

2. Program structures of the graduate degrees

Introduction

The Economics Faculty of Università Bocconi, offers 11 graduate degree programs:

- 8 graduate degrees in the Management field of study (no. 84/S of the Ministerial Decree of 28 November, 2000):
 - General Management (GM-LS) (some class groups taught in Italian and a class group taught in English)
 - Marketing Management (MM-LS)
 - Organizzazione e sistemi informativi – Organisation and IT Systems (OSI-LS)
 - Amministrazione, finanza aziendale e controllo – Accounting, Corporate Finance and Control (AFC-LS)
 - Economia e management delle amministrazioni pubbliche e delle istituzioni internazionali - Economics and Management of Public Administration and International Institutions (CLAPI-LS)
 - Economia e management delle istituzioni e dei mercati finanziari - Economics and Management of Institutions and Financial Markets (CLEFIN-LS)
 - Economia e legislazione per l'impresa - Law and Business Administration (CLELI-LS)
 - Economia e management per le arti, la cultura e la comunicazione - Economics and Management of Arts, Culture and Communication (CLEACC-LS)

- 2 graduate degrees in the Economics field of study (no. 64/S of the Ministerial Decree of 28 November, 2000):
 - Discipline economiche e sociali – Economic and Social Sciences (DES-LS)
 - Economia e management dei mercati internazionali e delle nuove tecnologie - Economics and Management of International Markets and New Technologies (CLEMIT-LS)

- 1 graduate degree in the Law field of study (no. 22/S of the Ministerial Decree of 28 November, 2000):
 - Giurisprudenza – Law (CLG-LS)

2 Program structures of the graduate degrees

The table below displays the programs of study that are directly linked:

| Graduate program | Udergraduate program |
|-------------------------|-----------------------------|
| GM-LS | CLEA and DIEM |
| MM-LS | CLEA |
| AFC-LS | CLEA |
| OSI-LS | CLEA |
| CLAPI-LS | CLAPI |
| CLEFIN-LS | CLEFIN |
| CLELI-LS | CLELI |
| CLEACC-LS | CLEACC |
| DES-LS | DES |
| CLEMIT-LS | CLEMIT and DIEM |
| CLG-LS | CLSG |

For the 2004-2005 a.y the first year only of the programs is offered.

The program requirements are expressed in credit points.

A credit point (CP) is a unit of measurement that quantifies the workload required from each student with adequate initial preparation in order to carry out the educational activities included in the program syllabus of each degree. The amount of work required includes classroom teaching activities (lessons, exercises, seminars), group work and individual study.

Credit points are given for all educational activities carried out by students, including exams that correspond to both compulsory and elective courses, foreign language assessment tests, internships and the thesis.

According to the ECTS system, each credit point corresponds to an average of 25 hours work for the student, 8 of which are dedicated to classroom teaching activities.

The average workload required of a full-time student is generally fixed at 60 credit points per year.

Therefore, in order to fulfil the graduate degree requirements each student must obtain at least 120 credit points.

Credit points do not replace exam marks but are awarded when the marks of exams that students have passed are registered.

Credit points and exam marks make up the academic transcripts of students.

The program requirements for graduate degrees belonging to the "Management" field of study (no. 84/S of the Ministerial Decree of November 28, 2000) and the "Economics" field of study - with the exception of the DES-LS - (no. 64/S of the Ministerial Decree of November 28, 2000), are as follows:

2 Program structures of the graduate degrees

| | |
|----------------------|-------------------|
| • compulsory courses | 60 credit points; |
| • elective courses | 24 credit points; |
| • first EU language | 4 credit points; |
| • second EU language | 4 credit points; |
| • internship | 8 credit points; |
| • thesis | 20 credit points. |

For the DES–LS the program requirement are as follows:

| | |
|--|-------------------|
| • compulsory courses | 30 credit points; |
| • characteristic courses - guided choice | 30 credit points; |
| • elective courses | 24 credit points; |
| • first European Union language | 4 credit points; |
| • second European Union language | 4 credit points; |
| • internship | 8 credit points; |
| • thesis | 20 credit points. |

The program requirements for the CLG–LS that belongs to the “Law” field of study (no. 22/S of the Ministerial Decree of November 28, 2000) are as follows:

| | |
|------------------------------------|-------------------|
| • compulsory courses | 66 credit points; |
| • activities chosen by the student | 18 credit points; |
| • first European Union language | 4 credit points; |
| • internship | 6 credit points; |
| • thesis | 26 credit points. |

It should be noted that in order to be awarded a graduate degree, the reform of the University system stipulates that students must be able to speak two European Union languages, apart from Italian, for graduate degrees belonging to the Economics field of study and the Management field of study (first and second language), and at least one European Union language, apart from Italian, for graduate degrees belonging to the Law field of study (first foreign language).

Students continuing studies from an undergraduate degree that is not directly linked to the chosen graduate degree can be admitted to it with an educational debit to be resolved. Educational debits are divided into two categories: Ministerial requirements and Bocconi requirements. Nevertheless, the individual program structure of the graduate degree comprises of 120 credit points to which is added the relative credit points of the educational debit to be resolved. For information about educational debits see chapter 6.

2.1 CORSO DI LAUREA SPECIALISTICA IN GENERAL MANAGEMENT – GRADUATE DEGREE IN GENERAL MANAGEMENT – GM-LS

Program Director: Professor Guido Corbetta

Assistant Program Director: Dottor Mario Minoja

Field of study: Management (no. 84/S)

Directly linked undergraduate degree programs: CLEA and DIEM

2.1.1 Educational objectives

The Graduate Degree in General Management aims at providing students with the skills and knowledge assets that contemporary managerial and entrepreneurial roles require within organisations or externally as business consultants.

The graduate degree has class groups taught in Italian and one class group taught entirely in English. The program offers in-dept study through the choice of majors that integrate practical and industry knowledge from inter-functional, international and entrepreneurial perspectives thus, preparing graduates to undertake strategic roles.

While respecting the educational objectives of the field of study that the program belongs to, the Graduate Degree in General Management has the following goals:

- to strengthen the knowledge of economic, social, legal, cultural and technological phenomena acquired in undergraduate degrees, from an international perspective and a focusing on recent evolutions and trends;
- to provide a firm grounding in the subject-areas of business governance, management and organisation in public, private and family companies, looking at inter-functional processes, business dynamics, decision-making and management of competition and change in modern corporations;
- to develop the skills and attitudes necessary to be an effective team-member, capable of innovation, assertiveness and leadership;
- to experiment with the entrepreneurial change process in organisations of small, medium and large size, national or international scope.

2.1.2 Career opportunities

Possible career opportunities are:

- companies of any size and scope in a wide variety of industries. In large-sized companies the General Management graduate can be placed in diverse departments and in different roles that require inter-functional knowledge, international vision, and the ability to change. In smaller-sized companies the graduate can undertake the role of assistant to the entrepreneur or to Department Managers;
- consulting firms: graduates are generally hired as junior analysts, business analysts and assistant consultants;

- family-owned enterprises;
- start-ups: graduates have the skills and abilities to play a role in entrepreneurial teams working to create new companies;
- companies active in symbol-intensive markets;
- research centres and the academic teaching of business. In these organisations "General Management" graduates can make a significant contribution due to the systematic and inter-functional knowledge of company operation.

2.1.3 Program requirements breakdown

The program requirements of the Graduate Degree in General Management comprise of educational activities to the value of 120 credit points divided as follows:

| <i>Educational activities</i> | <i>CP</i> |
|----------------------------------|-----------|
| 9 compulsory courses | 60 |
| Activities chosen by the student | 24 |
| First EU language | 4 |
| Second EU language | 4 |
| Internship | 8 |
| Thesis | 20 |

The 24 credit points relative to the activities chosen by the students are divided into 4 courses and are dedicated to the free academic major (free track) or one of the following recommended majors:

- Accounting and control;
- CEMS (international management);
- Corporate finance;
- Entrepreneurship and SMES (small and medium enterprises);
- Management consulting (jointly run with the OSI-LS);
- Management of fashion and design firms (in collaboration with Politecnico; jointly run with the CLEACC-LS);
- Management of financial institutions;
- Management of manufacturing companies;
- Management of non profit institutions (jointly run with the CLAPI-LS);
- Marketing;
- Operations and innovation management;
- Organisational behaviour and analysis;
- Retailing.

