

APPROVED:  
by the Doctoral Committee of Doctoral Programme in Management  
organized by ISM University of Management and Economics, UAB  
(together with Aarhus University [Denmark], BI Norwegian Business School  
and Tartu University [Estonia])  
No. 16-04-194 04.10.2023

## **ADMISSION RULES FOR THE YEAR 2024**

### **TO ISM DOCTORAL STUDIES IN MANAGEMENT ORGANIZED BY ISM UNIVERSITY OF MANAGEMENT AND ECONOMICS TOGETHER WITH AARHUS UNIVERSITY [DENMARK], 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 competences and skills necessary for analyzing 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 to state scholarships or self-funded studies.

#### **1. RESEARCH AREAS**

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

Applicants can apply to full-time (4 years) and part-time (6 years) doctoral studies choosing the following research areas (see table 1).

Table 1

Core Research themes	Disciplines		
	Management (Human Resource Management, Organizational Behaviour, Strategy, Operations Management, Entrepreneurship)	Consumer Behaviour and Marketing	Finance
Sustainability management and sustainable growth*	X		X
Emerging technologies and data-driven decision-making	X		
Future of work, organization, and markets	X	X	X
Leadership and value co-creation	X	X	X

\* Priority research areas

## 2. ADMISSION 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 prerequisite for admission.

Proved English language skills, which should meet the requirements of Upper Intermediate level or higher. Valid results of TOEFL, 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 motivation and potential of the applicant to study in the program and evaluation of research project

**The competitive score (K) is calculated according to 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 research project

*C* – Evaluation of motivation and potential of the applicant to study in the program. Motivation and potential of the applicant to study in 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.

#### 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 original Master's degree diploma and diploma supplement	Till 2024 06 01
Submission of applications	2024 06 01 – 2024 08 30 (3 p.m. LT time (GTM+2))
English language test (if required)	2024 09 04
Individual motivation interviews at 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	2024 09 10
Decision of Admission Committee communicated to the applicants	Till 2024 09 13
Submission of appeals to Admission	Till 2024 09 16 4 p.m. LT time (GTM+2)
Consideration of appeals by Admission Committee	Till 2024 09 24
Submission of appeal to ISM Rector	Till 2024 09 30 4 p.m. LT time (GTM+2)
Consideration of appeals by Rector.	Till 2024 10 08

#### 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 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](mailto: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, 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 to 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 (1045 EUR/month for 1<sup>st</sup> year students, and 1210 EUR/month for 2<sup>nd</sup> – 4<sup>th</sup> year doctoral students). Candidates to 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, 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:

- 5794,5 EUR per semester (full-time studies, 4 years).
- 3863 EUR per semester (part-time studies, up to 6 years).

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

## 8. APPLICATION FEE

Application fee is 150 EUR (EU citizens), 200 EU (non-EU citizens).

English language test fee is 50 €.

The payment must be transferred to ISM bank account indicated below until the 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: Gediminas av. 7, Vilnius, Lithuania  
Registration number / VAT number.: 111963319 /  
LT119633113 Bank: Luminor Bank AB  
Account No.: LT574010049500436891  
SWIFT: AGBLLT2X

### **For more information please contact:**

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