



Università Commerciale
Luigi Bocconi

Via Sarfatti 25
20136 Milano

Student's Handbook 2005 2006

GUIDE TO THE UNIVERSITY

Bocconi

Masters of Science

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1 Student resources

1.1 International site

The Bocconi international site <http://www.unibocconi.it/eng> contains information that helps students to become familiar with their University and to learn how to utilise the numerous online services available.

In addition to the services that can be accessed through Virtual Punto Blu and the yoU@B diary described in this chapter, some of the most useful sections of the site include:

- the **"Teaching"** section that provides constantly updated information about the academic calendars, degrees, courses, lessons, exams and room allocations. Students can also check out the **"Didattica"** section on the Italian site that provides information about course directors, instructors and student consultation hours;
- the Institutes' online bulletin boards containing the latest information and updates posted by the Institute Secretariats that can be accessed through the Italian site at <http://www.uni-bocconi.it/bachecheistituti> (Italian version)
- the Teaching Organisation Area and Student Academic Career Area online bulletin board that can be accessed at <http://www.unibocconi.it/bullettinboard>;
- the **"How to"** section that contains a number of brief guides designed to enhance student life.

1.2 The student kit

- 1.2.1 The unofficial academic transcript
- 1.2.2 ID card
- 1.2.3 Password

The student kit consists of:

- the unofficial academic transcript;
- ID card with photo;
- password for accessing the **online services** (Virtual Punto Blu, yoU@B etc.) and **Bocconi email**.

1.2.1 The unofficial academic transcript

The unofficial academic transcript is a document that, once the enrolment process has been completed, contains the student's personal details and the courses included in the program structure. Later, the transcript is updated with the dates and the marks of exams passed.

The updated unofficial version of the transcript - with dates and marks of exams passed - can be printed at any time from the Punto Blu terminals by choosing the UA function, indicated in the "Punto Blu, Virtual Punto Blu and Internet points" section in this chapter.

The unofficial academic transcript is given to students when they have completed enrolment and may be used as a memo - **not as a certificate** - by students; teachers may make a note on this transcript of the marks and dates of the exams that they have passed.

1.2.2 ID card

The ID card with photo is a non-transferable personal document that is essential for:

- recognition around the University;

- accessing those functions, described in the specific section in this chapter, available from Punto Blu terminals situated around the University;
- gaining entrance to the cafeteria;
- gaining access to the library and borrowing books.

The replacement ID card

In case of loss or theft of ID cards, students may apply for replacement cards by completing and submitting the request form that can be obtained from the Student Assistance Desk of the Student Administration Centre (via Sarfatti 25). The request form must be accompanied either by a copy of the loss or theft report that must be handed in to the local Police or Carabinieri station, or by the "autocertificazione" self-declaration form obtained from the Student Assistance Desk.

Students must inform the library of the lost or theft immediately, so as all book borrowing can be blocked. Otherwise, the owner of the ID card must replace any books borrowed.

If the magnetic strip of the ID card no longer functions, the ID card will be automatically re-magnetised free of charge at the Student Assistance Desk.

An ID card that no longer functions, for reasons other than the magnetic strip being worn, will be replaced on presentation of the old card at the Student Assistance Desk for a replacement fee (as far as the fee is concerned, consult the .pdf file "Other costs" available in the [Download Area](#)).

1.2.3 Password

Students are given the passwords needed to access:

- Bocconi **student email**;
- **online services** including
 - Virtual Punto Blu, described in the specific section in this chapter;
 - the yoU@B student diary, the functions are described in the specific section in this chapter.

For security reasons students are advised to regularly change - through Virtual Punto Blu - the password to access the online services.

In the case of lost or forgotten passwords, students can go to the Student Assistance Desk of the Student Administration Centre (ground floor of the University building at via Sarfatti 25). **Online services password requests** can also be made via email to ufficio.studenti@unibocconi.it. The password will only be sent to the student's Bocconi email address.

Email passwords cannot be sent via email.

1.3 Punto Blu, Virtual Punto Blu and Internet points

1.3.1 Functions available from Punto Blu terminals

- Student menu
- Automatic certification menu

1.3.2 Functions available from virtual Punto Blu

- Student menu

Punto Blu is a self-service terminal that allows students to carry out some of the administrative activities regarding their student life.

Virtual Punto Blu can be accessed either via Internet or via yoU@B, the student diary.

Data is updated in real time in the Student Administration Centre records. Students can instantly check that the operation they have carried out has been successfully completed.

The successful use of this service means that students save time as they do not have to line up in queues and can carry out administrative procedures outside of office hours.