The majors will be offered in the 2005–2006 a.y. (year in which the second year of the program will be offered for the first time) and may be subject to slight variations decided on by the Faculty Council.

2 Program structures of the graduate degrees – GM-LS

2.1.4 Program structure (Italian class groups)

| First year 2004-2005 a.y. | | | |
|------------------------------------|--|---|-----------|
| First semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8030 | Business – Government relations (Relazioni pubblico – privato) | Business – Government relations | 6 |
| 8001 | Corporate governance | Corporate governance | 6 |
| 8006 | Marketing management | Marketing management | 6 |
| 8016 | Performance measurement (valutazione e gestione delle performance) | Performance measurement (Performance evaluation and management) | 8 |
| 8047 | Scenari economici | Economic prospects | 6 |
| Second semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8071 | Diritto commerciale (corso progredito) | Company and business law (advanced course) | 6 |
| 8002 | Gestione strategica | Strategic management | 8 |
| 8034 | People management | People management | 8 |
| 8042 | Investment banking | Investment banking | 6 |
| | oppure | or | |
| 8017 | Politiche finanziarie di impresa | Corporate finance | 6 |
| | lingua 1 (solo didattica) | First foreign language (lessons only) | |
| | lingua 2 (solo didattica) | Second foreign language (lessons only) | |
| Total CP of the first year | | | 60 |
| Second year 2005-2006 a.y. | | | |
| | <i>Educational activities</i> | <i>English translation</i> | <i>CP</i> |
| | 4 insegnamenti opzionali | 4 elective courses | 24 |
| | lingua 1 (didattica + esame 1° sem 2° anno) | First foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | lingua 2 (didattica + esame 1° sem 2° anno) | Second foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | stage | Internship | 8 |
| | tesi | Thesis | 20 |
| Total CP of the second year | | | 60 |

2.1.5 Program structure (English class group)

| First year 2004-2005 a.y. | | |
|----------------------------------|---|-----------|
| First semester | | |
| <i>Code</i> | <i>Course title</i> | <i>CP</i> |
| 8030 | Business - Government relations | 6 |
| 8001 | Corporate governance | 6 |
| 8047 | Economic prospects | 6 |
| 8006 | Marketing management | 6 |
| 8016 | Performance measurement (Performance evaluation and management) | 8 |

2 Program structures of the graduate degrees – GM-LS

| Second semester | | |
|------------------------------------|---|-----------|
| <i>Code</i> | <i>Course title</i> | <i>CP</i> |
| 8071 | Company and business law (advanced course) | 6 |
| 8017 | Corporate finance | 6 |
| | or | |
| 8042 | Investment banking | 6 |
| 8034 | People management | 8 |
| 8002 | Strategic management | 8 |
| | First foreign language (lessons only) | |
| | Second foreign language (lessons only) | |
| Total CP of the first year | | 60 |
| Second year 2005-2006 a.y. | | |
| | <i>Educational Activities</i> | <i>CP</i> |
| | 4 elective courses | 24 |
| | First foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | Second foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | Internship | 8 |
| | Thesis | 20 |
| Total CP of the second year | | 60 |

The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consultation hours are available from the Institute Secretariat and also published on the website at <<http://www.unibocconi.it/ricevimentodocenti>> (only Italian).

It should be noted that while respecting the educational objectives of the graduate degree and of the ministerial tables relative to the field of study of Management, the program structure may be subject to slight variations decided on by the Faculty Council.

For detailed information about:

- majors, electives and foreign languages see chapter 3;
- educational debits for students who did not study a directly linked undergraduate degree see chapter 6.

2.2 CORSO DI LAUREA SPECIALISTICA IN MARKETING MANAGEMENT – GRADUATE DEGREE IN MARKETING MANAGEMENT – MM-LS

Program Director: Professor Antonella Carù

Assistant Program Director: Dottorssa Stefania Borghini

Field of study: Management (no. 84/S)

Directly linked undergraduate degree program: CLEA

2.2.1 Educational objectives

The Graduate Degree in Marketing Management provides students with sophisticated education preparing them for performing high-skilled jobs.

While respecting the educational objectives of the field of study that the program belongs to, the Graduate degree in Marketing Management has the following goals:

- to strengthen the conception of marketing as a set of tightly integrated processes inter-operating with other functions of the company;
- to provide solid grounding in the cultural, methodological and professional aspects of marketing management, with an approach that combines the latest interactive information and communication technologies;
- to develop analytical skills needed to understand and interpret the social and economic changes affecting the evolution of demand, competition, and the distribution system, from an international perspective;
- to actively participate in strengthening resources and key company competencies, namely marketing resources and market orientation (notoriously connected to achieving positive company performance).

2.2.2 Career opportunities

Graduates are typically offered career opportunities in the following fields:

- industrial, commercial and non-profit organisations:
 - professions in marketing functions, distribution, communication, sales, market research (marketing managers, brand managers, service managers, product managers, sales force managers, trade managers, communication managers, advertising managers, PR officials, e-communication managers and so on);
- commercial communication sector:
 - managers of companies devoted to communication, promotion, e-communication and other activities of organisation (direct marketing, events organisation and so on);
 - traditional media, new media and intermediary (the press, TV, media centres, expo and congress organisation) with the role of strategic and commercial management of communication spaces;

2 Program structures of the graduate degrees – MM-LS

- distribution and logistics sector:
 - careers in commercial enterprises, point of sales and e-commerce (retail manager, category manager, e-commerce manager and so on);
 - distribution logistics professional;
- market research and data analysis:
 - careers in market research and data analysis in market research companies;
 - professionals of the development of marketing IT systems and creation and analysis of customer data bases.

2.2.3 Program requirements breakdown

The program requirements of the Graduate Degree in Marketing Management comprise of educational activities to the value of 120 credit points divided as follows:

| <i>Educational activities</i> | <i>CP</i> |
|----------------------------------|-----------|
| 10 compulsory courses | 60 |
| Activities chosen by the student | 24 |
| First EU language | 4 |
| Second EU language | 4 |
| Internship | 8 |
| Thesis | 20 |

The 24 credit points relative to the activities chosen by the students are divided into 4 courses and are dedicated to the free academic major (free track) or one of the following recommended majors:

- Business communication and media;
- Channel and retail management;
- Product and sales management.

The majors will be offered in the 2005–2006 a.y. (year in which the second year of the program will be offered for the first time) and may be subject to slight variations decided on by the Faculty Council.

2.2.4 Program structure

| First year 2004-2005 a.y. | | | |
|----------------------------------|--|--|-----------|
| First semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8008 | Competitive analysis (Competitive intelligence e regolamentazione concorrenza) | Competitive Analysis (Competitive intelligence and regulation) | 6 |
| 8012 | Consumer behaviour (Analisi del comportamento del consumatore) | Consumer behaviour | 5 |
| 8048 | Industry Analysis (Economia dei settori industriali e dell'innovazione) | Industry Analysis (Industrial economics and economics of innovation) | 8 |

2 Program structures of the graduate degrees – MM-I.S

| | | | |
|------------------------------------|---|---|-----------|
| 8015 | Sistemi informativi per il marketing | Marketing information technology | 6 |
| 8011 | Strategic marketing | Strategic marketing | 6 |
| | lingua 1 (solo didattica) | First foreign language (lessons only) | |
| Second semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8009 | Channel marketing (Evoluzione del commercio; analisi e progettazione) | Channel Marketing (Trade evolution analysis and planning) | 6 |
| 8072 | Diritto per il marketing | Legal issues in marketing | 6 |
| 8062 | Metodi quantitativi per il marketing | Quantitative methods for marketing | 6 |
| 8010 | Product & marketing innovation (Research & Development) | Product & marketing innovation (Research & Development) | 5 |
| 8007 | Teoria generale dei consumi (Consumo e antropologia culturale) | Consumption Theory (Consumption and cultural anthropology) | 6 |
| | lingua 1 (solo didattica) | First foreign language (lessons only) | |
| | lingua 2 (solo didattica) | Second foreign language (lessons only) | |
| Total CP of the first year | | | 60 |
| Second year 2005-2006 a.y. | | | |
| | <i>Educational activities</i> | <i>English translation</i> | <i>CP</i> |
| | 4 insegnamenti opzionali | 4 elective courses | 24 |
| | lingua 1 (didattica + esame 1° sem 2° anno) | First foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | lingua 2 (didattica + esame 1° sem 2° anno) | Second foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | stage | Internship | 8 |
| | tesi | Thesis | 20 |
| Total CP of the second year | | | 60 |

The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consultation hours are available from the Institute Secretariat and also published on the website at <<http://www.unibocconi.it/ricevimentodocenti>> (only Italian).

