Master's Degree Course in Hospitality and Tourism Management

(LM-49 Planning and Management of Tourism Systems)

Admission Procedures Academic Year 2026/2027

From **11 November 2025** the following categories of candidates will be able to apply for admission following the online procedure explained on this page in the section "Application for admission":

- *internal graduates and undergraduates in Tourism, Management and Culture (and previous degree courses offered by the Faculty)*: graduates or students enrolled for the academic year 2025/26 who plan to graduate by the autumn session of the academic year 2025/26 (i.e. by 31 December 2026);
- *external graduates and undergraduates*: graduates from other universities or at IULM University on courses other than *Tourism, Management and Culture (or previous degree courses offered by the Faculty)*, enrolled at other universities or at IULM University on courses other than *Tourism, Management and Culture (or previous degree courses offered by the Faculty)* for the academic year 2025/26 who plan to graduate by the autumn session of the academic year 2025/26 (i.e. by 31 December 2026);
- *foreign graduates:* Italian or foreign citizens (EU and/or non-EU) in possession of a foreign admission qualification obtained in Italy or abroad. Student records will be assessed on an individual basis for students expecting to graduate by 31 December 2026.

1. Number of places available for the academic year 2026/2027

100 places

2. Admissions test fee

Registration for the test requires payment of a fee of €110.

All candidates, both internal and external, must apply for admission to the test and pay the corresponding fee (even those admitted directly). The test enrolment fee is not refundable under any circumstances (with the exception of failure to take the test due to the exhaustion of available places or at the behest of the University's governing bodies). Failure on the part of the candidate to participate in the test for any reason whatsoever does not constitute grounds for reimbursement.

Non-payment of the participation fee or payment after the deadline set for each session will preclude admission to the test.

3. Curricular requirements for admission

The Registrar's Office will verify that graduates or undergraduates meet at least one of the following curricular requirements:

1) to have been awarded or be about to be awarded a **first-cycle university degree** in one of the following **Degree Classes** or an equivalent foreign degree qualification:
   - L-1 Beni culturali (Cultural Heritage)
   - L-5 Filosofia (Philosophy)
   - L-6 Geografia (Geography)
   - L-8 Ingegneria dell'informazione (Information Engineering)

- L-10 Lettere (Arts)
- L-11 Lingue e culture moderne (Modern Languages and Cultures)
- L-12 Mediazione linguistica (Language Mediation)
- L-15 Scienze del turismo (Tourism)
- L-16 Scienze dell'amministrazione e dell'organizzazione (Administration and Organisation)
- L-18 Scienze dell'economia e della gestione aziendale (Economics and Corporate Management)
- L-19 Scienze dell'educazione e della formazione (Education and Training)
- L-20 Scienze della comunicazione (Communication)
- L-21 Scienze della pianificazione territoriale, urbanistica, paesaggistica e ambientale (Territorial, Urban, Landscape and Environmental Planning)
- L-31 Scienze e tecnologie informatiche (Information Technology)
- L-33 Scienze economiche (Economics)
- L-37 Scienze sociali per la cooperazione, lo sviluppo e la pace (Social Sciences for Cooperation, Development and Peace)
- L-41 Statistica (Statistics)
- L-42 Storia (History)

2) for students who have graduated or are about **to graduate in subject classes other than those listed in Point 1**, to have acquired or be about to acquire at least **60 CFU credits in one or more of the following scientific-disciplinary sectors** (as part of their three-year degree course, or by passing single university courses, or by obtaining a university master's degree) by the dates for submitting the application for admission:

- IUS/07, IUS/09
- L-LIN/12
- SECS-P/01, SECS P/02, SECS-P/03, SECS-P/05, SECS-P/06, SECS-P/07, SECS-P/08, SECS-P/09, SECS-P/10, SECS-P/11, SECS-P/13
- SPS/01, SPS/04, SPS/07, SPS/08, SPS/09, SPS/11, SPS/12
- SECS-S/01, SECS-S/02, SECS-S/03, SECS-S/04, SECS-S/05, SECS-S/06
- MAT/05, MAT/06, MAT/08, MAT/09
- M-PSI/01, M-PSI/05, M-PSI/06
- INF/01

Applications will not be accepted from graduates from **AFAM Institutes** (**Istituzioni di Alta Formazione Artistica, Musicale e Coreutica**).

Applications from **students or graduates of SSML Institutes** (**Scuole Superiori per Mediatori Linguistici)** will be assessed on an individual basis considering the applicants' study plans and in accordance with the provisions of the relevant rules and regulations. Before completing the application for admission online, SSML applicants must send a detailed exam certificate by email to: ammissioni.magistrali@iulm.it. Only after approval by the Coordinator for Master's Degree Courses will applicants be able to apply for admission online.