Students can choose the language (Italian or English) of Punto Blu/Virtual Punto Blu.

To access the functions offered by Punto Blu insert the ID card into the appropriate slot and follow the instructions that appear for each individual function.

To access the functions offered by Virtual Punto Blu students must:

- go through the University homepage at <http://www.unibocconi.it/puntoblueng> or yoU@B;
- type in the student ID (login) and the password for accessing online services.

Internet points that provide restricted access to the Bocconi Internet site are located in both the university building (piazza Sraffa 13) and the entrance hall of the Student Administration Centre.

Certificates (see chapter 8) and receipts for administrative procedures that have been carried out can be printed from Punto Blu terminals, while web pages from the Internet site can be printed and used as memos only.

1.3.1 Functions available from Punto Blu terminals

Student menu

Available functions:

IS Enrolment in Academic Year
SF Financial Situation
BO Scholarships / 150 hours
RR Receipt Issue
IP Exam Registrations
VP Display List of Partial Exam Registrations
MI Change of Address
RO Student Consultation Hours IEGI/IAFC
SC Exchange Program
CA Campus Abroad
PL Application to Graduation
PS Study Plan
LI Choice of Language for Punto Blu

Other functions concerning the choice of elective courses.

Automatic certification menu

At the time of publication of this Guide, it is possible to produce and/or print the following certificates:

In Italian

IS Iscrizione semplice
IC Iscrizione con carriera
BA Benefici e Agevolazioni
TP Tasse Pagate
CU Curriculum accademico
OL Orario Lezioni
CP Calendario Esami Personalizzato

In English

EN Enrolment
OA Official Academic Transcript
FA Financial Aid
FT Fees and Taxes Paid
UT Unofficial Academic Transcript

1.3.2 Functions available from Virtual Punto Blu

Student menu

Available functions:

IS Enrolment in Academic Year
SF Financial Situation
PS Study Plan
IP Exam Registrations
VI Display List of Partial Exam Registrations
MI Change of Address
RO Student Consultation Hours IEGI/IAFC
VP Display Study Plan
LI Choice of Language for Punto Blu

Other functions concerning the choice of elective courses.

Please note: receipts and certificates cannot be printed from Virtual Punto Blu.

For more information about the criteria and consolidations for issuing certificates, see chapter 8 of this guide.

1.4 YoU@B student diary

The yoU@B student diary is a service designed for all Bocconi students, who can start using it from the first day after they have enrolled.

Students can use yoU@B to organise their own diary, receive notices from various University services, keep a personal address book, make notes, check the dates, times and classrooms of exams, graduation sessions, class timetables and so on.

The yoU@B student diary is available in both Italian and English. Students can choose at any moment to change the language.

The information and services available to students through yoU@B are:

- **class timetables:** students can compile personalised class timetables by selecting courses not provided for in their study plans from the general class timetables;
- **exam timetables:** students can compile personal exam timetables by selecting exams not provided for in their study plans from the general exam timetables;
- **breakdown of classroom allocations** for exams and partial exams;
- **daily classroom allocations** (for exams, partial exams and various activities);
- **exams results** (if they have been electronically sent to TOSCA);
- **various activities sign-up;**
- **notices,** messages from the Teaching Organisation Area, Student Admission Center and other University Services;
- **online diary,** for checking one's own lessons, exams and administration deadlines, and for making notes of meetings, appointments and events;
- **links to the Bocconi site,** for direct access to the various areas on the website;
- **personal links;**
- **link to Virtual Punto Blu;**
- **contacts** (personal address book).

In addition, for final-year students (see chapter 6)

- **the placement form;**
- **the questionnaire of evaluation** of the University experience;
- **graduation:** final-year students can check graduation sessions (date, time, room and commission).

How to access yoU@B

The yoU@B student diary can be accessed from the Bocconi website at <http://www.unibocconi.it/eng> or at <http://agenda.unibocconi.it> after the user has been identified. Users must type their Student ID in the appropriate "user ID" space and the online services password in the "password" space.

For further information: <http://agenda.unibocconi.it>

Students should note that the yoU@B diary is the main tool used by Università Bocconi to give notice regarding teaching activities; therefore, students are kindly requested to check frequently the messages received.

1.5 Email

All students currently enrolled are provided with a Bocconi email account. Students can use this account free of charge. The service is provided by the University in collaboration with Webmail <http://webmail.studbocconi.it>.

First-year students are automatically assigned an email address when they complete enrolment.