It should be noted that while respecting the educational objectives of the graduate degree and of the ministerial tables relative to the field of study of Management, the program structure may be subject to slight variations decided on by the Faculty Council.

For detailed information about:

- majors, electives and foreign languages see chapter 3;
- educational debits for students who did not study a directly linked undergraduate degree see chapter 6.

2.3 CORSO DI LAUREA SPECIALISTICA IN ORGANIZZAZIONE E SISTEMI INFORMATIVI – GRADUATE DEGREE IN ORGANISATION AND IT SYSTEMS – OSI-LS

Program Director: Professor Ferdinando Pennarola

Assistant Program Director: Dottor Luigi Proserpio

Field of study: Management (no. 84/S)

Directly linked undergraduate degree program: CLEA

2.3.1 Educational objectives

The Graduate Degree in Organisation and IT Systems provides students with an advanced education preparing them for high-skilled jobs and professions in organisations, human resources, and information systems.

While respecting the educational objectives of the field of study that the program belongs to, the Graduate Degree in Organisation and IT Systems has the following goals:

- to provide graduates with solid skills in management consulting, with the ability to intervene in the following areas, organisational planning, human resource management, information system management, change management and information technology management;
- to ensure the mastering of methods for organisational analysis and change management as well as the analysis and management of organisational information systems from a technical point of view technical and the methods and contexts in which they can be used;
- to develop skills and abilities to manage processes, people and information technology in the context of modern organisations.

2.3.2 Career opportunities

Possible career opportunities are:

- organisational planning as:
 - management consultants;
 - organisational analysts (within companies and also as external management consultants mainly for companies providing professional services);
 - consultants for the development and organisation of information systems;
- human resource management as:
 - experts in recruitment policies and technologies, evaluation assessment and transfer of organisational skills (for example new professional positions in the training of personnel);
 - training managers applying innovative methods (computer simulations, distance learning and so on);
 - experts in Personnel Selection;

2 Program structures of the graduate degrees – OSI-LS

- experts in salary and benefit policies;
- experts in communications both internal and external;

- management of information systems as:
 - business and technology specialists;
 - project managers of information systems and ICT;
 - systems analysts;
 - experts in the outsourcing of information systems;
 - experts of the use and diffusion of information technology;
 - experts of managing change in ICT projects.

2.3.3 Program requirements breakdown

The program requirements of the Graduate Degree in Organisation and IT Systems comprise of educational activities to the value of 120 credit points divided as follows:

| <i>Educational activities</i> | <i>CP</i> |
|-----------------------------------|-----------|
| 11 compulsory courses | 60 |
| Activities chosen by the students | 24 |
| First EU language | 4 |
| Second EU language | 4 |
| Internship | 8 |
| Thesis | 20 |

The 24 credit points relative to the activities chosen by the students are divided into 4 courses and are dedicated to the free academic major (free track) or one of the following recommended majors:

- Human resource management;
- Information technology management;
- Management consulting (jointly run with the GM-LS).

The majors will be offered in the 2005–2006 a.y. (year in which the second year of the program will be offered for the first time) and may be subject to slight variations decided on by the Faculty Council.

2.3.4 Program structure

| First year 2004-2005 a.y. | | | |
|----------------------------------|------------------------------|----------------------------|-----------|
| First semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8035 | Comportamento organizzativo | Organizational behaviour | 6 |
| 8073 | Diritto del lavoro | Labour law | 4 |
| 8049 | Economia delle risorse umane | Personnel economics | 8 |

2 Program structures of the graduate degrees – OSI-I.S.

| | | | |
|------------------------------------|---|--|-----------|
| 8036 | Metodologie e tecniche di analisi organizzativa | Organizational analysis | 6 |
| 8063 | Statistica per l'analisi organizzativa | Statistics for organizational analysis | 6 |
| Second semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8040 | Cambiamento organizzativo | Organizational change | 4 |
| 8038 | Coordinamento organizzativo e tecnologie | Technology mediated coordination systems | 4 |
| 8073 | Diritto del lavoro | Labour law | 4 |
| 8092 | Forme d'impresa e competizione globale (Confronto tra organizzazioni nella seconda metà del XX secolo: Stati Uniti, Europa, Giappone) | Forms of enterprise and global competition (A comparison among United States, Europe and Japan. 1950-2000) | 6 |
| 8037 | Progettazione dei sistemi informativi (I.S. development) | I.S. development | 6 |
| 8039 | Progettazione organizzativa | Organizational design | 6 |
| | lingua 1 (solo didattica) | First foreign language (lessons only) | |
| | lingua 2 (solo didattica) | Second foreign language (lessons only) | |
| Total CP of the first year | | | 60 |
| Second year 2005-2006 a.y. | | | |
| | <i>Educational activities</i> | <i>English translation</i> | <i>CP</i> |
| | 4 insegnamenti opzionali | 4 elective courses | 24 |
| | lingua 1 (didattica + esame 1° sem 2° anno) | First foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | lingua 2 (didattica + esame 1° sem 2° anno) | Second foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | stage | Internship | 8 |
| | tesi | Thesis | 20 |
| Total CP of the second year | | | 60 |

The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consultation hours are available from the Institute Secretariat and also published on the website at <<http://www.unibocconi.it/ricevimentodocenti>> (only Italian).

It should be noted that while respecting the educational objectives of the graduate degree and of the ministerial tables relative to the field of study of Management, the program structure may be subject to slight variations decided on by the Faculty Council.

For detailed information about:

- majors, electives and foreign languages see chapter 3;
- educational debits for students who did not study a directly linked undergraduate degree see chapter 6.

2.4 CORSO DI LAUREA SPECIALISTICA IN AMMINISTRAZIONE, FINANZA AZIENDALE E CONTROLLO – GRADUATE DEGREE IN ACCOUNTING, CORPORATE FINANCE AND CONTROL – AFC-LS

Program Director: Professor Marco Agliati

Assistant Program Director: Dottoressa Ariela Caglio

Field of study: Management (Classe 84/S)

Directly linked undergraduate degree program: CLEA

2.4.1 Educational objectives

The Graduate Degree in Accounting, Corporate Finance and Control provides students with an advanced education preparing them for high-skilled jobs.

While respecting the educational objectives of the field of study that the program belongs to, the Graduate Degree in Accounting, Corporate Finance and Control has the following goals:

- to train students in the tools and practices of business administration, corporate finance, planning and control, preparing them for a variety of careers, namely in the field of corporate finance and administration in modern corporations, independent professionals, financial intermediaries and consultants;
- to provide a solid understanding of the key issues in business administration, finance, planning and control, through an integrated approach that looks at the interactions with other fundamental functions of the company, such as information and communication systems;
- to promote professional profiles – recognised for their methodology, techniques and rules necessary to undertake the typical functions in the areas of administration, finance and control – that are characterised by the planning skills needed to develop financial measurement tools, financial and economical methods and analysis, communication systems and information and control management.

