



UNIVERSITÀ  
DEGLI STUDI  
DI NAPOLI  
PARTHENOPE



UNIVERSITÀ  
DEGLI STUDI  
DEL MOLISE

**Notice of Competition for the Admission to  
1st level Master in  
“Cruise and Cargo Ships Strategic Management ” – III edition  
Academic Year 2014/2015**

**Art.1**

**Master Activation**

The University of Naples “*Parthenope*” (Italy), the University of Molise (Italy), establish, for the academic year 2014/2015, the third edition of the international inter-university 1<sup>st</sup> level Master in “*Cruise and cargo ships strategic management*”. The master will be with the collaboration of Department of Maritime Engineering, Facultat Nautica, Universitat Politècnica de Catalunya at Barcelona (UPC). The admission is subject to qualifications-based public selection.

At the end of the programme, after the achievement of all set exams, as well as the final examination, and the acquisition of 60 CFU equal to 1500 hours of workload, the Rectors of the two Universities will award the Diploma of International Inter-university 1<sup>st</sup> level Master in “*Cruise and cargo ships strategic management*”, in accordance with the Ministerial Decree n. 270 of 22.10.2004. Each University will deliberate upon the request of transferring the credits acquired onto a Master’s Degree (*Laurea Magistrale*) or any other equivalent programme, according to its own regulations.

The Scientific Board of the Master is composed by Prof. Antonio Garofalo, Director of Economic and legal Department, University of Naples Parthenope, prof. Xavier Fernandez, Director of Maritime engineering , Universitat Politècnica de Catalunya, Barcelona, Prof. Simonetta Zamparelli University of *Molise*, Prof. Mauro Catalani University of Naples “*Parthenope*” and Prof. Elena Sorrentino University of *Molise*. The directors of the master are prof. Mauro Catalani University of Naples *Parthenope* and Prof. Simonetta Zamparelli University of *Molise*.

The administration of the Master is of the Economic and Legal Department of University Parthenope.

**Art. 2**

**Aims and objectives of the Master**

The aim of the Master is to create a professional figure “cruise and cargo ship manager” with managerial skills.

This figure will be provided with the theoretical and practical instruments to understand all strategic, organizational, technical, economic and financial aspect related to the shipping company, cruising market, port and terminal logistics, intermodal-containers, handling and bulk-carriers businesses. Furthermore, he will be able to manage passengers goods and terminals, boarding, landing and transit of passengers , vehicles and freight, as well as the logistics of oil and oil product provision and distribution. This professional figure will have the instruments to manage profitability areas on board of ships, and to coordinate the sea/land conditions of continuity.

In general, the main objective of the Master is the inclusion of the manager in the business world with the necessary skills to cover managerial roles in the following passenger and cargo ships activities: logistics, economic and financial management, short and long routing, development planning of new areas and markets, technical/operational aspects, supply chain management, environment, safety, energy and environment. Specifically, the areas covered will be: tourism-cruises, intermodal transport and containers movements, oil and derivatives transport, gas transport and solid bulk distribution .

The multi-disciplinary profile of this professional figure will be additionally enriched food management.

The course is structured as follows: frontal lectures run by university professors and manager operating within the areas of tourism/cruises, sea and land transport, containers and oil management, telecommunication and insurance. Traineeship at the participating companies, even in branches abroad, if applicable.

The Master partnership is the following:

- MSC Cargo
- MSC Cruise
- Royal Caribbean
- Port of Barcelona
- MSC - Port of Shanghai
- Naples Passenger Cruise Terminal
- Terracciano Group (Interlard port of Naples)
- SiderShips
- Venice Passenger Cruise Terminal Spa
- Genoa Passenger Cruise Terminal
- Port Authority of Brindisi
- ESA Group Genova
- CLIA
- MSC- Port of New York
- Marimed Projects
- Navimar S.r.l.
- Telemar SpA
- Augustea Bungle York Maritime
- SHIPS (Shipping Agency MSC)
- MSC- Antwerp Container Terminal
- CONATECO ( Naples Container Terminal )
- Rudder s.a.m. Oil Trading Company
- P.L. Ferrari &Co – P&I Insurance Brokers
- Trans Italia s.r.l.
- Easy Week Tour Operator

### **Art. 3**

#### **Length of the course**

The international inter-university 1<sup>st</sup> level Master in “*Cruise and cargo ships strategic management*” is a one-year course composed of 60 CFUs.