The Bocconi email address is composed of: s + student ID + @studbocconi.it

To facilitate the use of Bocconi email, students are given the possibility to use an alias. Students must choose from among one of the automatically proposed aliases, which will appear the first time that students access the yoU@B student diary. Both the Bocconi student email address and the alias email address will be active.

After choosing the alias to ensure that the system functions correctly students should adjust the inbox options by following the "alias settings" instructions. This information is available on the Bocconi site at <http://webmail.studbocconi.it>

Students are kindly requested to check frequently their personal Bocconi email address in order to read the messages sent by the University.

For further information:
ASIT (Information Technology and Data Transmission Systems Area)
email: helpmail@studbocconi.it

1.6 SMS

The one-to-one interactive communication service, Bocconi - TIM SIM, provides access from your own mobile phone - by sending and receiving SMS messages - to services offered by the yoU@B diary and by Virtual Punto Blu. This service is activated free of charge for all Bocconi students, regardless of the phone company used. Students who activate the SMS service can receive messages free of charge from the University.

A user's guide is available on the Internet site at: <http://www.unibocconi.it/mobile>

1.7 Personal computers

- 1.7.1 Internet points around the University
- 1.7.2 IT classrooms for students

1.7.1 Internet points around the University

In order to offer wide access to the Bocconi Internet services, there are currently 450 web points situated around the University buildings at via Sarfatti 25 and piazza Sraffa 13, which can be used by students to access their laptops with standard configurations.

For further information, consult the website at <http://www.unibocconi.it/regpc> (Italian version)

1.7.2 IT classrooms for students

4 classrooms with a total of 243 personal computers connected to the University network are available for use by students (data refers to May 2005).

The computers are available for students who want to write up their final report or degree thesis, as well as for those who want to use data analysis programs, carry out research, use email and perform other more general learning activities (computerised exercises).

In addition, one classroom (57 PCs) is available for students who are following LearningSpace multimedia courses.

All computer work stations are available for students who would like to use word processing, electronic spreadsheets and data presentation packages. In addition, there are also programs available for carrying out the statistical analysis of quantitative data.

The location of the classrooms can be found in the website at <http://www.unibocconi.it/sede> in Aule (Italian version).

Information regarding new student services will be made available soon.

2 Program structures of the Master of Science degrees

Introduction

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

- 8 MSc degrees in the Management field of study (no. 84/S of the Ministerial Decree of 28 November, 2000).
 - General Management (GM-LS)
 - 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 – Finance (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 MSc 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 MSc degree in the Law field of study (no. 22/S of the Ministerial Decree of 28 November, 2000).
 - Giurisprudenza – Law (CLG-LS)

For the 2005-2006 a.y. both 2 years of all the programs are available, with the following number of class groups that have on average 100 students each, except for the Master of Science in Law which is made up of 120 students.

MSc program	Italian class groups	English class groups	Total class groups
GM-LS	3	1	4
MM-LS	2		2
OSI-LS	1		1
AFC-LS	2		2
CLAPI-LS	1		1
CLEFIN-LS	2	1 (*)	3
CLELI-LS	1		1
CLEACC-LS	1		1
DES-LS	1		1
CLEMIT-LS	1		1
CLG-LS	2 (**)		2

(*) To be activated from the 2005-2006 a.y.

(**) The second class group will be activated from the 2005-2006 a.y.

All MSc students enrolled in their first year in the 2004-2005 a.y. and MSc in Law students enrolled in their first year in the 2005-2006 a.y. are required to resolve any Ministerial and or Bocconi requirements that were established when enrolling. Therefore, the student's individual study plan is composed of the 120 credit points needed for the MSc plus those credit points relating to educational debits.

Detailed information about educational debits is available on the website at <http://unibocconi.it/graduatedegrees>.

Università Bocconi offers preparatory courses specifically designed for first-year MSc students enrolled in the 2005-2006 a.y. (except for the Master of Science in Law) who studied an undergraduate degree that was not directly linked to the MSc degree. For more information, see chapter 4.

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 MSc program 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 MSc program requirements for 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:

compulsory courses	60 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

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 MSc degree, the reform of the University system stipulates that students must be able to speak two European Union languages, apart from Italian, for MSc 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 MSc degrees belonging to the Law field of study (first foreign language).