2.4.2 Career opportunities

Graduates are typically offered career opportunities in all business and non-business contexts in which administration, finance and control are relevant. In general, career opportunities are offered by manufacturing, retail and financial companies. More specifically, our graduates would typically be in charge of:

- operational activities concerning administration in companies of any size and scope, in areas such as preparation of financial statements, accounting, auditing (addressed to different external stakeholders for example, regulating bodies, analysts and so on), corporate finance, management control, management and planning of internal processes and systems;

2 Program structures of the graduate degrees – AFC-LS

- positions and functions related to business administration and management control in consulting firms (consulting firms dedicated to planning and development of control systems and firms dedicated to management of extraordinary operations).

2.4.3 Program requirements breakdown

The program requirements of the Graduate Degree in Accounting, Corporate Finance and Control comprise of educational activities to the value of 120 credit points divided as follows:

| <i>Educational Activities</i> | <i>CP</i> |
|----------------------------------|-----------|
| 10 compulsory courses | 60 |
| Activities chosen by the student | 24 |
| First EU language | 4 |
| Second EU language | 4 |
| Internship | 8 |
| Thesis | 20 |

The 24 credit points relative to the activities chosen by the students are divided into 4 courses and are dedicated to the free academic major (free track) or one of the following recommended majors:

- Accounting and Control Systems;
- Corporate Finance;
- Planning and Control.

The majors will be offered in the 2005–2006 a.y. (year in which the second year of the program will be offered for the first time) and may be subject to slight variations decided on by the Faculty Council.

2.4.4 Program structure

| First year 2004-2005 a.y. | | | |
|----------------------------------|--|--|-----------|
| First semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8018 | Bilancio e comunicazione economica | Financial reporting & international accounting standards | 6 |
| 8074 | Diritto dell'impresa (Temi societari e tributari di amministrazione e controllo) | Business law (Selected corporate and tax issues in management and internal auditing) | 6 |
| 8020 | Modelli di pianificazione e controllo | Performance measurement & control systems | 6 |
| 8017 | Politiche finanziarie d'impresa | Corporate finance | 6 |
| 8003 | Sistemi di corporate governance | Corporate governance | 6 |
| Second semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8023 | Analisi per le decisioni finanziarie | Corporate financial management and business evaluation | 4 |

2 Program structures of the graduate degrees – AFC-LS

| | | | |
|------------------------------------|--|---|-----------|
| 8021 | Bilancio e informativa economico-finanziaria | Financial reporting & disclosure | 6 |
| 8043 | Mercati e intermediari finanziari | Financial markets and institution | 6 |
| 8022 | Sistemi di amministrazione e controllo | Systems & processes for accounting and control | 6 |
| 8050 | Temi avanzati di economia | Advanced topics in economics | 8 |
| | lingua 1 (solo didattica) | First foreign language (lessons only) | |
| | lingua 2 (solo didattica) | Second foreign language (lessons only) | |
| Total CP of the first year | | | 60 |
| Second year 2005-2006 a.y. | | | |
| | <i>Educational activities</i> | <i>English translation</i> | <i>CP</i> |
| | 4 insegnamenti opzionali | 4 elective courses | 24 |
| | lingua 1 (didattica + esame 1° sem 2° anno) | First foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | lingua 2 (didattica + esame 1° sem 2° anno) | Second foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | stage | Internships | 8 |
| | tesi | Thesis | 20 |
| Total CP of the second year | | | 60 |

The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consultation hours are available from the Institute Secretariat and also published on the website at <<http://www.unibocconi.it/ricevimentodocenti>> (only Italian).

It should be noted that while respecting the educational objectives of the graduate degree and of the ministerial tables relative to the field of study of Management, the program structure may be subject to slight variations decided on by the Faculty Council.

For detailed information about:

- majors, electives and foreign languages see chapter 3;
- educational debits for students who did not study a directly linked undergraduate degree see chapter 6.

2.5 CORSO DI LAUREA SPECIALISTICA IN ECONOMIA E MANAGEMENT DELLE AMMINISTRAZIONI PUBBLICHE E DELLE ISTITUZIONI INTERNAZIONALI – GRADUATE DEGREE IN ECONOMICS AND MANAGEMENT OF PUBLIC ADMINISTRATION AND INTERNATIONAL INSTITUTIONS – CLAPI-LS

Program Director: Professor Giovanni Valotti

Assistant Program Director: Dottoressa Greta Nasi

Field of study: Management (no. 84/S)

Directly linked undergraduate degree program: CLAPI

2.5.1 Educational objectives

The Graduate Degree in Economics and Management of Public Administration and International Institutions provides students with advanced education preparing them for high-skilled jobs.

While respecting the educational objectives of the field of study that the programs belongs to, the Graduate Degree in Economics and Management of Public Administration and International Institutions has the following goals:

- to provide an advanced and specialised grounding in the key policy issues in public administration and international institutions and to develop an analytical view of public policy and assessment of intermediate and final results of interventions;
- to develop the analytical, forecasting and interpretation skills needed to understand the processes of innovation and change in the public sector and the international community;
- to enable graduates to master the methodologies of public management and international institution management, the relationship between these and other companies/institutions active in the area and planning and assessment of policies;
- to promote an interdisciplinary approach to relevant subject-areas of business administration, economics, law, mathematics, statistics and econometrics, thus providing an integrated approach to the problems that are to be faced on the job.

2.5.2 Career opportunities

Graduates are typically offered career opportunities to undertake positions that require managerial and/or specialised expertise:

- in the management of in public administrations and public companies(national, state, local) and international institutions, in key positions and general management roles;
- public policy analysis, with particular focus on planning and regulation, policy assessment and international relations;
- within corporations and institutions that have important relations with public administrators and international institutions and/or attract a large amount of public interest

(large-sized companies that supply or undertake substantial public projects, public sector consulting firms, Non-Governmental organisations).

2.5.3 Program requirements breakdown

The program requirements of the Graduate Degree in Economics and Management of Public Administration and International Institutions comprise of educational activities to the value of 120 credit points divided as follows:

| <i>Educational activities</i> | <i>CP</i> |
|----------------------------------|-----------|
| 8 compulsory courses | 60 |
| Activities chosen by the student | 24 |
| First EU language | 4 |
| Second EU language | 4 |
| Internship | 8 |
| Thesis | 20 |

The 24 credit points relative to the activities chosen by the students are divided into 4 courses and are dedicated to the free academic major (free track) or one of the following recommended majors:

- Analysis of national and international public policies;
- Management of non profit institutions (jointly run with the GM-LS);
- Management of public and international institutions.

The majors will be offered in the 2005–2006 a.y. (year in which the second year of the program will be offered for the first time) and may be subject to slight variations decided on by the Faculty Council.

2.5.4 Program structure

| First year 2004-2005 a.y. | | | |
|----------------------------------|--|--|-----------|
| First semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8064 | Metodi quantitativi per le previsioni e le decisioni | Quantitative methods for forecasts and decisions | 6 |
| 8075 | Profili procedurali e organizzativi della riforma amministrativa | Organizational and procedural aspects of administrative law reform | 6 |
| 8031 | Progettazione e gestione delle riforme delle P.A. nazionali e internazionali | Managing public reform | 8 |
| 8052 | Regolazione delle pubbliche utilità e valutazione delle politiche pubbliche | Public utilities regulation and policy evaluation | 8 |
| Second semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8053 | Analisi delle politiche pubbliche nazionali e internazionali | Analysis of national and international public policies | 8 |

2 Program structures of the graduate degrees – CLAPI-LS

| | | | |
|------------------------------------|--|--|-----------|
| 8032 | Analisi di bilancio e revisione nelle P.A. e nelle istituzioni internazionali | Financial statement analysis and auditing in governments and international institutions | 8 |
| 8051 | Politiche per lo sviluppo territoriale e urbano | Regional and urban development policies | 8 |
| 8033 | Progettazione dei sistemi di controllo e valutazione dei risultati nelle P.A. e nelle istituzioni internazionali | Designing management control and performance evaluation systems in public organizations and international institutions | 8 |
| | lingua 1 (solo didattica) | First foreign language (lessons only) | |
| | lingua 2 (solo didattica) | Second foreign language (lessons only) | |
| Total CP of the first year | | | 60 |
| Second year 2005-2006 a.y. | | | |
| | <i>Educational activities</i> | <i>English translation</i> | <i>CP</i> |
| | 4 insegnamenti opzionali | 4 elective courses | 24 |
| | lingua 1 (didattica + esame 1° sem 2° anno) | First foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | lingua 2 (didattica + esame 1° sem 2° anno) | Second foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | stage | Internship | 8 |
| | tesi | thesi | 20 |
| Total CP of the second year | | | 60 |

The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consultation hours are available from the Institute Secretariat and also published on the website at <<http://www.unibocconi.it/ricevimentodocenti>> (only Italian).