**Activities will start by April 13 2015 and will end by April 2016.**

**Art. 4**  
**Structure of the course**

The course is structured as follows:

**1 Classroom activities- 408 hours**

Frontal lectures will be divided into 10 modules:

1) Technical English
2) Elements of economics, statistics, balance sheet analysis and finance
3) Cruise markets, terminals ,routings, international associations
4) Containers networks and logistics , intermodal and major bulk transport
5) Port administration, telecommunications, marketing and free zones
6) Marinas and business solution, new technologies in port management, Leadership
7) Food logistics and cold chain management
8) Oil, gas and derivatives networking, chartering, provision logistics
9) Insurance and risk management, investment analysis and new strategy in maritime financial derivatives
10) Safety, environment and emergency management

Lessons will be broken down into 5 weekly classes of 8 hours each. The venue will be each of the partner Universities, mostly “*Parthenope*” University, and some of the participating companies.

During the classroom period, intermediate evaluation writing tests with open-ended or multiple choice questions will be held. These tests will be evaluated in thirties.

**2- Independent study, Project work and final exam - 692 hours**

At the end of the programme, having successfully passed all intermediates tests, a final essay will be delivered in the form of a *project work* (written in one of the three official languages of the course – Italian, English and Spanish) and defended in front of an examining board, composed by at least one representative from each of the three partner universities.

The Master Diploma “**Cruise and cargo ships strategic management**” will be awarded by the two partner universities, University of Naples “*Parthenope*”, University of Molise, upon accomplishment of the attendance duties and the achievement of at least 66/110 score.

**3- Traineeship – 400 hours**

The frontal lectures section is followed by a traineeship activity to be held in one of the sponsor companies or institutions, including a short activity on board, wherever applicable. The traineeship will be certified on a form appropriately provided by the master’s operational office and will end with the draft of a report that will be rated by the hosting company.

The attendance to the Master activities is compulsory. The minimum percentage of attendance is 80% both for classroom and traineeship activities.

The students’ attendance will be certified via apposition of a signature on a specific record book, whereas for the activities of project work and independent study the students will have to fill in a journal. Both documents will be validated by the referents.

Possibility of university accommodation very affordable for participants.

## Art. 5

### Admission requirements

The admission is reserved to the participants who, at the deadline for the presentation of the applications, possess a university degree (obtained within the old University legislation pre-Ministerial Decree 509/99) or after 2-year specialization courses (*laurea specialistica/magistrale*), obtained in accordance with the Ministerial Decree 270/04, issued by an Italian University in any discipline.

The selection is open with reservation also to those who will obtain the requested study degree right before the web publication of selected participants. The relative self-certification will therefore have to be submitted to the operational office of the Master before that date.

For EU candidates possessing a degree obtained in EU University and considered equivalent, will evaluate the accessibility to the course in accordance with the regulation in force in each country. The Scientific Board will in its turn verify the suitability of the title with the Italian regulation.

EU candidates possessing a degree obtained in a Country different from Italy will have to enclose to the application form a copy of the degree certificate duly translated, authenticated and legalized by the Italian Diplomatic Representation in force in the country issuing the title.

Non-EU candidates residing in Italy will have to enclose to the above documentation a copy of a valid resident permit. Non-EU candidates residing abroad will have to submit, in addition, a copy of the passport bearing non-tourist visa or, subordinately, the receipt proving the visa request, under condition to acquire it before the ending date of the Master.

The course will not run in the event of less than 13 students being admitted.

## Art. 6

### Incompatibility

In accordance with the art. 142 of the Italian Consolidation Act (*T.U.*) 1592/33 it is forbidden to register simultaneously to more than one university degree programme; therefore, all Master's participants, both Italian and foreigners, will have to declare, on the registration form, that they are not registered students of other masters, PhDs, or other university degree courses, either in Italy or abroad. Those candidates who are not yet graduated and about to defend their final thesis, in accordance with Art.5, can register under condition before the set deadline, provided that the two courses refer to different academic years.