2.1

CORSO DI LAUREA SPECIALISTICA IN GENERAL MANAGEMENT MASTER OF SCIENCE IN GENERAL MANAGEMENT GM-LS

- 2.1.1 Educational objectives
- 2.1.2 Career opportunities
- 2.1.3 Program requirements breakdown
- 2.1.4 Program structure (Italian class groups)
- 2.1.5 Program structure (English class group)

Program Director

Guido Corbetta

Assistant Program Director

Alessandro Minichilli

Field of study

Management (no. 84/S)

2.1.1 Educational objectives

The Master of Science 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 MSc program has three 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 Master of Science 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, assistant consultants and similar positions;
- 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 Master of Science in General Management comprise 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 European Union language	4
second European Union 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;
- Corporate finance (recommended for the English class group);
- Entrepreneurship and SMES (small and medium enterprises);
- International management (recommended for the English class group);
- Management consulting (recommended for the English class group and 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.

2.1.4 Program structure (Italian class groups)

First year 2005-2006 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
8071	Diritto commerciale (corso progredito)	Company and business law (advanced course)	6
8006	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>
8001	Corporate governance		6
8002	Gestione strategica	Strategic management	8
8034	People management		8
8042	Investment banking		6
	or	or	
8017	Poltiche finanziarie di impresa first foreign language (lessons only) second foreign language (lessons only)	Corporate finance	6
	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

2.1.5 Program structure (English class group)

First year 2005-2006 a.y.

First semester

<i>Code</i>	<i>Course title</i>	<i>CP</i>
8030	Business - government relations	6
8071	Company and business law (advanced course)	6
8047	Economic prospects	6
8006	Marketing management	6
8016	Performance measurement (Performance evaluation and management)	8

Second semester

<i>Code</i>	<i>Course title</i>	<i>CP</i>
8001	Corporate governance	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> (Italian version).

It should be noted that while respecting the educational objectives of the MSc 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.

2.2 CORSO DI LAUREA SPECIALISTICA IN MARKETING MANAGEMENT

MASTER OF SCIENCE IN MARKETING MANAGEMENT

MM-LS

- 2.2.1 Educational objectives
- 2.2.2 Career opportunities
- 2.2.3 Program requirements breakdown
- 2.2.4 Program structure

Program Director

Antonella Carù

Assistant Program Director

Stefania Borghini

Field of study

Management (no. 84/S)

2.2.1 Educational objectives

The Master of Science 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 Master of Science 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;
- 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 Master of Science in Marketing Management comprise 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 European Union language	4
second European Union 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.

2.2.4 Program structure

First year 2005-2006 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
8015	Sistemi informativi per il marketing	Marketing information technology	6
8011	Strategic marketing		6

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 and marketing innovation (Research and Development)		5
8007	Teoria generale dei consumi (Consumo e antropologia culturale)	Consumption theory (Consumption and cultural anthropology)	6
	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

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> (Italian version).

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.

2.3

CORSO DI LAUREA SPECIALISTICA IN ORGANIZZAZIONE E SISTEMI INFORMATIVI

MASTER OF SCIENCE IN ORGANISATION AND IT SYSTEMS

OSI-LS

2.3.1 Educational objectives

2.3.2 Career opportunities

2.3.3 Program requirements breakdown

2.3.4 Program structure

Program Director

Ferdinando Pennarola

Assistant Program Director

Luigi Proserpio

Field of study

Management (no. 84/S)

2.3.1 Educational objectives

The Master of Science 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 Master of Science 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 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;
 - 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 Master of Science 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>
10 compulsory courses	60
activities chosen by the students	24
first European Union language	4
second European Union 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 (taught in English and jointly run with the GM-LS).

2.3.4 Program structure

First year 2005-2006 a.y.

First semester			
<i>Code</i>	<i>Course title</i>	<i>English translation</i>	<i>CP</i>
8035	Comportamento organizzativo	Organizational behaviour	6
8038	Coordinamento organizzativo e tecnologie	Technology mediated coordination systems	4
8049	Economia delle risorse umane	Personnel economics	8
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
8073	Diritto del lavoro	Labour law	8

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 first foreign language (lessons only) second foreign language (lessons only)	Organizational design	6
	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> (Italian version).

It should be noted that while respecting the educational objectives of the MSc 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.

2.4

CORSO DI LAUREA SPECIALISTICA IN AMMINISTRAZIONE, FINANZA AZIENDALE E CONTROLLO MASTER OF SCIENCE IN ACCOUNTING, CORPORATE FINANCE AND CONTROL AFC-LS

2.4.1 Educational objectives

2.4.2 Career opportunities

2.4.3 Program requirements breakdown

2.4.4 Program structure

Program Director

Marco Agliati

Assistant Program Director

Ariela Caglio

Field of study

Management (no. 84/S)

2.4.1 Educational objectives

The Master of Science 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 Master of Science 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;
- 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 Master of Science 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 European Union language	4
second European Union 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.