4. Language requirement: English language proficiency to at least level B2

English language proficiency to a level of at least CEFR level B2 will be verified in one of the following ways:

- obtaining one of the following language certificates after 1 January 2024: IELTS with a score of at least 5.5; TOEFL iBT with a score of at least 87; Cambridge English with a score of at least 165
- obtaining (in Italy or abroad) a Bachelor's degree in a course held in English
- passing the Assessment Test (offered at no extra cost by IULM University for candidates without either of the above requirements) with a grade of at least level B2 in both the Listening and Use of English sections
- having already passed the Assessment Test at IULM University with a grade of at least B2 in both the Listening and Use of English sections in one of the admissions sessions of the academic year 2025/26 (and in any case not before 1 February 2025)

Candidates who do not meet the language requirement when registering for the admission test and during the assessment of their qualifications will automatically be placed on the list of those who must take the Assessment test (Oxford Placement Test, offered online at no extra cost by IULM University) on one of the following dates:

- 1st session: 1 December 2025
- 2nd session: 20 January and 25 February 2026

- 3rd session: 9 April and 28 April 2026 (only if places still available or only for non-EU students)
- 4th session: 25 June 2026 (only if places still available or only for non-EU students
- 5th session: dates to be defined only if places still available.

The language requirement will be considered to have been met by passing the Assessment Test with a level of at least B2 in both the Listening and Use of English sections.

5. Knowledge of the Italian language

Candidates who are not native speakers of Italian and/or non-Italian citizens are required to declare their level of knowledge of the Italian language when applying for the admissions test, and they must obtain by the end of their course of studies the required qualification attesting to written and oral proficiency in Italian.
In this regard, candidates who are not native speakers of Italian and/or non-Italian citizens should read the "Procedures for the assessment and acquisition of knowledge of the Italian language" published on the University website.

6. Supplementary requirements for admission to the course at the University of Central Florida

at the Rosen College of Hospitality Management (UCF)* – second year - Course in *Hospitality and Tourism Management at the University of Central Florida – Rosen College of Hospitality Management (UCF)

https://graduate.ucf.edu/international-applicants/

- TOEFL certification with a minimum score of 220 (computer-based) or 80 (internet-based), or IELTS certification with a minimum score of 6.5, obtained less than two years ago, or, if still to be taken, to be obtained preferably prior to enrolment in the first year and in any case no later than 30 November 2026;
- an average degree mark of at least 3.0 out of 4.0 on the GPA scale (which generally corresponds to an average mark of at least 27/30 on a first-cycle degree course when taking final examinations). The GPA certification must be obtained from the following body: WORLD EDUCATION SERVICES (WES) by 15 December 2026;
- first-year exams in the Master's Degree Course *Hospitality and Service Management (6 CFU), Tourism Marketing (18 CFU), Human Resource Management in Tourism (6 CFU), Geography for Sustainable Tourism Development (9 CFU)* and *Accounting and Financial Management in Tourism (6 CFU)* passed with a mark of at least 26/30 (the equivalent of a grade B in accordance with an Agreement with UCF).

7. Admissions test sessions and deadlines for applications for admission

- 1st session: **written test 5 December 2025 – oral test 9 December 2025**
- 2nd session: **written test 4 March 2026 – oral test 12 March 2026**
- 3rd session: **written test 5 May 2026 – oral test 11 May 2026** (only if places still available or only for non-EU students)
- 4rd session: **written test 2 July 2026 – oral test 6 July 2026** (only if places still available or only for non-EU students)
- 5th session: dates to be defined only if places still available or only for non-EU students

The application must be submitted by

- 1st session: 25 November 2025
- 2nd session: 19 February 2026
- 3rd session: 23 April 2026 (only if places still available or only for non-EU students)
- 4th session: 18 June 2026 (only if places still available or only for non-EU students)
- 5th session: dates to be defined only if admissions test is to be held

Students who fail to pass the test in one session may apply for a subsequent session using the online procedure, without having to pay a further test enrolment fee, subject to verification of the availability of places.

The dates of the tests already scheduled are subject to changes, which will be communicated to the candidates in advance.

The tests will be carried out online.

8. Confirmation of enrolment

Enrolment will be confirmed upon payment of the first instalment.

Students admitted in the first session must complete enrolment by **15 January 2026.**

Students admitted in the second session must complete enrolment by **31 March 2026.**

Students admitted in the third session must complete enrolment by **4 June 2026.**

Students admitted in the fourth session must complete enrolment by **28 July 2026.**

Depending on the number of admissions and the number of remaining places, the deadlines for enrolments may be shortened to allow the scrolling of the ranking list.