It should be noted that while respecting the educational objectives of the graduate degree and of the ministerial tables relative to the field of study of Management, the program structure may be subject to slight variations decided on by the Faculty Council.

For detailed information about:

- majors, electives and foreign languages see chapter 3;
- educational debits for students who did not study a directly linked undergraduate degree see chapter 6.

2.6 CORSO DI LAUREA SPECIALISTICA IN ECONOMIA E MANAGEMENT DELLE ISTITUZIONI E DEI MERCATI FINANZIARI – GRADUATE DEGREE IN ECONOMICS AND MANAGEMENT OF INSTITUTIONS AND FINANCIAL MARKETS – CLEFIN-LS

Program Director: Professor Andrea Sironi

Assistant Program Director: Dottoressa Manuela Geranio

Field of study: Management (no. 84/S)

Directly linked undergraduate degree program: CLEFIN

2.6.1 Educational objectives

The Graduate Degree in Economics and Management of Institutions and Financial Markets aims to provide students with an advanced education preparing them for high-skilled jobs.

While respecting the educational objectives of the field of study that the program belongs to, the Graduate Degree in Economics and Management of Institutions and Financial Markets has the following goals:

- to provide an in-depth and concentrated grounding in the key issues of financial markets and institutions, such as governance, regulation, and the role of finance in modern economic systems;
- to deepen logic skills (analysis and synthesis) needed to interpret and understand monetary and financial phenomena, whether domestic or international, as well as the innovation processes that characterise the financial system;
- to develop an interdisciplinary approach to the study of financial intermediation, insurance, financial and monetary economics, quantitative methods and corporate finance;
- to develop advanced technical skills needed to analyze and interpret the complex issues arising in financial markets, the management of financial and insurance companies, asset management techniques, portfolio trading, extraordinary financial operations and financial structuring (issuing securities, mergers and acquisitions, securitization and project finance).

2.6.2 Career opportunities

Possible career opportunities are:

- executives in banks and insurance companies;
- equity and debt analysts;
- credit analysts for commercial and investment banks;
- monetary and financial economists in research development firms;
- financial regulators in national or international regulatory authorities and bodies;
- asset managers;

- securities traders and brokers;
- risk managers in financial institutions;
- banking and insurance consultants;
- financial analysts;
- financial engineers.

2.6.3 Program requirements breakdown

The program requirements of the Graduate Degree in Economics and Management of Institutions and Financial Markets comprise of educational activities to the value of 120 credit points divided as follows:

| <i>Educational activities</i> | <i>CP</i> |
|----------------------------------|-----------|
| 9 compulsory courses | 60 |
| Activities chosen by the student | 24 |
| First EU language | 4 |
| Second EU language | 4 |
| Internship | 8 |
| Thesis | 20 |

The 24 credit points relative to the activities chosen by the students are divided into 4 courses and are dedicated to the free academic major (free track) or one of the following recommended majors:

- Financial and insurance institution management;
- Investment banking;
- Quantitative finance.

The majors will be offered in the 2005–2006 a.y. (year in which the second year of the program will be offered for the first time) and may be subject to slight variations decided on by the Faculty Council.

2.6.4 Program structure

| First year 2004-2005 a.y. | | | |
|----------------------------------|---|----------------------------------|-----------|
| First semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8024 | Finanza aziendale (Introduzione alle valutazioni) | Advanced corporate finance | 6 |
| 8065 | Modelli quantitativi per la finanza | Quantitative methods for finance | 8 |
| 8066 | Statistica ed econometria 1 | Statistics and econometrics | 8 |
| 8054 | Teoria della finanza | Theory of finance | 6 |
| Second semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8045 | Derivati | Derivatives | 6 |

| | | | |
|------------------------------------|--|--|-----------|
| 8071 | Diritto commerciale (corso progredito) | Company and business law (advanced course) | 6 |
| 8044 | Gestione delle istituzioni finanziarie e assicurative | Management of financial institutions and insurance companies | 8 |
| 8042 | Investment banking | Investment banking | 6 |
| 8061 | Statistica ed econometria 2 | Statistics and econometrics 2 | 6 |
| | lingua 1 (solo didattica) | First foreign language (teaching only) | |
| | lingua 2 (solo didattica) | Second foreign language (teaching only) | |
| Total CP of the first year | | | 60 |
| Second year 2005-2006 a.y. | | | |
| | <i>Educational activities</i> | <i>English translation</i> | <i>CP</i> |
| | 4 insegnamenti opzionali | 4 elective courses | 24 |
| | lingua 1 (didattica + esame 1° sem 2° anno) | First foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | lingua 2 (didattica + esame 1° sem 2° anno) | Second foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | stage | Internship | 8 |
| | tesi | Thesis | 20 |
| Total CP of the second year | | | 60 |

The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consultation hours are available from the Institute Secretariat and also published on the website at <<http://www.unibocconi.it/ricevimentodocenti>> (only Italian).

It should be noted that while respecting the educational objectives of the graduate degree and of the ministerial tables relative to the field of study of Management, the program structure may be subject to slight variations decided on by the Faculty Council.

For detailed information about:

- majors, electives and foreign languages see chapter 3;
- educational debits for students who did not study a directly linked undergraduate degree see chapter 6.

2.7 CORSO DI LAUREA SPECIALISTICA IN ECONOMIA E LEGISLAZIONE PER L'IMPRESA – GRADUATE DEGREE IN LAW AND BUSINESS ADMINISTRATION – CLELI-LS

Program Director: Professor Lorenzo Pozza

Assistant Program Director: Dottorssa Annalisa Prencipe

Field of study: Management (no. 84/S)

Directly linked undergraduate degree program: CLELI

2.7.1 Educational objectives

The Graduate Degree in Law and Business Administration provides students with an advanced education preparing them for high-skilled jobs.

While respecting the educational objectives of the field of study that the program belongs to, the Graduate Degree in Law and Business Administration has the following goals:

- to provide graduates with the knowledge and skills needed to face all management issues in modern companies, focusing on administrative, financial, legal fiscal and institutional relationship aspects;
- to adapt and provide graduates with the necessary cultural bases and operational tools to enable them to successfully work as business consultants or freelance professionals.

2.7.2 Career opportunities

Graduates are typically offered career opportunities in firms and professions requiring an interdisciplinary approach to business administration, finance, and law, namely:

- independent professions in business and finance (ranging from accounting to reporting, from auditing to analysis, and so on);
- business consulting (freelance professionals or within organisations);
- legal and tax-related careers within companies (strategic planning, external relations and so on).

2.7.3 Program requirements breakdown

The program requirements of the Graduate Degree in Law and Business Administration comprise of educational activities to the value of 120 credit points divided as follows:

| <i>Educational activities</i> | <i>CP</i> |
|----------------------------------|-----------|
| 8 compulsory courses | 60 |
| Activities chosen by the student | 24 |
| First EU language | 4 |
| Second EU language | 4 |
| Internship | 8 |
| Thesis | 20 |

2 Program structures of the graduate degrees – CLFLI-LS

The 24 credit points relative to the activities chosen by the students are divided into 4 courses and are dedicated to the free academic major (free track) or one of the following recommended majors:

- Corporate taxation;
- Transaction advisory services.