2.4.4 Program structure

First year 2005-2006 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 and international accounting standards	8
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 and 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
8021	Bilancio e informativa economico-finanziaria	Financial reporting and disclosure	6
8043	Mercati e intermediari finanziari	Financial markets and institution	6
8022	Sistemi di amministrazione e controllo	Systems and processes for accounting and control	6
8050	Temi avanzati di economia first foreign language (lessons only) second foreign language (lessons only)	Advanced topics in economics	6
Total CP of the first year			60

Second year 2005-2006 a.y.

Educational activities	CP
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> (Italian version).

It should be noted that while respecting the educational objectives of the MSc 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.

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

- 2.5.1 Educational objectives
- 2.5.2 Career opportunities
- 2.5.3 Program requirements breakdown
- 2.5.4 Program structure

Program Director

Giovanni Valotti

Assistant Program Director

Greta Nasi

Field of study

Management (no. 84/S)

2.5.1 Educational objectives

The Master of Science 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 Master of Science 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 Master of Science 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>
9 compulsory courses	60
activities chosen by the student	24
first European Union language	4
second European Union 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.

2.5.4 Program structure

First year 2005-2006 a.y.

First semester

<i>Code</i>	<i>Course title</i>	<i>English translation</i>	<i>CP</i>
8032	Analisi di bilancio e revisione nelle P.A. e nelle istituzioni internazionali	Financial statement analysis and auditing in governments and international institutions	8
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	6
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	6
8261	Management of international institutions		6
8051	Politiche per lo sviluppo territoriale e urbano	Regional and urban development policies	6
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
	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> (Italian version).

It should be noted that while respecting the educational objectives of the MSc 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.

2.6

CORSO DI LAUREA SPECIALISTICA IN ECONOMIA E MANAGEMENT DELLE ISTITUZIONI E DEI MERCATI FINANZIARI MASTER OF SCIENCE IN FINANCE CLEFIN-LS

2.6.1 Educational objectives

2.6.2 Career opportunities

2.6.3 Program requirements breakdown

2.6.4 Program structure (Italian class groups)

2.6.5 Program structure (English class group)

Program Director

Francesco Saita

Assistant Program Director

Manuela Geranio

Field of study

Management (no. 84/S)

2.6.1 Educational objectives

The Master of Science in Finance aims to provide students with an advanced education preparing them for high-skilled jobs. The MSc program has two classgroups taught in Italian and one class group taught entirely in English. While respecting the educational objectives of the field of study that the program belongs to, the Master of Science in Finance 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 in commercial and investment banks;
- Monetary and financial economists in research development firms;
- Financial regulators in national or international regulation 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 Master of Science in Finance 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 European Union language	4
second European Union 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.

2.6.4 Program structure (Italian class groups)

First year 2005-2006 a.y.

First semester			
<i>Code</i>	<i>Course title</i>	<i>English translation</i>	<i>CP</i>
8260	Financial statement analysis		6
8024	Finanza aziendale (Introduzione alle valutazioni)	Corporate finance (Business valuation)	6
8065	Modelli quantitativi per la finanza	Quantitative methods for finance	6
8256	Statistica	Statistics	6
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
8055	Econometria	Econometrics	6
8044	Gestione delle istituzioni finanziarie e assicurative	Management of financial institutions and insurance companies	6
8042	Investment banking		6
	first foreign language (teaching only)		
	second foreign language (teaching 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	4

sem 2 nd year)	
internship	8
thesis	20
Total CP of the second year	60

2.6.5 Program structure (English class group)

First year 2005-2006 a.y.

First semester		
<i>Code</i>	<i>Course title</i>	<i>CP</i>
8024	Corporate finance (Business valuation)	6
8260	Financial statement analysis	6
8065	Quantitative methods for finance	6
8256	Statistics	6
8054	Theory of finance	6
Second semester		
<i>Code</i>	<i>Course title</i>	<i>CP</i>
8045	Derivatives	6
8071	Company and business law (advanced course)	6
8255	Econometrics	6
8042	Investment banking	6
8044	Management of financial institutions and insurance companies	6
	first foreign language (teaching only)	
	second foreign language (teaching 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> (Italian version).

It should be noted that while respecting the educational objectives of the MSc 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.