For internal students enrolled in the third year of their degree course in the academic year 2025/26, applicants for the second session for enrolment in the Master's Degree Courses for the academic year 2026/27, the deadline for payment of the third instalment for the academic year 2025/26 is deferred to 22 April 2026 (instead of 31 March).

For students not yet in possession of a degree certificate, enrolment is to be considered "conditional" on obtaining the degree. Students with a conditional offer are obliged to communicate, through the online services, the date and grade of the degree obtained as soon as they are announced, and to attach a copy of the degree certificate (or self-certification) as soon as it is available, and in any case no later than 31 December 2026.

Students unable to complete enrolment owing to failure to obtain a degree qualification before 31 December 2026 will have their enrolment officially annulled. **Under no circumstances will the first instalment or the enrolment fee for the admissions test be refunded.**

For the purposes of these regulations, international students are defined as students holding a foreign qualification. Students holding a foreign qualification are required to complete the enrolment process no later than 31 January 2027 by submitting all documentation required for this purpose, including: a Type D study visa (where required); their tax code (codice fiscale); the admission qualification in the original language together with an Italian translation (where required); and documentation verifying the authenticity of the qualification, such as a Statement of Comparability and/or CIMEA verification, or a Dichiarazione di Valore (official statement issued by the Italian diplomatic authorities), as required by the University. Failure to comply (i.e. failure to submit the required documentation) by 31 January 2027 will result in the enrolment for the 2026/27 academic year being annulled ex officio, with no entitlement to a refund of any fees already paid.

9. Test procedures

All **Italian candidates** must demonstrate proficiency in the English language to at least level B2 (see point 4).

Only candidates, both internal and external, who have demonstrated proficiency in the English language to a level of not less than B2 will be admitted to the following tests:

- written test in English comprising closed-ended questions and one open-ended question, aimed at assessing logical, critical and verbal reasoning skills, as well as testing basic knowledge regarding the disciplinary field of the degree course;
- oral test aimed at assessing knowledge and skills; the Commissions for assessing personal preparation of the candidates will include at least two members besides the candidate.

Foreign candidates must demonstrate proficiency in the English language to at least level B2 (see point 4).

Foreign candidates who have demonstrated proficiency in the English language to a level of not less than B2 will be admitted to the following tests:

- written test in English comprising closed-ended questions, aimed at assessing logical, critical and verbal reasoning skills, as well as testing basic knowledge regarding the disciplinary field of the degree course;

- assessment of skills and knowledge by uploading onto the platform provided by the University (apply.iulm.it) videos related to the set questions.

At the time of enrolment, texts or online courses may be recommended for all categories of candidates to follow before the start of the courses.

Admission test dates for international applicants are published at the following link.

10. Recommended bibliography for test preparation

Business Administration

Sainaghi R., 2025, *Firm strategy and financial results*, McGrawHill, Milano (chapters 1, 2, 5)

Marketing:

Kotler, P., Keller, K.L., 2016, *A Framework for Marketing Management*, Pearson (chapters 1, 2, 3)

Tourism:

J. Fletcher, A. Fyall, D. Gilbert, S. Wanhill, 2017, *Tourism. Principles and Practice*, 6th Edition, Pearson, 2017; (Chapters 1-3; 6-10; 13-14; 16-18)

Territory:

Nelson, V., 2021, *An introduction to the geography of tourism*, 3rd Edition, Rowman & Littlefield (capitoli 1,2,7)

11. Applicants with disabilities and Specific Learning Disorders (DSA) ADHD, Autism

In order to guarantee equal opportunities in carrying out the tests, applicants with disabilities in possession of a certificate of civil incapacity and/or recognition of the state of disability pursuant to Law 104/92, applicants with Specific Learning Disorders (DSA), in possession of DSA certification pursuant to Law 170/2010, and applicants in possession of ADHD and Autism certification must upload the documentation certifying the disorder in PDF format during the online test enrolment procedures. The documentation must be currently valid and legally compliant.

Specific requests for dispensation and/or compensatory measures for the admissions test must be submitted before the deadline for enrolment in the test by sending an e-mail to the diversaMENTE service.

For any further clarifications or needs, please contact the diversaMENTE office at diversamente@iulm.it tel. 02.891412200.

12. Privacy policy for the processing of personal data

The University provides for the processing of personal data in accordance with Regulation (EU) 2016/679 (European General Data Protection Regulation), and Legislative Decree 196/03 and subsequent amendments and additions. The privacy policies relating to all services are accessible at https://www.iulm.it/it/servizio/privacy-policy

13. Contacts

For information regarding application procedures and related administrative matters please visit our website: New students - Enrolments – Master's Degree Courses, or contact the Registrar's Office: email ammissioni.magistrali@iulm.it