January 2024 at 5:00 PM
Selection Interviews	7 February 2024
Selection Results	By 7-9 February 2024
Confirmation of participation ²	Within one working day
Confirmation of the destinations for the Fall semester a. y. 2024-25 from QTEaM	March 2024
Deadline for submitting the final GMAT/GRE score, for selected students who handed in the application without the GMAT/GRE certificate	20 May 2024

¹ All QTEM candidates must comply with the minimum curricular requirements of the Masters Degrees they wish to enrol in and follow the procedures contained in the [Graduates Admission website](#).

² Please note that this confirmation is for the program. The ranking of the Fall 2024 destinations of each selected student will be sent to the QTEaM secretariat which will assign the destination by March 2024.



1. General Rules

Selected students will have the possibility to attend courses (up to two semesters of courses) at the partner university/universities (among the QTEM academic partners mentioned above) during the mobility/mobilities and have the credits recognized on their Luiss career at the end of the first or second year, depending on the year of the QTEM mobility. If compliant with every university's rules and QTEM rules and conditions, as for credits envisaged, attendance, deadlines, academic integrity, etc., participating students will obtain the final Master's Degree issued by Luiss, plus the QTEM Degree issued by the QTEM network.

Selected students will go abroad during the a. y. 2024-25 at up to two different partner universities (in two different countries) and will be registered at Luiss during their stay at the partner universities. They will not be required to pay additional tuition fees at the partner universities, but they will continue paying tuition fees to Luiss. Courses will be held in English at the partner universities. In specific cases the access to courses in the local language can be evaluated by the Luiss Academic Coordinator.

All expenses related to the participation in the program, notably transport, accommodation and food, administrative expenses, costs associated with securing a visa, medical/health/accident insurance, books and personal expenses, will be borne by students. Furthermore, students must comply with all the regulations of the QTEM program, as available in Appendix 1 and on the [QTEM website](#), in order to obtain the QTEM degree.

Selected students are required to read and understand the program's rules. These are to be considered binding to the successful completion of the QTEM program. Once selected, students are required to carefully read and sign the document "General Understanding on Mobility - QTEM".

Exams passed at the partner university during the mobility period will be transferred to the Luiss career according to the QTEM study plan which will be agreed upon before the mobility. It is not possible to request an official renounce of the grade's registration.

Students will be able to participate only if they are in regular time frame and have no pending administrative issues with Luiss.

Please note that due to Brexit and its end of the transition period starting from 1 January 2021, students with mobility to the UK may have to bear expenses related to student visa and healthcare surcharge as part of the visa application.

While every effort will be made to provide students with complete, accurate and timely information, Luiss reserves the right to change, amend, modify or revoke the aforementioned program. Luiss is not responsible for any cancellation or modification due to events beyond its control. If the program is cancelled or modified for these reasons, Luiss will inform all interested students in a timely manner.



1.1. QTEM Partners

QTEM Masters Network, hereinafter referred to as QTEM, offered by Luiss, is organized in cooperation with the following [partner universities](#):

Country (city)	QTEM academic partner	Short name for QTEM
Belgium (Brussels)	Solvay Brussels School of Economics and Management ULB - Université libre de Bruxelles	SBS-EM
Canada (Montreal)	HEC Montreal Business School*	HEC Montreal
China (Hangzhou)	Zhejiang University School of Management*	ZHEJIANG
China (Harbin)	Harbin Institute of Technology	HIT
China (Xiamen)	Xiamen University School of Management	XIAMEN
China (Suzhou)	International Business School Suzhou, Xi'an Jiaotong - Liverpool University	SUZHOU
Finland (Helsinki)	Hanken School of Economics	HANKEN
France (Nice)	EDHEC Business School	EDHEC
France (Paris)	Université Paris-Dauphine	DAUPHINE
Germany (Frankfurt)	Goethe-Universität Frankfurt Am Main Faculty of Economics and Business Administration	GOETHE
Germany (Munich)	Technical University of Munich - TUM school of management	TUM
Japan (Tokyo)	WASEDA University - Graduate School of Commerce and Graduate School of Economics	WASEDA
Morocco (Rabat)	RABAT Business School - International University of Rabat	RABAT
Netherlands (Amsterdam)	Universiteit van Amsterdam - Faculty of Economics and Business	UvA
Netherlands (Tilburg)	Tilburg University	TILBURG
Portugal (Porto)	Universidade do Porto FEP - School of Economics and Management	PORTO
Spain (Barcelona)	Universitat Pompeu Fabra - Barcelona School of Management*	UPF - BSM
Switzerland (Lausanne)	HEC Lausanne, Université de Lausanne Faculty of Business and Economics	HEC Lausanne
United Kingdom (Coventry)	Warwick Business School*	WBS
United Kingdom (Exeter)	University of Exeter - Business School	EXETER