2.7 CORSO DI LAUREA SPECIALISTICA IN ECONOMIA E LEGISLAZIONE PER L'IMPRESA MASTER OF SCIENCE IN LAW AND BUSINESS ADMINISTRATION CLELI-LS

- 2.7.1 Educational objectives
- 2.7.2 Career opportunities
- 2.7.3 Program requirements breakdown
- 2.7.4 Program structure

Program Director

Lorenzo Pozza

Assistant Program Director

Annalisa Prencipe

Field of study

Management (no. 84/S)

2.7.1 Educational objectives

The Master of Science 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 Master of Science 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 Master of Science in Law and Business Administration comprise 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 European Union language	4
second European Union 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:

- Corporate taxation;

- Transaction advisory services.

2.7.4 Program structure

First year 2005-2006 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		8
8078	Diritto dei mercati e degli strumenti finanziari	Corporate law and financial markets regulation	6
8027	Finanza strategica	Strategic finance	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> (Italian version).

It should be noted that while respecting the educational objectives of the MSc 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.

2.8

CORSO DI LAUREA SPECIALISTICA IN ECONOMIA E MANAGEMENT PER LE ARTI, LA CULTURA E LA COMUNICAZIONE

MASTER OF SCIENCE IN ECONOMICS AND MANAGEMENT OF ARTS, CULTURE AND COMMUNICATION CLEACC-LS

- 2.8.1 Educational objectives
- 2.8.2 Career opportunities
- 2.8.3 Program requirements breakdown
- 2.8.4 Program structure

Program Director
Stefano Baia Curioni

Assistant Program Director
Annalisa Sacco

Field of study
Management (no. 84/S)

2.8.1 Educational objectives

The Master of Science 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 Master of Science 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, museums;
- media (television, cinema, radio, publishing and multimedia music industry);
- communication;
- entertainment, live performance, sport;
- tourism, territorial and urban economy;
- fashion and design.

Typical professional profiles within these specialised fields 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 Master of Science in Economics and Management of Arts, Culture and Communication comprise 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 European Union language	4
second European Union language	4
internship	8
thesis	20

The 24 credit points relative to the activities chosen by the students are divided into 4 courses and dedicated to one of 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.

2.8.4 Program structure

First year 2005-2006 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
8041	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
8056	Temi di economia dell'arte e della cultura	Topics in economics of art and cultural	8
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
8254	Economia della cultura e del territorio	Cultural economics and land use issues	6
8013	Marketing (corso progredito)	Marketing (advanced course)	6
8029	Project financing e business plan	Project financing and business plan	6
	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
internships	8
thesis	20
Total CP of the second year	60

An agreement, which is still in the experimental phase, between Università Bocconi and the Scuola Normale Superiore di Pisa has been activated for the 2005-2006 a.y. This agreement gives a limited number of second-year students the opportunity to undertake a period of study at the School.

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> (Italian version).

It should be noted that while respecting the educational objectives of the MSc 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, foreign languages and agreement with the Scuola Normale Superiore di Pisa see chapter 3.

2.9 CORSO DI LAUREA SPECIALISTICA IN DISCIPLINE ECONOMICHE E SOCIALI MASTER OF SCIENCE IN ECONOMIC AND SOCIAL SCIENCES DES-LS

- 2.9.1 Educational objectives
- 2.9.2 Career opportunities
- 2.9.3 Program requirements breakdown
- 2.9.4 Program structure

Program Director
Francesco Billari

Assistant Program Director
Guido Alfani

Field of study
Economics (no. 64/S)

2.9.1 Educational objectives

The Master of Science 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 Master of Science 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;
- 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 Master of Science in Economic and Social Sciences comprise 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 European Union language	4
second European Union language	4
internship	8
thesis	20

2.9.4 Program structure

For the MSc cycle that commenced in the 2004-2005 a.y.

First year 2004-2005 a.y

<i>First semester</i>				
<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>Educational activities</i>	<i>CP</i>
	2 courses chosen from List A (Basic Economics)	12
	2 courses chosen from List B (Characteristic Economics)	12
	1 courses chosen from List C (Econometrics and Quantitative Methods)	6
	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>
	3 elective courses	18
	other related activities or elective course	6
	first foreign language (lessons + exam 1 st sem 2 nd year)	4
	second foreign language (lessons + exam 1 st sem 2 nd year)	4
	internships	8
	thesis	20
	Total CP of the second year	60

	<i>Lista A (Economici di base):</i>	<i>List A (Basic economics):</i>	<i>CP</i>
8096	Development economics (impartito in lingua inglese)	Development economics (taught in English)	6
8087	Macroeconomia avanzata	Advanced macroeconomics	6
8076	Microeconomia avanzata	Advanced microeconomics	6
8077	Political Economics (impartito in lingua inglese)	Political Economics (taught in English)	6
	<i>Lista B (Economici caratterizzanti):</i>	<i>List B (Characteristics 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):</i>	<i>CP</i>
8004	Econometria avanzata	Advanced econometrics	6
8097	Microeconometrics	Microeconometrics	6

For the MSc cycle that commenced in the 2005-2006 a.y.