## Art .7

### Application modalities and terms

The application form must be drafted in one of the three official languages and undersigned by the candidate by using the form enclosed to the present Notice, downloadable from [www.uniparthenope.it](http://www.uniparthenope.it) and [www.unimol.it](http://www.unimol.it). The application must be sent to: Direttore Dipartimento Economico e Giuridico Università degli Studi di Napoli Parthenope within the deadline of March 25- 2015, no later than 12,00, via one of the following:

- ✓ Ordinary mail (acceptance is not to be based on the postmark date) or hand delivery to Direttore Dipartimento Economico e Giuridico, Università degli Studi di Napoli Parthenope, Via Generale Parisi 13 V piano (*IT*) 60132 Napoli (*Italy*). The office is open to the public from Monday to Friday, 9.00 – 12.00.
- ✓ Certified e-mail (*Posta Elettronica Certificata - PEC*) to the address [segreteria.dipseg@pec.iniparthenope.it](mailto:segreteria.dipseg@pec.iniparthenope.it) according to the relative regulation in force.
- ✓ (DL 185/08 converted into Law n. 2 of 28 January 2009). This modality is reserved solely to applications sent from Italy. Applications sent from a simple/general email account won't be considered valid.

For information telephone number and +390815474325

In each of the cases above, it is compulsory to indicate the following subject: “**Domanda di partecipazione al master interuniversitario di I livello in Cruise and cargo ships strategic management**” . (Application for participation to the inter-university 1<sup>st</sup> level Master in “*Cruise and cargo strategic management*”.)

Along with the application, drafted on unstamped paper, the candidate must enclose:

1. Signed *curriculum vitae et studiorum*, in EU format, drafted in one of the three official masters languages;
2. Declaration, rendered by self-certification in accordance with the Presidential Decree n° 445, art. 46, of 28/12/2000, of the possession of the requisites and qualifications requested, using the form downloadable from the two Universities’ websites. Candidates in possession of qualifications obtained in Italy will use the same form for listing all qualifications issued by Italian Public Administrations, in accordance with the Law 183/2011, art. 15;
3. all documents, qualifications and publications that the candidate considers opportune to include in his/her best interest;
4. list of all documents and qualifications presented;
5. copy of a valid identity document; non-EU citizens will also have to present copy of residence permit or copy of the relative request;

List of assessable qualifications other than the ones requested: Degrees, Graduate degrees, PhDs, scholarships, fellowships, graduate courses, training courses, specialization courses, professional qualifications, other skills (foreign languages, computer).

The University of Parthenope retains the right to request original documents after the publication of the final list of qualified candidates.

All applications lacking signature, partially filled, received beyond deadline or not respecting the modalities above, will not be considered valid. Likewise, will not be considered for evaluation all listed titles which were not enclosed, nor self-certified; whose issuing institution or organization, as well as date and place of issue, cannot be recognized; whose nature or validity cannot be identified.

## **Art. 8 Admission modalities**

The master will run with a minimum of 13 and maximum number of 20 participants.

The selection for admission is based on qualifications possessed by the candidates. If then number of participants exceeds 20, the selection will be by qualifications and oral discussion. It is required the knowledge of English language and computer basics.

The Evaluation Board attributes to each candidates a maximum of 50 points with the following breakdown:

- 1 – degree diploma, considering both the final mark and the relevance with the course: up to 20 points;
- 2 – diplomas and/or specialization or professional qualifications: up to 10 points;
- 3 - publications: up to 5 points;
- 4 - *curriculum vitae* up to 15 points.

At the end of the process, the Board will draw up the final list of candidates based on the total score obtained by each candidate. With the same score, the youngest candidate prevails.

The final list of qualified candidates will be published on the websites [www.uniparthenope.it](http://www.uniparthenope.it), [www.unimol.it](http://www.unimol.it) within **3 days from the deadline of the present Notice** and will constitute an official communication.

All qualified candidates will be admitted after the payment of the first instalment of the course fee as stated in Art. 9 hereinafter.

In case of renouncement by those eligible, the same number of candidates will replace the aforementioned, following the order of the list of candidates.

In the event that the available places outnumber the applications received, only the access requisites will be verified, and no selections will be carried out.

### **Art. 9 Registration form and fees**

The overall registration fee amounts to € 4.000, participation tax included, **to be paid in three instalments**. All qualified candidates must register by submitting to *Economic and legal Department* of the University of Naples *Parthenope*, by hand delivery within the deadlines set forth in Art.7 of the present Notice.