*Specifics for destination:

- The following QTEM destination will be open only for the Spring semester 2025 and until further notice:
 - HEC Montreal
 - Universitat Pompeu Fabra – Barcelona School of Management
 - Warwick Business School



- Zhejiang University will be open as a QTEM destination only for the Fall semester 2024 and until further notice. We advise only the students of Economics and Finance to apply.

Please also read the further details regarding each destination on the QTEM website for partner's [academic calendars](#).

2. Requirements

Students will be able to participate if they hold the following requirements:

- 1) The English-language certificates, which must be submitted by the application deadline mentioned in paragraph 4. Application procedure, must not be older than two years from the start of the mobility (1 September 2024). Applicants must meet the requirements using a single test. Hence we will consider as valid the English-language certificates listed below that have been obtained from September 2022 onwards:
 - Official English language certificate accepted by the QTEM Network – for the accepted scores and tests please refer to the complete list of [English Requirements for QTEM students](#)
 - Accademia linguistica Trinity School di Roma C1 level
 - Luiss University Language Centre C1 level
 - International Secondary School Diploma totally taught in English
 - Bachelor's Degree totally taught in English

Please note that documents certifying the enrolment in Master's Degree in Corporate Finance or in Economics and Finance are not considered as an English certificate for the present call. Only certificates listed above will be accepted.

In case a Luiss student does not have an English language level issued by the Luiss Language Center (CLA) and does not hold one of the requested certificates, the student has also the possibility to take an ad hoc, free of charge test at the Accademia Linguistica Trinity School di Roma (Via dei Mille, 35) by 16 January 2024. To register, please send an email to the CLA (cla@luiss.it, cc International Development Office international@luiss.it) no later than 10 January 2024 at 5:00 PM. During the test the use of dictionary or other translation tools is not permitted.

During the registration process, students might opt for taking the test either in person at the Trinity School or online on the dedicated platform, with a final Skype interview for the oral assessment. Thus, students who have not a Skype account yet, are invited to create it in advance. For further information about the test and the language level as stated by Luiss please contact the CLA (cla@luiss.it) by January 10.

Students not eligible to take the ad hoc test mentioned above but interested in submitting a certificate issued by the Trinity School are allowed to do so but must note that: this is a fee-paying assessment test, which shall be reserved autonomously by the student. The test can be taken at any moment before the

application deadline. The test is available also for students holding other language certificates and/or a CLA language level.

- 2) GMAT or equivalent GRE with the following scores:
 - GMAT Exam (old version) certificate with a minimum score of 600/800 (a grade between 650 and 800 is strongly recommended) or an equivalent GRE (please refer to this website to find the table of equivalence [LINK](#)).
 - GMAT Exam Focus Edition certificate with a minimum score of 555/805 (a grade between 595 and 805 is strongly recommended) or an equivalent GRE.

The GMAT/GRE with the required score may be submitted after the application deadline mentioned in paragraph 4. Application procedure, though priority in the selection will be given to the students who already possess the aforementioned certificate. The GMAT/GRE with the required score must be in any case submitted no later than 20 May 2024, and, should a candidate fail to do so, they will be automatically excluded from the program.