First year 2005-2006 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>
	5 Insegnamenti opzionali	5 elective courses	30
	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 2006-2007 a.y.

	<i>Educational activities</i>		<i>CP</i>
	3 insegnamenti opzionali	3 elective courses	18
	altre attività formative o insegnamento opzionale	other related activities or elective course	6
	lingua 1 (didattica + esame I sem 2° anno)	first foreign language (lessons + exam 1 st sem	4

lingua 2 (didattica + esame I sem 2° anno)	2 nd year) 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

In order to be awarded the Master of Science in Economic and Social Sciences the Ministerial requirements include 30 credit points worth of characteristic courses – guided choice (5 courses) and 24 credit points worth of activity chosen by student. Students must follow the instructions for choosing elective courses contained in chapter 3.

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> (Italian version).

It should be noted that while respecting the educational objectives of the MSc degree and of the ministerial tables relative to the field of study of Economics, 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.

2.10

CORSO DI LAUREA SPECIALISTICA IN ECONOMIA E MANAGEMENT DEI MERCATI INTERNAZIONALI E DELLE NUOVE TECNOLOGIE

MASTER OF SCIENCE IN ECONOMICS AND MANAGEMENT OF INTERNATIONAL MARKETS AND NEW TECHNOLOGIES

CLEMIT-LS

- 2.10.1 Educational objectives
- 2.10.2 Career opportunities
- 2.10.3 Program requirements breakdown
- 2.10.4 Program structure

Program Director

Stefano Breschi

Assistant Program Director

Stefano Brusoni

Field of study

Economics (no. 64/S)

2.10.1 Educational objectives

The Master of Science 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 Master of Science 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. Typical professional profiles include:

- 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 Master of Science in Economics and Management of International Markets and New Technologies comprise 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 students	24
first European Union language	4
second European Union language	4
internship	8
thesis	20

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.

2.10.4 Program structure

First year a.y. 2005-2006

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	6
8057	Economia internazionale (Globalizzazione, competitività e crescita)	International trade (Globalization and growth)	8
8262	Economia e management della conoscenza	Economics and management of knowledge	6
8201	Gestione dell'innovazione	Innovation management	6
8058	Organizzazione industriale	Industrial organization (Antitrust and regulation)	6
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
8095	Storia economica (Dinamiche di sviluppo delle imprese innovative) first foreign language (lessons only) second foreign language (lessons only)	Business history (Evolutive dynamics of innovative enterprises)	6
	Total CP of the first year		60

Second year 2005-2006 a.y.

	<i>Educational activities</i>		CP
	3 elective courses		18
	other educational activities (interdisciplinary workshops, assignments) or elective course		6
	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> (Italian version).

It should be noted that while respecting the educational objectives of the MSc degree and of the ministerial tables relative to the field of study of Economics, 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.

2.11 CORSO DI LAUREA SPECIALISTICA IN GIURISPRUDENZA MASTER OF SCIENCE IN LAW CLG-LS

- 2.11.1 Educational objectives
- 2.11.2 Career opportunities
- 2.11.3 Program requirements breakdown
- 2.11.4 Program structure

Program Director
Giovanni Iudica

Assistant Program Director
Laura Morlotti

Field of study
Law (no. 22/S)

Directly linked undergraduate degree program
CLSG

2.11.1 Educational objectives

The Master of Science 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 Master of Science 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 Master of Science in Law comprise educational activities to the value of **120** credit points divided as follows:

<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.

2.11.4 Program structure

First year 2005-2006 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>Courses</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 foreign language (lessons only)	History of codifications	6
Total CP of the first year			54

Second year 2005-2006 a.y.

	<i>Educational activities</i>		<i>CP</i>
8257	Diritto romano (I semestre)	Roman law (semester I)	6
8258	Diritto U.E. (I semestre)	EU law (semester I)	6
	2 elective courses		12
	foreign language (lessons + exam 1 st sem 2 nd year)		4
	seminars		6
	internships		6
	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> (Italian version).

It should be noted that while respecting the educational objectives of the MSc degree and of the ministerial tables relative to the field of study of Economics, 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.