The majors will be offered in the 2005–2006 a.y. (year in which the second year of the program will be offered for the first time) and may be subject to slight variations decided on by the Faculty Council.

2.7.4 Program structure

| First year 2004-2005 a.y. | | | |
|---|---|--|-----------|
| First semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8026 | Analisi e valutazioni finanziarie | Financial analysis and valuation | 8 |
| 8071 | Diritto commerciale (corso progredito) | Company and business law (advanced course) | 6 |
| 8025 | Principi contabili internazionali | International accounting standards | 8 |
| 8091 | Tassazione comparata | Comparative tax law | 8 |
| Second semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8028 | Bilancio e operazioni di gestione straordinaria | Accounting for business combinations | 8 |
| 8001 | Corporate governance | Corporate governance | 8 |
| 8078 | Diritto dei mercati e degli strumenti finanziari | Corporate law and financial markets regulation | 6 |
| 8027 | Finanza strategica | Strategic finance | 8 |
| | lingua 1 (solo didattica) | First foreign language (lessons only) | |
| | lingua 2 (solo didattica) | Second foreign language (lessons only) | |
| Total CP of the first year | | | 60 |
| Second year 2005-2006 a.y. | | | |
| <i>Educational activities</i> | <i>English translation</i> | <i>CP</i> | |
| 4 insegnamenti opzionali | 4 elective courses | 24 | |
| lingua 1 (didattica + esame 1° sem 2° anno) | First foreign language (lessons + exam 1 st sem 2 nd year) | 4 | |
| lingua 2 (didattica + esame 1° sem 2° anno) | Second foreign language (lessons + exam 1 st sem 2 nd year) | 4 | |
| stage | Internship | 8 | |
| tesi | Thesis | 20 | |
| Total CP of the second year | | | 60 |

The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consulta-

tion hours are available from the Institute Secretariat and also published on the website at <<http://www.unibocconi.it/ricevimentodocenti>> (only Italian).

It should be noted that while respecting the educational objectives of the graduate degree and of the ministerial tables relative to the field of study of Management, the program structure may be subject to slight variations decided on by the Faculty Council.

For detailed information about:

- majors, electives and foreign languages see chapter 3;
- educational debits for students who did not study a directly linked undergraduate degree see chapter 6.

2.8 CORSO DI LAUREA SPECIALISTICA IN ECONOMIA E MANAGEMENT PER LE ARTI, LA CULTURA E LA COMUNICAZIONE – GRADUATE DEGREE IN ECONOMICS AND MANAGEMENT OF ARTS, CULTURE AND COMMUNICATION – CLEACC-LS

Program Director: Professor Stefano Baia Curioni

Assistant Program Director: Dottoressa Annalisa Sacco

Field of study: Management (no. 84/S)

Directly linked undergraduate degree program: CLEACC

2.8.1 Educational objectives

The Graduate Degree in Economics and Management of Arts, Culture and Communication provides students with an advanced curriculum preparing them for high-skilled jobs. While respecting the educational objects of the field of study that the program belongs to, the Graduate Degree in Economics and Management of Arts, Culture and Communication has the following goals:

- to provide a solid and advanced grounding in business administration, focusing on the management of complex cultural projects;
- to provide in-depth study of the key issues in management and organisation concerning cultural institutions and businesses investing in or supporting culture and the arts, as well as media and communication companies;
- to provide thorough knowledge of law necessary to complete the degree from both public and private perspectives;
- to acquire in-depth knowledge of the different sectors from economic, managerial, organisational and technological perspectives;
- to develop organisational skills and capabilities in terms of management of complex projects, organisational behaviour, comprehension of group dynamics, decision making, negotiation and knowledge;
- to enable students to understand and interpret the innovations (technological, institutional, philosophical) affecting culture, communication and the arts.

2.8.2 Career opportunities

Graduates are typically offered career opportunities in the following specialised sectors:

- cultural heritage, archaeology, biblioteconomics, archives and museums
- media (television, cinema and radio), traditional publishing and multimedia and the music industry
- communication
- entertainment, live performance and sport

- tourism, territorial and urban economy
- fashion and design

Typical professional profiles within these specialised sectors include the following:

- entrepreneurs, freelance professionals, consultants in the fields of cultural heritage, communication, live entertainment, media and fashion
- managers in communication, radio, television and cinema, publishing and new media, fashion, entertainment and live performance companies
- managers in cultural, museums, archiving, archaeological and tourism foundations and institutions
- consultants and experts in the evaluation and care of artistic and cultural heritage
- program schedule managers in communication companies
- royalty managers
- internal and external communication managers
- organisers of entertainment and festivals
- experts on cultural tourism
- experts on consortium activities (arts, culture, sport and communication)
- planners and developers of theme parks

2.8.3 Program requirements breakdown

The program requirements of the Graduate Degree in Economics and Management of Arts, Culture and Communication comprise of educational activities to the value of 120 credit points divided as follows:

| <i>Educational activities</i> | <i>CP</i> |
|----------------------------------|-----------|
| 10 compulsory courses | 60 |
| Activities chosen by the student | 24 |
| First EU language | 4 |
| Second EU language | 4 |
| Internship | 8 |
| Thesis | 20 |

The following sector specialisations are offered:

- communication;
- cultural heritage, archaeology, biblioteconomics, archives, museums;
- entertainment, live performance, sport;
- management of fashion and design firms (in collaboration with Politecnico; jointly run with the GM-LS);
- media (television, cinema, radio publishing and multimedia), music industry;
- tourism, territorial and urban economy;
- the sector specialisations will be offered in the 2005 – 2006 a.y. (year in which the second year of the program will be offered for the first time) and may be subject to slight variations decided on by the Faculty Council.

2.8.4 Program structure

| First year 2004-2005 a.y. | | | |
|---|---|---|-----------|
| First semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8079 | Diritto dei beni immateriali (corso progredito) | Advanced intellectual property law | 6 |
| 8055 | Economia dell'arte e della cultura | Economics of art and culture | 8 |
| 8041 | Project and team management | Project and team management | 6 |
| 8067 | Statistica economica | Advanced methods survey sampling in economics | 4 |
| 8005 | Strategia e governance delle aziende culturali | Strategy and governance of cultural organizations | 6 |
| Second semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8093 | Arte e cultura | Intercultural studies | 6 |
| 8080 | Diritto degli enti non profit | Regulation of non-profit entities | 6 |
| 8013 | Marketing (corso progredito) | Marketing (advanced course) | 6 |
| 8029 | Project financing e business plan | Project financing & business plan | 6 |
| 8056 | Temi di economia dell'arte e della cultura | Topics in economics of art and cultural | 6 |
| | lingua 1 (solo didattica) | First foreign language (lessons only) | |
| | lingua 2 (solo didattica) | Second foreign language (lessons only) | |
| Total CP of the first year | | | 60 |
| Second year 2005-2006 a.y. | | | |
| <i>Educational activities</i> | <i>English translation</i> | <i>CP</i> | |
| 4 insegnamenti opzionali | 4 elective courses | 24 | |
| lingua 1 (didattica + esame 1° sem 2° anno) | First foreign language (lessons + exam 1 st sem 2 nd year) | 4 | |
| lingua 2 (didattica + esame 1° sem 2° anno) | Second foreign language (lessons + exam 1 st sem 2 nd year) | 4 | |
| stage | Internships | 8 | |
| tesi | Thesis | 20 | |
| Total CP of the second year | | | 60 |

The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consultation hours are available from the Institute Secretariat and also published on the website at <<http://www.unibocconi.it/ricevimentodocenti>> (only Italian).

It should be noted that while respecting the educational objectives of the graduate degree and of the ministerial tables relative to the field of study of Management, the program structure may be subject to slight variations decided on by the Faculty Council.