GMAT CODE FOR QTEM

All QTEM candidates must send an official GMAT score to both the QTEM and Luiss. When taking the exam, the student needs to select both the QTEM program (named “QTEM”) AND Luiss University (“Luiss”) to receive a copy of the official score.

Though students can apply to the QTEM call with the unofficial score, selected candidates cannot be admitted to the QTEM network without an official score, so the above-mentioned procedure is very important. If the candidate has taken the GMAT or GRE in the past, they can order an “Additional Score Report” from the test publisher; QTEM will only accept official score reports received in this manner.

The sections required by the QTEM are the ones below:

- GMAT Exam (old version)
 - Quantitative Reasoning
 - Verbal Reasoning
- GMAT Exam Focus Edition
 - Quantitative Reasoning
 - Verbal Reasoning
 - Data Insight
- GRE
 - Quantitative Reasoning
 - Verbal Reasoning

Further information on the GMAT and GRE is available on the [QTEM web page](#) and on the online forum [Understanding and preparing for the GMAT](#), organized by QTEM and GMAC.



3. QTEM Program Rules

In order to obtain the QTEM Degree, students will need to:

- do 1 or 2 exchanges (Track 1: one exchange / Track 2: two exchanges) at up to two different partner universities, in two different countries
 - students must successfully complete a minimum of 22 semi or highly quantitative credits on average per QTEM exchange
- do 1 quantitative internship of at least 240 working hours
 - The internship submission and evaluation will be managed through the QTEM intranet, via the Paperless Internship Manager (PIM) – further information is provided to selected students through the QTEM Internship Handbook.
 - As the internship is compulsory in order to obtain the QTEM Degree, QTEM and Luiss will provide support on the research of the position, nonetheless students are the sole responsible to secure a work position or internship. Selection procedures are autonomously conducted by the companies and both QTEM and Luiss are not to be held responsible for the work/internship selection result.
- pass the [QTEM GLOBAL BUSINESS ANALYTICS CHALLENGE](#) [GBAC], which consists in:
 - Two online courses:
 1. Data science course: At the end of the course, students should be able to use and manipulate large databases (preferably with python and/or R) to create new knowledge. It includes acquiring, cleaning, analyzing and communicating data.
 2. Digital leadership course: At the end of this course, students should be prepared to collaborate in global, distant and multicultural teams. Students should also be aware of the challenges and opportunities of collaborating in a digital world.
 - Followed by the QTEM Data Challenge (QDC): a project work where 3 QTEM are divided in international teams and work remotely to provide creative solutions and recommendations to a company by analysing exclusive data provided by the company.

3.1. QTEM Modules

A QTEM Module is a recognition of a topic / functional specialization awarded to a QTEM student upon successful completion of a minimum of 20 QTEM credits of courses in the same QTEM Module, during the whole 2 years of QTEM Master's program.

The available QTEM Modules are the following:

QTEM Modules	QTEM sub-Modules (as per the QTEM course database)
Finance and Risk Management	<ul style="list-style-type: none"> • Controlling & Accounting • Finance - Actuarial Sciences • Finance - Banking and Management of Financial Institutions • Finance - Corporate Finance • Finance - Financial Markets and Derivatives • Risk Management



QTEM Modules	QTEM sub-Modules (as per the QTEM course database)
Applied Economics and Public Policy	<ul style="list-style-type: none"> • Microeconomics, Contract & Auction Theory • Policy-Making, Regulation and Pricing • Tax Management and International Optimization Strategies • Macroeconomic Models and Forecasting, Computational Economics
Innovation and Strategy	<ul style="list-style-type: none"> • Entrepreneurship • Strategy; Industrial Organization; Applied Game Theory
Marketing and Supply Chain	<ul style="list-style-type: none"> • Marketing and Sales • Supply Chain, Operations and Logistics Management
Business Intelligence and Big Data	<ul style="list-style-type: none"> • Quantitative Techniques & Tools • Business Intelligence

The awarded QTEM Module(s) will appear on the final QTEM Certificate, with a maximum of two Modules.

