

PHD IN BUSINESS ADMINISTRATION AND MANAGEMENT

GRADING SCALE									
grade	F (fail)	C	C+	B-	B	B+	A-	A	A+
Grade equivalent (out of 30)	<18	18-19	20-21	22-23	24-25	26-27	28-29	30	30 cum laude

Note: To convert numerical grades to letter grades, the numbers will be rounded up (e.g., 27.51=28) or down (e.g., 27.49=27).

REQUIREMENTS COHORTS AS OF 2024-2025

1st year:

Study plan:

1 preparatory course + PhD compulsory courses + curriculum compulsory courses + seminars + research activity

Requirements:

- Exam for each course (except preparatory course)
Each course is given a grade.
- Research presentation (to be drafted under the supervision of the advisor and to be submitted before the beginning of the 2nd year: early September). No grade is given to the research presentation.

If fails in exams > 3, then the result is "NOT admitted to 2nd year."

If fails in exams ≤ 3, then retake is required. Just one retake for each failed exam.

If all exams are passed (post retake, if any) and the raw GPA (the average of numerical scores from all 1st year courses, without any conversion and with no rounding) is ≥ 24, then the result is "admitted to 2nd year - PhD pass." If raw GPA is below 24, then the result is "NOT admitted to 2nd year." This requirement will be strictly enforced, and no exceptions can be made.

If one or more exams are not passed (post retake, if any), then the result is "NOT admitted to 2nd year."

2nd year:

Study plan:

courses (electives) + seminars + research activities

Requirements:

- Exam for each course.
Retake is required in case of fail; just one retake for each failed exam.
- Second-year paper (to be drafted under the supervision of the advisor and to be submitted by June 1st); the paper is assessed by a blind reviewer; the results can be: Accept; Revise and Resubmit; Reject.
If the result is Revise and Resubmit, the student has 6 weeks to resubmit a new paper; the final result can be: Accept; Reject.

If:

- all exams are passed (grade ≥ 18) and
 - the result of the paper is "accept" (post resubmission, if required),
- then the result is "admitted to 3rd year – pass."

If any other situation (fail(s) in exams; Reject in the second-year paper; both fail(s) in exams and reject for the paper), then the result is "NOT admitted to 3rd year."

3rd and 4th year:

Study plan:

courses (electives) + seminars + research activities

- Exams for each course (3rd year), with the same requirements as those for 2nd year courses (above).
- Seminars organized by the Departments of Management & Technology, and Marketing;
- Submission of one research paper per year;
- Two seminar presentations per year to illustrate one's own research output, at least one in Bocconi;
- Thesis submission (following the detailed instructions available [at this page](#)).