For detailed information about:

- majors, electives and foreign languages see chapter 3;
- educational debits for students who did not study a directly linked undergraduate degree see chapter 6.

2.9 CORSO DI LAUREA SPECIALISTICA IN DISCIPLINE ECONOMICHE E SOCIALI – GRADUATE DEGREE IN ECONOMIC AND SOCIAL SCIENCES – DES-LS

Program Director: Professor Francesco Billari

Assistant Program Director: Dottorssa Rebecca Graziani

Field of study: Economics (no. 64/S)

Directly linked undergraduate degree program: DES

2.9.1 Educational objectives

The Graduate Degree in Economic and Social Sciences provides students with an advanced education preparing them for high-skilled jobs in socio-economic professions. While respecting the educational objectives of the field of study that the program belongs to, the Graduate Degree in Economic and Social Sciences has the following goals:

- to provide advanced education in economics, economic history, sociology and political science, the use of quantitative tools and the legal environment of corporate governance and market regulation.

In particular, according to the elective courses chosen, the program aims:

- to provide advanced grounding in theoretical and applied economics, through strongly interactive courses enabling students to understand the key questions and issues of social and economic systems;
- to develop the analytical and interpretation skills required to understand socio-economic phenomena, through the knowledge of advanced quantitative methods and concrete experience in their application;
- to acquire the skills needed to interpret the economic, social and cultural processes constantly in evolution, typical in technologically advanced societies and in developing societies, through the combination of reflection on the key issues in social sciences and its body of knowledge.

2.9.2 Career opportunities

The possible career opportunities are:

- professions with a strong research emphasis, such as positions within international organisations, public or private research centres, consulting firms, the economic press, a professional academic career. With reference to academic career in areas of economics, statistical analysis, economics history, social sciences and applied mathematics;
- new professional contexts in which economists are strongly required, such as regulatory authorities, central banking, non-profit organisations, innovative areas in public administration, such as diplomacy and international commerce;

2 Program structures of the graduate degrees – DES-LS

- applied statistician within companies, socio-demographics, economic or financial organisations;
- within companies whose operational activities require a high level of analytical skill.

2.9.3 Program requirements breakdown

The program requirements of the Graduate Degree in Economic and Social Sciences comprise of educational activities to the value of 120 credit points divided as follows:

| <i>Educational activities</i> | <i>CP</i> |
|--|-----------|
| 4 compulsory courses | 30 |
| 5 characteristic courses-guided choice | 30 |
| Activities chosen by the student | 24 |
| First EU language | 4 |
| Second EU language | 4 |
| Internship | 8 |
| Thesis | 20 |

The 24 credit points relative to the activities chosen by the students are divided into 3 courses to the total value of 18 credit points and other educational activities (for example workshops) or elective courses for the remaining 6 credit points.

2.9.4 Program structure

| First year 2004-2005 a.y | | | |
|-----------------------------------|--|--|-----------|
| First semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8081 | Diritto dell'impresa e del mercato | Competition law | 6 |
| 8068 | Matematica avanzata per l'economia e le scienze sociali | Advanced methods for economics and social sciences | 8 |
| 8069 | Statistica avanzata per l'economia e le scienze sociali | Advanced statistics for economics and social sciences | 8 |
| 8094 | Storia economica e dinamica sociale (Civiltà comparate) | Economic history and social dynamics (comparative civilizations) | 8 |
| Second semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| | 2 Insegnamenti a scelta da Lista A (Economici di base) | 2 courses chosen from List A (Basic Economics) | 12 |
| | 2 Insegnamenti a scelta da Lista B (Economici caratterizzanti) | 2 courses chosen from List B (Characteristic Economics) | 12 |
| | 1 Insegnamento a scelta da Lista C (Econometria e metodi quantitativi) | 2 courses chosen from List C (Econometrics and Quantitative Methods) | 6 |
| | lingua 1 (solo didattica) | First foreign language (lessons only) | |
| | lingua 2 (solo didattica) | Second foreign language (lessons only) | |
| Total CP of the first year | | | 60 |

2 Program structures of the graduate degrees – DES-LS

| Second year 2005-2006 a.y. | | |
|---|---|-----------|
| <i>Educational activities</i> | <i>English translation</i> | <i>CP</i> |
| 3 insegnamenti opzionali | 3 elective courses | 18 |
| Altre attività integrative o insegnamento opzionale | Other related activities or elective | 6 |
| lingua 1 (didattica + esame 1° sem 2° anno) | First foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| lingua 2 (didattica + esame 1° sem 2° anno) | Second foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| stage | Internships | 8 |
| tesi | Thesis | 20 |
| Total CP of the second year | | 60 |

| <i>Lista A (Economici di base):</i> | | |
|--|--|-----------|
| | <i>List A (Basics in economics):</i> | <i>CP</i> |
| 8096 Economia dello sviluppo | Development economics | 6 |
| 8087 Macroeconomia avanzata | Advanced macroeconomics | 6 |
| 8076 Microeconomia avanzata | Advanced microeconomics | 6 |
| 8077 Political Economics | Political Economics | 6 |
| <i>Lista B (Economici caratterizzanti):</i> | | |
| | <i>List B (Characteristics of economics)</i> | <i>CP</i> |
| 8019 Economia dell'energia | Energy economics | 6 |
| 8105 European economic policy (impartito in lingua inglese) | European economic policy (taught in English) | 6 |
| 8104 Labour economics (impartito in lingua inglese) | Labour economics (taught in English) | 6 |
| 8085 Politica monetaria | Monetary policy | 6 |
| <i>Lista C (Econometria e metodi quantitativi per l'economia):</i> | | |
| | <i>List C (Econometrics and quantitative methods for economics):</i> | <i>CP</i> |
| 8004 Econometria avanzata | Advanced econometrics | 6 |
| 8097 Microeconometria | Microeconometrics | 6 |

The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consultation hours are available from the Institute Secretariat and also published on the website at <<http://www.unibocconi.it/ricevimentodocenti>> (only Italian).

It should be noted that while respecting the educational objectives of the graduate degree and of the ministerial tables relative to the field of study of Management, the program structure may be subject to slight variations decided on by the Faculty Council.

For detailed information about:

- majors, electives and foreign languages see chapter 3;
- educational debits for students who did not study a directly linked undergraduate degree see chapter 6.

2.10 CORSO DI LAUREA SPECIALISTICA IN ECONOMIA E MANAGEMENT DEI MERCATI INTERNAZIONALI E DELLE NUOVE TECNOLOGIE – GRADUATE DEGREE IN ECONOMICS AND MANAGEMENT OF INTERNATIONAL MARKETS AND NEW TECHNOLOGIES – CLEMIT-LS

Program Director: Professor Stefano Breschi

Assistant Program Director: Dottor Andrea Colli

Field of study: Economics (no. 64/S)

Directly linked undergraduate degree programs: CLEMIT and DES

2.10.1 Educational objectives

The Graduate Degree in Economics and Management of International Markets and New Technologies provides students with an advanced education preparing them for high-skilled jobs.

While respecting the educational objectives of the field of study that the program belongs to, the Graduate Degree in Economics and Management of International Markets and New Technologies has the following goals:

- to provide a unitary approach to the study of economic, social, legal, cultural and technological phenomena through in-depth treatment of subjects and issues introduced at the undergraduate level focusing on recent trends and great changes from an international perspective;
- to provide graduates with strong analytical skills required to understand and interpret the dynamics of the industry and sectors relating to innovation and globalization and to develop appropriate strategies and policies in this context;
- to develop the ability to comprehend and develop solutions to phenomena and its impact on innovation and new technology and the management and strategies of companies.

2.10.2 Career opportunities

Graduates are typically offered career opportunities in managerial roles within companies with a strong emphasis on innovation and technology, such as consulting firms, national and international agencies, business organisations and academic and non-academic research centres. Among the typical professional profiles are:

- managers, analysts, researchers or consultants both in the public (ministries, states, national and international organisations, research centres, firms specialised in development and technology transfer) and private sectors;
- industry analysts;
- strategic planning experts;
- business consultants.