4. Application Procedure

Applications can be submitted from 8 to 26 January 2024 at 5:00 PM. In order to apply, students must complete the application form and upload the required attachments in the web self-service area of the Luiss website. Only applications accompanied by all documentation and received by the application deadline will be considered.

In order to apply, graduates and non-Luiss students must send the application form duly filled out and signed in PDF format, with the required attachments, to the International Development Office (international@luiss.it). The application form can be found in the Appendix 3 of this Call for Applications. Only applications accompanied by all documentation and received by the application deadline will be considered.

In case of doubts about the documents to upload or to get further information about the requested documents, students are invited to contact the International Development Office (international@luiss.it) before the application deadline. Furthermore, students that might require special provision during the mobility are invited to get in contact with the International Development Office before applying to the program, in order to get more information on the special provisions guaranteed in the selected destinations. The International Development Office reserves the right to request further details or documents to applicants.



Applicants are required to rank³ at least 5 destinations among the QTEM partner universities mentioned in paragraph 1. [QTEM partners](#), according to the academic offer of the partner universities, the [academic calendars](#) and their preference. In the 5 destinations ranking, please consider any potential overlap in the academic calendars between the Fall and the Spring semester and any restriction related to a specific partner University. The ranking must take into account the compatibility with the Luiss academic offer, based on their Master's Degree, major and year of mobility. Hence, applicants need to check the courses offered by the partner universities on the [QTEM course](#) database.

4.1. Compatibility with Double Degree Programs

Eligible students enrolled in the 1st year of the Master's Degree are allowed to apply to QTEM and Double Degree (DD) Programs. Should they be selected and confirm their participation to QTEM within the established deadline, they will be automatically excluded from the DD programs they have applied for.

If selected students do not confirm their participation to QTEM according to the rules explained in paragraph 7. Acceptance, they will remain eligible for the DD programs they have applied for.

Students who have already been selected for a DD during the final year of the Bachelor's degree cannot apply to this program.

Eligible students enrolled in the final year of the Bachelor's Degree or Graduates, who will confirm their participation to QTEM for the mobility 2024-2025, will not be allowed to apply for the DD programs published in May 2024.

4.2. Compatibility with the International Student Exchange program

Eligible students are allowed to apply to QTEM and the International Student Exchange program.

Students applying to both Calls who will be selected for QTEM must confirm their participation to QTEM within the established deadline as detailed in paragraph 7. Acceptance.

If selected students confirm their participation to QTEM, they will be automatically excluded from the selection for the International Student Exchange program and will be removed from the candidates list.

If selected students do not confirm their participation to QTEM according to the rules explained in paragraph 7. Acceptance, they will remain eligible for the International Student Exchange program.

4.3. Attachments requested in the application for Luiss' Students

Please note that for Luiss' students the application must be completed through the web self-service. You are required to follow the instructions on the program webpage.

³ Please note that this ranking is referred to the Fall semester 2024 mobility only. The ranking to the Spring semester 2025 mobility will be asked to selected students on a later date.



To be considered, the attachments must be in English and in PDF, readable, scanned (not photographed), named as follows: DOCUMENT_SURNAME_PROGRAM (e. g.: PASSPORT_ROSSI_QTEM).

File formats other than PDF will not be read by the system and, as a consequence, will not be evaluated. Please also see the Application Instructions published on the program webpage.

4.3.1. List of the Attachments:

1. English Language Certificate;
2. GMAT/GRE certificate, if available;
3. Curriculum Vitae (in English);
4. ID Card or Passport, valid for the destination selected⁴;
5. A motivation letter in English using the template provided by the International Development Office. The template can be found in the “**useful documents**” section of every program web page. The document is prepared in the form of guidelines, considering the specific content required for selection. You are required to state the reasons for applying to the programme for each desired destination. Once completed, the motivational letter must be uploaded on Web Self Service as a pdf file
6. Other certificates (optional).

