



# Master's Programme in International Business Engineering

*NOTICE*

*2010-2011 Edition*

**FHINK**

[ Education and Human Resources  
Development ]



**FINMECCANICA**

## **Article 1**

### **THE MASTER'S PROGRAMME**

Finmeccanica-Società per azioni (referred to below as "Finmeccanica") is starting in Rome the Master's Programme in International Business Engineering for the 2010/2011 edition.

## **Article 2**

### **AIMS OF THE MASTER'S**

The Master's Programme aims at offering high-level training that weaves academic and corporate teaching through lectures, seminars, and live case studies on Finmeccanica companies. Hence, students benefit from interaction between selected academic partners and the combined skills and knowledge of the Finmeccanica Group representatives.

In particular, the course sets out to:

- Train participants in the knowledge and skills they will need to operate in the industrial and managerial field;
- Prepare participants to operate in an international business context;
- Develop integrated skills enabling business technology to be optimised.

During the training course, the Master's participants will acquire knowledge of specific features concerning the operation and organisation of corporate systems as a whole and of the people who work in them.

The Master's Programme allows high-potential graduates to become world class professionals active in International Business Engineering environment, especially in the areas of:

- Project Management;
- Innovation and Business Development;
- Technology and Operations Management;
- International Sales.

## **Article 3** **FEATURES OF THE MASTER'S**

The Master's is characterised by a number of innovative elements, listed herein below, which are highly effective in enabling the enrolled participants to express their full potential:

- Interdisciplinary nature of the course
- Integration of Technology Management and Business Management
- Convergence of goals between the business world and the University world
- International dimension
- Active Learning Approach
- Complexity Management

## **Article 4**

### **TEACHING AND INTERNAL ORGANISATION**

The Master's combines 8-months intensive learning (July-March 2010) with an Internship in one of the Finmeccanica Group Operating Companies, totalling approx. 1,500 hours' full-time learning and development activities.

The Master's starts with **Basic Courses** focused on Business Management, Finance and Accounting, which enable students to reach a common level of knowledge. During the Basic Courses students have to successfully pass all the exams to access to the rest of the learning Programme (Specialised Courses). If they do not successfully pass these exams, they will be excluded from the Master's Course.

After the Basic Courses, student will access to the **Specialised Courses**, each Specialised Course is organised into class lectures, seminars, role-playing activities and live case studies.

Students are continuously assessed throughout the Master's.

On successful completion of the Basic and Specialised Courses, students participate in an "**Internship**" (4 months) in one of the Finmeccanica Group Companies.

During their Internship students will work on key projects, applying and testing skills, competencies and knowledge developed during the Master's.

At the end of the Internship (August 2010), students have to submit a final Project Work on the topics covered during the Master's.

Crosswise the Master's, students take part into **Laboratory Sessions for Competency Development** to develop and refine problem-solving skills, and are supported with sessions on managerial skills development and individual coaching.

In addition, Finmeccanica offers free **Italian courses** for foreign students.

## **Article 5**

### **ADMISSION REQUIREMENTS**

In order to attend the Master's, the following requirements shall be simultaneously met:

A. At least four years' university studies (e.g. Bachelor's Degree and a Master's Degree). Alternatively, candidates should have a Bachelor's Degree plus at least one year relevant work experience or Laurea specialistica for Italian candidates.

B. Degree must be in one of the following disciplines:

Engineering (Mechanical, Manufacturing, Aerospace, Aeronautics, Electrical, Energy, ICT);

Economics and Business;

Sciences (e.g. Physics, Mathematics);

C. University degree within, and not before, the past two years;

D. Certificate of English Proficiency– e.g. TOEFL, IELTS, Toiec, Cambridge Certificate of Advanced English (C1) or Certificate of Proficiency in English (C2), PTE. If English is the candidate's first language, he/she must speak another language with a high level of competency.

GMAT certification and some previous working experience with a relevant Company or Academic Institutions would be an asset.

## **Article 6**

### **APPLICATION FOR ADMISSION TO THE SELECTION PROCEDURE**

Candidates must enter their application for admission at [www.finmeccanica.it/fhink](http://www.finmeccanica.it/fhink), following the procedure shown on the website.