2.10.3 Program requirements breakdown

The program requirements of the Graduate Degree in Economics and Management of International Markets and New Technologies comprise of educational activities to the value of 120 credit points divided as follows:

| <i>Educational activities</i> | <i>CP</i> |
|-------------------------------|-----------|
| 8 compulsory courses | 60 |
| Activities chosen by students | 24 |
| First EU language | 4 |
| Second EU language | 4 |
| Internship | 8 |
| Thesis | 20 |

The 24 credit points relative to the activities chosen by the students are divided into 3 courses to the total value of 18 credit points and other educational activities (for example workshops) or elective courses for the remaining 6 credit points.

The electives are dedicated to the free academic major (free track) or one of the following recommended majors:

- Applied and business economist;
- Innovation and technology management.

The majors will be offered in the 2005–2006 a.y. (year in which the second year of the program will be offered for the first time) and may be subject to slight variations decided on by the Faculty Council.

2.10.4 Program structure

| First year 2004-2005 a.y. | | | |
|----------------------------------|--|--|-----------|
| First semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8059 | Economia dell'impresa e corporate governance | Theory of the firm and corporate governance | 8 |
| 8057 | Economia internazionale (Globalizzazione, competitività e crescita) | International trade (Globalization and growth) | 8 |
| 8014 | Management della conoscenza e dell'innovazione | Knowledge management and innovation | 6 |
| 8058 | Organizzazione industriale | Industrial organization (Antitrust and regulation) | 8 |
| Second semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8082 | Diritti di proprietà intellettuale e concorrenza | Intellectual property and competition law | 6 |
| 8060 | Economia dell'innovazione (Crescita economica e cambiamento strutturale) | Economics of innovation (Economic growth and structural change) | 8 |
| 8070 | Metodi statistici per l'economia applicata | Statistical methods for economics and business (Multivariate analysis) | 8 |

2 Program structures of the graduate degrees – CLEMIT-I.S

| | | | |
|------------------------------------|--|---|-----------|
| 8095 | Storia economica (Dinamiche di sviluppo delle imprese innovative) | Business history (Evolutive dynamics of innovative enterprises) | 8 |
| | lingua 1 (solo didattica) | First foreign language (lessons only) | |
| | lingua 2 (solo didattica) | Second foreign language (lessons only) | |
| Total CP of the first year | | | 60 |
| Second year 2005-2006 a.y. | | | |
| | <i>Educational activities</i> | <i>English translation</i> | <i>CP</i> |
| | insegnamento opzionale / altre attività formative (laboratori interdisciplinari, seminari) | elective / other educational activities (interdisciplinary workshops, seminars) | 6 |
| | 3 insegnamenti opzionali | 3 elective courses | 18 |
| | lingua 1 (didattica + esame 1° sem 2° anno) | First foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | lingua 2 (didattica + esame 1° sem 2° anno) | Second foreign language (lessons + exam 1 st sem 2 nd year) | 4 |
| | stage | Internship | 8 |
| | tesi | Thesis | 20 |
| Total CP of the second year | | | 60 |

The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consultation hours are available from the Institute Secretariat and also published on the website at <<http://www.unibocconi.it/ricevimentodocenti>> (only Italian).

It should be noted that while respecting the educational objectives of the graduate degree and of the ministerial tables relative to the field of study of Management, the program structure may be subject to slight variations decided on by the Faculty Council.

For detailed information about:

- majors, electives and foreign languages see chapter 3;
- educational debits for students who did not study a directly linked undergraduate degree see chapter 6.

2.11 CORSO DI LAUREA SPECIALISTICA IN GIURISPRUDENZA – GRADUATE DEGREE IN LAW – CLG-LS

Program Director: Professor Giovanni Iudica

Assistant Program Director: Dottor Alessandro Scarso

Field of study: Law (no. 22/S)

Directly linked undergraduate degree program: CLSG

2.11.1 Educational objectives

The Graduate Degree in Law provides students with an advanced education preparing them for high-skilled jobs. While respecting the educational objectives of the field of study that the program belongs to, the Graduate Degree in Law has the following goals:

- to provide specialist knowledge by completing the academic curriculum of the legal professional with the in-depth monographic study of disciplinary areas briefly covered by the undergraduate degree and by enlarging the area of inquiry to emerging legal issues and contract;
- to ensure that the graduate in Law is able to master the logical and analytical tools necessary to articulate complex legal reasoning in writing, thereby providing correct solutions to the problems normally encountered by the professional lawyer or the legal professional working in firms, public administrations or international agencies.

2.11.2 Career opportunities

Career opportunities open to Law graduates include:

- the legal profession;
- the magistracy;
- the profession of notary public;
- corporate lawyers in firms, banks, insurance companies;
- legal experts in regulation authorities;
- managerial positions in public administration;
- officials in EU institutions and/or international organisations;
- the diplomatic career.

2.11.3 Program requirements breakdown

The program requirements of the Graduate Degree in Law comprise of educational activities to the value of 120 credit points divided as follows:

2 Program structures of the graduate degrees – Cl. G-I.S

| <i>Educational activities</i> | <i>CP</i> |
|----------------------------------|-----------|
| 10 compulsory courses | 66 |
| Activities chosen by the student | 18 |
| Foreign language | 4 |
| Internship | 6 |
| Thesis | 26 |

The 18 credit points relative to the activities chosen by the students are divided into 2 electives to the total value of 12 credit points and the remaining 6 credit points.

The electives are dedicated to the free academic major (free track) or one of the following recommended majors:

- Private business and law;
- Public business and law.

The majors will be offered in the 2005–2006 a.y. (year in which the second year of the program will be offered for the first time) and may be subject to slight variations decided on by the Faculty Council.

2.11.4 Program structure

| First year 2004-2005 a.y. | | | |
|---|--|--|-----------|
| First semester | | | |
| <i>Code</i> | <i>Course title</i> | <i>English translation</i> | <i>CP</i> |
| 8086 | Diritto amministrativo (corso progredito) | Advanced administrative law | 6 |
| 8071 | Diritto commerciale (corso progredito) | Company and business law (advanced course) | 8 |
| 8098 | Diritto del lavoro (corso progredito) | Labour law (advanced course) | 6 |
| 8088 | Diritto penale | Criminal law | 8 |
| Second semester | | | |
| <i>Code</i> | <i>Course</i> | <i>English translation</i> | <i>CP</i> |
| 8083 | Diritto civile | Civil law | 8 |
| 8084 | Diritto processuale civile | Civil procedure | 6 |
| 8089 | Procedura penale | Criminal procedure | 6 |
| 8090 | Storia delle codificazioni | History of codifications | 6 |
| | lingua (solo didattica) | Foreign language (lessons only) | |
| Total CP of the first year | | | 54 |
| Second year 2005-2006 a.y. | | | |
| <i>Educational activities</i> | <i>English translation</i> | <i>CP</i> | |
| Diritto romano | Roman law | 6 | |
| Diritto U.E. | EU law | 6 | |
| 2 opzionali | 2 elective courses | 12 | |
| lingua inglese (didattica + esame 1° sem 2° anno) | Foreign language (lessons + exam 1 st sem 2 nd year) | 4 | |

2 Program structures of the graduate degrees – CLG-LS

| | | |
|------------------------------------|-------------|-----------|
| seminari | Seminars | 6 |
| stage | Internships | 6 |
| tesi | Thesis | 26 |
| Total CP of the second year | | 66 |

The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consultation hours are available from the Institute Secretariat and also published on the website at <<http://www.unibocconi.it/ricevimentodocenti>> (only Italian).

It should be noted that while respecting the educational objectives of the graduate degree and of the ministerial tables relative to the field of study of Management, the program structure may be subject to slight variations decided on by the Faculty Council.

For detailed information about:

- majors, electives and foreign languages see chapter 3;
- educational debits for students who did not study a directly linked undergraduate degree see chapter 6.