Only for students taking part in an international mobility programme during the 1st semester of the a. y. 2023-24 for whom the grades have not yet been registered into their student careers:

7. A self-declaration by the student indicating the exams passed at the partner university and the proposed recognition in the Luiss student career;
8. Print-out/Screenshot of exams passed at the partner university during the mobility program, if available

These documents will only be used for this selection process. For the formal recognition of credits and grades into the Luiss student career please refer to the relevant procedure of the Student Exchange Office.

4.4. Attachments requested in the application for bachelor graduates and non-Luiss Students

Please note that for bachelor graduates and non-Luiss students the application must be completed through the application form available at the following [link](#).

To be considered, the application form and required attachments must be sent to international@luiss.it by the deadline to this call. The attachments must be in English and in PDF, readable, scanned (not photographed), named as follows: DOCUMENT_SURNAME_PROGRAM (e. g.: PASSPORT_ROSSI_QTEM).

⁴ Students commit to renew their passport should the expiration date not cover the whole mobility period and depending on the partner university's requests.



4.4.1. List of the Attachments:

1. Latest transcript of records including the weighted average grade, credits and grades obtained;
2. Transcript of records with indication of the Bachelor's Degree final grade, the weighted average grade and the list of exams;
3. English Language certificates;
4. GMAT/GRE certificate, if available;
5. Curriculum Vitae (in English);
6. ID Card or Passport, valid for the selected destination⁵;
7. A motivation letter in English using the template provided by the International Development Office. The template can be found in the “**useful documents**” section of every program web page. The document is prepared in the form of guidelines, considering the specific content required for selection. You are required to state the reasons for applying to the programme for each desired destination. Once completed, the motivational letter must be uploaded on Web Self Service as a pdf file
8. Other certificates (optional).

5. Selection

An Academic Commission nominated by the Dean of the Graduate School will select students on the basis of a non-disputable evaluation. The Commission can also include representatives of QTEM Corporate Partners.

The selection follows a 3-step process:

Step 1: Eligible candidates will be ranked following the criteria below into two different lists: one for Bachelor students and one for Master students.

For candidates with a score above 670 GMAT Exam/ 615 GMAT Exam Focus Edition/ equivalent GRE

Students	GMAT/GRE level	Criteria
Both for Bachelor and Master Students	Score > 670 GMAT Exam/ 615 GMAT Exam Focus Edition/ equivalent GRE	Students will be ranked only according to the GMAT/GRE score

For candidates with a score between 600 and 670 GMAT Exam / 615 and 555 GMAT Exam Focus Edition / equivalent GRE or without a GMAT/GRE

Students	GMAT/GRE level	Criteria
Master Students	600 < GMAT/GRE < 670 555 < GMAT Exam Focus Edition < 615	Students will be ranked on the basis of their academic performance weighted as: <ul style="list-style-type: none"> • 50% GMAT/GRE; • 20% credits; • 30% weighted average grade
	No GMAT/GRE	Students will be ranked on the basis of their academic performance weighted as: <ul style="list-style-type: none"> • 35% GMAT/GRE; • 35% credits; • 30% weighted average grade.
Bachelor Students	No GMAT/GRE	Students will be ranked on the basis of their academic performance weighted as: <ul style="list-style-type: none"> • 35% GMAT/GRE; • 35% credits; • 30% weighted average grade.

⁵ Students commit to renew their passport should the expiration date not cover the whole mobility period and depending on the partner university's requests.

Please note that the academic performance will take into consideration all credits (including Internship/Project Work and “Other Activities”) eligible for graduation obtained and registered by the deadline of the call, without exceptions. As they are not part of the mandatory curriculum, “additional courses” (corsi liberi) cannot be considered during the evaluation.

