

Annex II.



APPROVED:
by the Doctoral Committee of the Doctoral Programme in Management
organized by ISM University of Management and Economics, UAB
(together with BI Norwegian Business School
and Tartu University [Estonia])
No. 16-04-216 09.10.2025

ADMISSION RULES FOR THE YEAR 2026

TO ISM DOCTORAL STUDIES IN MANAGEMENT ORGANIZED BY ISM UNIVERSITY OF MANAGEMENT AND ECONOMICS TOGETHER WITH BI NORWEGIAN BUSINESS SCHOOL, AND TARTU UNIVERSITY [ESTONIA]

The Doctoral program in Management is run by prominent researchers of the respective universities, who perform high-quality research and regularly publish in high-level international journals, act as experts, and participate in research projects – ensuring the high quality of studies through the curriculum and scientific internships.

The program is conducted in English.

The purpose of doctoral studies is to develop researchers, who are able to contribute to the existing knowledge and conduct high-quality research aimed at solving relevant social and business problems. Doctoral studies lead to the development of competencies and skills necessary for analysing scientific literature, raising research questions, selecting adequate research methodology, conducting empirical research, and sharing it with the international scholar community.

Admission is carried out to full-time (4 years) and part-time (6 years) doctoral studies. Applicants may apply for state scholarships or self-funded studies.

1. RESEARCH AREAS

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

Applicants can apply to full-time (4 years) and part-time (6 years) doctoral studies.

2. ADMISSION CRITERIA

Admission to doctoral studies is based on three criteria:

- Research proposal project

- GPA of Master studies (grades in the supplement to a Master's or any other equivalent diploma)
- Motivational interview

English language skills are a prerequisite for admission.

Proved English language skills, which should meet the requirements of Upper Intermediate level or higher. Valid results of TOEFL and IELTS are accepted of the last 2 years (minimum test scores are: TOEFL - a score of 79 points; IELTS academic - a score of 6.0). If none of these tests has been taken, an English language test will be organized at ISM.

3. COMPETITIVE SCORE FORMULA

The competitive score includes the weighted average of subjects listed in the diploma supplement, the evaluation of the motivation and potential of the applicant to study in the program, and the evaluation of the research project.

The competitive score (K) is calculated according to the formula:

$$K=0,3*A+0,3*B+0,4*C$$

Where: *K* – Competitive score

A – Weighted average of grades listed in the diploma-supplement

B – Evaluation of the research project

C – Evaluation of motivation and potential of the applicant to study in the program. The motivation and potential of the applicant to study in the doctoral program are evaluated during the individual motivation interview performed by the Admission Committee.

A, B, and C evaluation may range from 0 to 10.

**If a candidate's research proposal is evaluated negatively, they are not invited to the motivation interview. The application fee is also non-refundable.*

4. DEADLINES AND IMPORTANT DATES

Admission deadlines and other important dates are provided in Table 2.

Table 2

Applicants who have earned their degrees abroad must submit their original Master's degree diploma and diploma supplement	Till 2026 06 01
Submission of applications	2026 05 01 – 2025 08 18 (3 p.m. LT time (GTM+2))
English language test (if required)	2026 08 21
Individual motivation interviews at the Admission Committee. Individual time will be scheduled to each candidate. Applicants must attend the interview with members of the Admission Commission in person or via teleconference	2026 08 25-27
The decision of the Admission Committee communicated to the applicants	Till 2026 08 31
Submission of appeals to the Admission Committee	Till 2026 09 07 4 p.m. LT time (GTM+2)
Consideration of appeals by the Admission Committee	Till 2026 09 14
Submission of appeal to ISM Rector	Till 2026 09 21 4 p.m. LT time (GTM+2)
Consideration of appeals by Rector.	Till 2026 09 28

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 and show original);
3. Applicants who have earned their degree abroad must submit original notarized translations (into English) of the Master's degree diploma and diploma supplement at least 1 month before the beginning of the submission;
4. Recommendations from two scholars (in English; according to the form). Recommendations must be sent by a scholar (from a personal e-mail) to this e-mail address phd@ism.lt;
5. Curriculum vitae (CV);
6. Research proposal (in English) in Microsoft Word and PDF formats;
7. Motivation letter grounding the reasons of applying to doctoral studies (in English);
8. Proved English language skills, which should meet the requirements of Upper Intermediate level or higher.
Valid results of TOEFL, and IELTS are accepted of the last 2 years (minimum test scores are: TOEFL - a score of 79 points; IELTS academic - a score of 6.0).
If none of these tests has been taken, an English language test will be organized at ISM;
9. List and copies of publications in PDF format (if applicable; list of publications in English);
10. 2 photos (3x4 cm);
11. A copy of passport pages containing photo and information about identity;
12. Applicants whose documents presented for admission are issued under different surnames must submit a copy of the document confirming the change.
13. Bank statement showing paid application fee.

6. SCHOLARSHIPS

Applicants may apply for State scholarships for full-time studies.

State scholarships for full-time studies (4 years). The scholarships will be offered to full-time doctoral students in Management. A scholarship covers the tuition fee and provides a student grant (1330 EUR/month for 1st year students, and 1540 EUR/month for 2nd – 4th year doctoral students). Candidates for the state doctoral study scholarships are selected by means of competition according to the results of the competitive entry score.

EU citizens participate in the competition for state study scholarships according to the general procedure, and non-EU citizens participate in the competition in accordance with the legislation in force at that time.

7. TUITION FEE

The tuition fee for full-time and part-time studies are the following:

- 6340 EUR per semester (full-time studies, 4 years).
- 4 226,5 EUR per semester (part-time studies, up to 6 years).

Doctoral students may receive tuition fee discounts according to the ISM Discount Regulations.

8. APPLICATION FEE

The application fee is 175 EUR (EU citizens), 175 EU (non-EU citizens).

The English language test fee is 80 €.

The payment must be transferred to the ISM bank account indicated below until the application submission deadline.

Admission fee payment information:

Payment code: 190 Study code: 140 Payer's code: 11999998 Recipient: ISM University of Management and Economics Address: Gediminas av. 7, Vilnius, Lithuania Registration number / VAT number.: 111963319 / LT119633113 Bank: Luminor Bank AB Account No.: LT574010049500436891 SWIFT: AGBLLT2X

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