Receipt of payment **of the first instalment of the registration fees amounting to € 1.500,00**, payable by bank transfer on the account n. **IBSPITNA IT05T0101003593100000301553** beneficiary Università degli Studi di Napoli Parthenope - Contribution participation MASTER Cruise and Cargo Ships Strategic Management.

The receipt will have to clearly indicate the name of the student and following reason of payment: **Master in “cruise and cargo ships strategic management”**;

It is understood that all travel and subsistence expenses related to the course attendance are upon the students.

Right before the course's start, the participants will have to submit to the Students Register Office of the University of Naples Parthenope (*Segreteria Studenti*) the enrolment form which will be previously emailed to them together with the communication of first rate payment receipt within April 7 2015; the form must be legalized via the apposition of a revenue stamp of € 14,62 and will have to bear a passport size photo which will be legalized by the University Registrar Office.

The second and third instalment, each of € 1.250,00, will have to be paid with the same modalities as the first within May 28 2015 and the third within June 30 2015.

The University will not invoice in accordance to the art 1 and 4 of the Presidential Decree 633/1972 and following amendments.

### **Art. 10**

#### **Withdrawal from the course or exclusion**

In case of withdrawal, the candidate will not be refunded in any way. The registration fee will be entirely returned in case of non-activation of the course for failure to reach the minimum number of participants. Students who fail to pay the second and third instalment within the set deadlines will be excluded from the course.

### **Art. 11**

#### **Scholarships**

At the end of the course, the Master provides for the payment for at least n.1 scholarship. These scholarships will have the form of partial fees refund and will be granted, after evaluation by an appointed Board, on the basis of the middle and final exams' results.

**Art. 12**  
**Person responsible for the procedure**

The Person responsible for the procedure, in accordance with the Law of 7 August 1990, n. 241, is  
Dott. Nunzio Mandato.

**Art. 13**  
**Use of personal data**

The personal data provided by candidates with the application, according to the Legislative Decree of 30 June 2003, n. 196, will be used for the purpose of the selection procedure. At any time interested Parties may exercise the rights referred to in article 7 of the Legislative Decree 196/2003 against the person responsible for the use of personal data.

The Rector  
University of Naples "*Parthenope*"  
Prof. Claudio Quintano

For additional information:

Master's Scientific Board  
University of Naples "*Parthenope*"  
Prof. Mauro Catalani [mcatalani@uniparthenope.it](mailto:mcatalani@uniparthenope.it)  
University of Molise  
Prof. Simonetta Zamparelli [zamparelli@unimol.it](mailto:zamparelli@unimol.it)

Master's operational office:  
Department of Studi Economici e Giuridici  
University of Naples "*Parthenope*"  
Dott Nunzio Mandato [nunzio.mandato@uniparthenope.it](mailto:nunzio.mandato@uniparthenope.it)

Segreteria del Master in  
**Cruise and cargo ships strategic management**  
Dipartimento di Studi Economici e Giuridici  
Via Generale Parisi, 13  
80132 - Napoli

Fields marked \* are required

The / undersigned / a

LAST NAME \_\_\_\_\_

FIRST NAME \_\_\_\_\_

examination and upon acceptance of the relevant notice

**CALLS**

to participate in the academic year. 2014-2015 in the selection for admission to the course International Interuniversity Master's Degree in "Cruise and cargo ships strategic management" - third edition

**personal data**

Name \* \_\_\_\_\_ Last Name \* \_\_\_\_\_

Place of birth \* \_\_\_\_\_ Date of birth \* \_\_\_\_\_

Citizenship \_\_\_\_\_ \* Sex \* M F

Tax Code \* \_\_\_\_\_

Mobile Phone \_\_\_\_\_

E-Mail \_\_\_\_\_

**Permanent Address**

City \* \_\_\_\_\_ Phone \_\_\_\_\_

Address \* \_\_\_\_\_ No. \_\_\_\_\_

**Address (if different from residence)**

City \* \_\_\_\_\_ Phone \_\_\_\_\_

Address \* \_\_\_\_\_ No. \_\_\_\_\_

Presentation form of disability greater than or equal to 66% \* Yes No

Type of disability: \_\_\_\_\_

Under current legislation, the / the undersigned / a, in relation to their handicap, asks the following assistance for the completion of the selection: \_\_\_\_\_

Addi, \_\_\_\_\_

In witness \_\_\_\_\_