Achieving a GMAT/GRE below the required score (600 for GMAT Exam or 555 for GMAT Exam Focus Edition) is equivalent to not having a GMAT/GRE and will therefore not be included in the academic performance.

The academic performance will be calculated on the basis of the data available to the Student Office by the deadline of the call (26 January 2024 at 5:00 PM). Candidates are responsible to check its accuracy in due time. The weighted average grade considered for this selection procedure will be the one registered by the application deadline.⁶

In case of ex aequo, the academic background, personal statement, previous international mobility experiences, internship experiences, the Bachelor final grade (if available) and knowledge of other languages will be considered. The students may be requested to send the relative documentation of experiences declared in the CV.

The Academic Commission will rank eligible candidates and summon all or part of the candidates to the interview.

Step 2: An interview, which will be held partially or fully in English, will be carried out by a member/members of the Academic Commission and the International Development Office; additional members from the QTEM Corporate Partners may take part to the interview. Taking into consideration Step 1, the interview will focus on the motivation, the academic background⁷, and the previous academic or professional experiences⁸ of the candidate and is a key part of the selection process.

The candidates will be selected and ranked by the Academic Commission after the interview. As a result of the interview and the analysis of the additional required documents, the Commission has the right to revise the initial ranking and to exclude a candidate if not considered suitable for the program.

Step 3: Luiss will select up to 20 students and their names, together with their university preferences, will be communicated to QTEM’s Central Office (QTEaM) that will rank students also considering the

⁶ For students taking part in an international mobility program during the 1st semester of the a. y. 2023-2024, the registration of the exams taken during the international mobility program depends primarily on the partner universities timing. For these kind of students for whom the grades have not yet been registered into their student careers: the number of credits considered will take into account those obtained during the 1st semester mobility period according to the documents provided in the application (please see Appendix 2 for further details).

⁷ The academic background of students enrolled or graduated in a Bachelor’s Degree from a field other than Economics, Finance, Management, or Marketing will be analyzed by the Commission on a case by case basis.

⁸ Other topics could be decided by the Commission.



candidates selected by the other QTEM partner universities. The QTEaM will assign the destinations for the Fall semester (a. y. 2024-25) to selected students by March 2024.

6. Communications of results

In compliance with current provisions on personal data protection, rankings will not be published. Students will be informed of the result of their own application only. Information such as other candidates' position in the ranking will not be disclosed. The communication will take place by e-mail to the applicants' Luiss student email account between 7-9 February 2024. Thus, students are strongly invited to check their Luiss email account every day while the selections are ongoing.

Only for candidates who apply without the required GMAT/GRE score: the selection results are considered provisional until selected students comply with the requirements specified in the paragraph 2. Requirements.

Only for candidates in their final year and graduate of the Bachelor's Degree: the selection results are considered provisional until selected students enroll in the applicable Master's Degree for the a. y. 2024-25, by following the procedure specified in the Graduates Admission website. Selected students must graduate by the Summer Graduation Session of the a. y. 2023-24 (July 2024).

7. Acceptance

Selected students will be required to confirm their acceptance through written notification within one working day from the communication of results.

In case of refusal or missing notification by the deadline, the following candidate in the waiting list will be recalled. Recalled students will be required to confirm their participation by written notice within one working day.

Every refusal received after the established deadline will be transferred to the Dean of the Graduate School who will evaluate its motivations with the Director of Academic Services & Global Learning, and will inform the Graduation Commission of those refusals deemed not properly motivated.

14. Additional Points

The participation to QTEM will provide additional points to the Final Grade of the Master's Degree, according to [Luiss rules](#).

8. Additional Points

The participation to QTEM will provide additional points to the Final Grade of the Master's Degree, according to [Luiss rules](#).



9. Useful contacts

9.1. For generic queries:

International Development Office
email: international@luiss.it

9.2. For program related queries:

Cristiano Rimessi
Email: crimessi@luiss.it
phone: +39 06 8522 5592

Published on 13 December 2023.