The law lays down penalties for hypothetical cases of forged documents and false statements (art. 76 of D.P.R. no. 445 of 28 December 2000); Finmeccanica reserves the right to make sample checks on any submitted documents, statements and qualifications.

The applications for admission must be entered by **April 30th 2010**. Further information may be obtained from the [www.finmeccanica.com/fhink](http://www.finmeccanica.com/fhink) website or requested by sending an e-mail to [fhink@finmeccanica.com](mailto:fhink@finmeccanica.com).

## **Article 7**

### **SELECTION OF CANDIDATES**

A maximum of 32 participants will be selected for the Master's (the Master's Director will reserve the right to increase the number of the Master's participants according to Finmeccanica requirements) and the selection process will involve three structured phases:

- *Screening;*
- *Assessment;*
- *Final Selection.*

The requirements will be evaluated according to the following criteria:

- Degree grade;
- Language test certification;
- Post-graduate training courses (type and length);
- Assessment evaluation (attitude to problem-solving, innovation, internationalisation, customer orientation, team working).

The **Screening phase**, which will be carried out by an external recruiting company, will be conducted by assessing the requirement/skills demanded and by a telephone interview.

The **Assessment phase**, carried out by an external recruiting company, will provide for:

- individual and group activities;
- face to face interview aimed at assessing a candidate's background, CV and motivation profile.

During the Assessment, each candidate shall, on pain of exclusion, confirm what they declare by signing the electronically-completed application.

Assessment and Final Selection Phases will take place in the Finmeccanica Company offices (Rome).

The candidates selected for the Assessment will be asked to present in Rome the following documentation:

- updated curriculum vitae;
- degree and post-graduated certificate, showing the date the degree was awarded and the final grade (for non Italian students the document must be authenticated and translated by the Italian Consulate/Embassy);
- Language test certificate;
- any other document, degree and certificate which the candidate considers relevant for selection purposes;
- a letter of reference if the candidate has previous work experiences in a business and/or university environment;
- 4 passport pictures
- And any other document Finmeccanica will deem fit to ask you to present in Rome.

The **Final Selection** interview will be conducted by a special Committee, composed by representatives from the Academic World, Finmeccanica Managers and representative from the external recruiting company.

The best candidates selected by the special Committee will be admitted to the Master's.

The Assessment and Final selection schedule will be notified by e-mail.

It will be the responsibility of each candidate to check the date and time of the interview.

## **Article 8** **SUPPORT TO STUDENTS**

Finmeccanica offers financial support to students covering:

- Tuition fees;
- Accommodation expenses;
- Insurances;
- Immigration procedures.

Finmeccanica partially contributes to living expenses by giving meal vouchers (to be spent in Rome only).

Candidates undertake to comply with the provisions of the Set of Rules for participating in the Master's.

## **Article 9** **ACCEPTANCE PROCEDURE**

Candidates admitted shall confirm by e-mail, within 12 hours from receiving notice of admission, their participation to the Master's.

Should one or more candidates admitted to the Master's fail to confirm or expressly give up their participation to the Master's within the time stated above, the next candidate(s) on the list will have the right to be admitted.

## **Article 10** **ASSESSMENT SYSTEM**

Continuous assessments will be conducted throughout the course, as follows:

- How regularly participants attend the Master's (at least 95% of the whole Master's, on hours basis – classes and internship);
- Results of the tests of each specialised course;
- Conduct during the Master's related to the values declared on the Set of Rules;
- Results obtained during the "Internship" phase;
- Final Project Work.

On completion of the teaching and internship activities, and following discussion of the Project work, Finmeccanica will award the qualification in International Business Engineering.

## **Article 11**

### **EXCLUSION FROM THE MASTER'S**

In the event of students failing to fulfil the attendance obligation, poor academic results or inappropriate conduct, the Master's Director may decide to expel a participant from the Programme.

## **Article 12**

### **PROCESSING OF PERSONAL PARTICULARS**

In accordance with Leg. Decr. no. 196 of 30/06/2003 (Data Protection Law), candidates are advised that personal data gathered by Finmeccanica may be provided to the Group's Operating Companies for recruitment purposes. The responsible of data processing is Finmeccanica's Master's Director.