

## ADMISSION RULES FOR THE YEAR 2019

**BY ISM UNIVERSITY OF MANAGEMENT AND ECONOMICS IN PARTNERSHIP WITH BI NORWEGIAN BUSINESS SCHOOL, AARHUS UNIVERSITY, TARTU UNIVERSITY**

### 1. RESEARCH AREAS AND SUPERVISORS

Applicants are welcome to submit the application to study at Doctoral Program in Management field. Candidates must have a master degree in social sciences or adequate qualification.

Applicants to the doctoral studies can choose the following research areas:

No.	Research areas
1.	<b>Consumer Attitudes and Decision Making</b>
2.	<b>Internationalization</b>
3.	<b>Leadership and Organizational Development</b>
4.	<b>Innovations in Organizational Behavior &amp; Human Resource Management</b>
5.	<b>Sustainable Human Resources and Diversity Management</b>
6.	<b>Strategy and Business Innovations</b>
7.	<b>Social networks and e-marketing</b>

### 2. ADMISSION CRITERIA

- Scientific publications
- Research proposal project
- CGPA of Master studies (grades in the supplement to a Master's or any other equivalent diploma)
- Motivational interview
- English language skills

### 3. COMPETITIVE SCORE FORMULA

The competitive score includes: weighted average of subjects listed in the diploma supplement, evaluation of English language skills, research outputs, motivation and potential of the applicant to study in the program and evaluation of research project. **Motivation interview.** Motivation and potential of the applicant to study in doctoral program are evaluated during the individual motivation interview performed by the Admission Committee.

**Calculation of the competitive score**

$$K=0,2*A+0,1*B+0,1*C+0,3*D+0,3*E$$

Where *K* – Competitive score

*A* – Weighted average of subjects listed in the diploma supplement

*B* – Evaluation of English language skills<sup>1</sup>

C – Evaluation of research outputs

D – Evaluation of research project

E – Evaluation of motivation and potential of the applicant to study in the program

A, B and D and E evaluation may range from 0 to 10, except C, where the evaluation may range from 0 to whatever significance.

#### 4. APPLICATION PRELIMINARY DEADLINE AND IMPORTANT DATES

Submission of applications	2019 07 22 – 2019 08 14
English test (if required)	2019 08 20
Individual motivation interviews at Admission Committee. Individual time will be scheduled to each candidate.	2019 08 21– 2019-08-23
Decision of Admission Committee communicated to the applicants	2019 08 27
Submission of appeals	Within three business days from the decision of Admission Committee
Consideration of appeals	Within five business days from the day of appeal receipt

#### 5. DOCUMENTS FOR APPLICATION

**A complete application pack for admission must include the following materials:**

1. Completed application form (in English);
2. Master's degree diploma and diploma supplement (submit copies);
3. Applicants who have earned their degrees abroad must submit original notarized translations (into English) of Master's degree diploma and diploma supplement;
4. Applicants who have earned their degree abroad must submit a confirmation by the Lithuanian Centre for Quality Assessment in Higher Education (SKVC) confirming that their Master's degree is comparable to an approved Lithuanian graduate degree<sup>2</sup> (submit copies);
5. Enveloped and sealed recommendations from two scholars (in English; according to the form);
6. Curriculum vitae (CV);
7. Research proposal (in English);
8. Motivation letter grounding the reasons of applying to doctoral studies (in English);
9. Proved English language skills (for non-native speakers), which should meet the requirements of Upper Intermediate level or higher. Valid results of TOEFL, IELTS are accepted of the last 2 years<sup>3</sup>;
10. List and copies of publications (if applicable; list of publications in English);
11. 2 photos (3x4 cm);
12. A copy of passport pages containing photo and information about identity;
13. Applicants whose documents presented for admission are issued under different surnames must submit a copy of the document confirming the change.
14. Bank statement showing paid application fee.

#### 6. APPLICATION FEE

Application fee is 100 EUR (EU citizens), 150 EU (non-EU citizens). English language test price is 30 €. The payment must be transferred to ISM bank account indicated below until the end of applications submission deadline:

**Admission fee payment information:**

Payment code: 190 Study code: 140 Payer's code: 11999998  
Recipient: ISM University of Management and Economics  
Address: Aušros Vartų g. 7A, Vilnius, Lithuania  
Registration number / VAT number.: 111963319 / LT119633113  
Bank: SEB Bank AB  
Account No.: LT36 7044 0600 0516 8580  
Bank code: 70440

<sup>2</sup> For more information please contact:  
Doctoral Studies Manager Kamilė Šermukšnė  
Tel. +370 6 125 9672,  
E-mail: phd@ism.lt [kamile.sermuksne@ism.lt](mailto:kamile.sermuksne@ism.lt)

<sup>3</sup> Minimum test scores are:  
• TOEFL - a score of 79 points.  
• IELTS academic - a score of 6.0.