3 Educational activities in the study plan

Introduction

The MSc program structures are made up of a variety of educational activities. Such activities can be divided in the following types:

- compulsory courses;
- activity chosen by students: electives or other educational activities (including workshops or assignments);
- 2 European languages, except for the Master of Science in Law that requires 1 language only
- internship;
- thesis.

3.1 Compulsory courses

Every MSc program structure includes **compulsory** courses, corresponding to exams that all students taking that graduate degree must pass.

Therefore the compulsory courses are necessary in order to satisfy program requirements and they represent the fundamental building blocks for the achievement of the degree educational objectives. The educational activities are classified as: "basic," "characteristic" of the field of study of the degree, "similar or supplementary to the characteristics ones", with particular attention given to advanced level education for the exercise of highly qualified activity in specific areas (ex Ministerial Decree 509/99).

Chapter 2 contains a section devoted to each MSc program where students can find the detailed program structure with the list of all the compulsory courses, their credit point value and position in the program structure (generally the first year with the exception of the MSc in Law that provides compulsory courses also in the second year).

Students can receive credit for the exams relative to each compulsory course taken at universities abroad as part of the programs offered by the International Relations Office, unless they are part of the list of "not recognised" exams.

Students can receive credit for exams recognised either in full or after the course program has been integrated according to the procedures that can be found in chapter 5, paragraph "Credit for exams passed at universities abroad".

The list of exams not recognisable if taken abroad is available on the website at <http://www.unibocconi.it/accertamenti>.

Course profiles are available on the website at <http://www.unibocconi.it/profiles>.

These programs are identified with the initials:

CC compulsory courses of the MSc program

CO compulsory courses chosen as alternatives to another compulsory course for the same MSc program.

Detailed courses programs (**course syllabuses**) are available from the Institute Secretariat responsible for the course and they are also generally given out in the classrooms by teachers on the first days of lessons.

3.2 Educational activities chosen by students

- 3.2.1 Corso di laurea specialistica in General management [Master of Science in General Management] (GM-LS)
- 3.2.2 Corso di laurea specialistica in Marketing management [Master of Science in Marketing Management] (MM-LS)
- 3.2.3 Corso di laurea specialistica in Organizzazione e sistemi informativi [Master of Science in Organisation and IT Systems] (OSI-LS)
- 3.2.4 Corso di laurea specialistica in Amministrazione, finanza aziendale e controllo [Master of Science in Accounting, Corporate Finance and Control] (AFC-LS)
- 3.2.5 Corso di laurea specialistica in Economia e management delle amministrazioni pubbliche e delle istituzioni internazionali [Master of Science in Economics and Management of Public Administration and International Institutions] (CLAPI-LS)
- 3.2.6 Corso di laurea specialistica in Economia e management delle istituzioni e dei mercati finanziari [Master of Science in Finance] (CLEFIN-LS)
- 3.2.7 Corso di laurea specialistica in Economia e legislazione per l'impresa [Master of Science in Law and Business Administration] (CLELI-LS)
- 3.2.8 Corso di laurea specialistica in Economia e management per le arti, la cultura e la comunicazione [Master of Science in Economics and Management of Arts, Culture and Communication] (CLEACC-LS)
- 3.2.9 Corso di laurea specialistica in Discipline economiche e sociali [Master of Science in Economic and Social Sciences] (DES-LS)
- 3.2.10 Corso di laurea specialistica in Economia e management dei mercati internazionali e delle nuove tecnologie [Master of Science in Economics and Management of International Markets and New Technologies] (CLEMIT-LS)
- 3.2.11 Corso di laurea specialistica in Giurisprudenza [Master of Science in Law] (CLG-LS)

Elective courses are chosen by students for their individual study plans, choosing from among the group of courses offered by the University and/or offered in collaboration with other universities.

These courses are part of the "educational activities freely chosen by the student" (ex Ministerial Decree 509/99).

Chapter 2 contains a section devoted to each MSc program where students can find the detailed program structure with the number of electives scheduled.

Every elective is awarded 6 credit points.

The choice of electives must be made at the start of the second year for all MSc programs with the exception of the DES-LS for which the choice must be made during the first year of the course. The procedure is indicated in chapter 7, paragraph "First-year procedures and administrative deadlines".

Before choosing their electives students should consult the "Table of incompatible courses" and the "Table of prohibited courses" that can be found on the website at <http://www.unibocconi.it/graduateprograms> in Incompatible courses.

The "Table of incompatible courses" contains a list of courses that cannot be chosen together in the same study plan because their course programs are either exactly or partly similar. The "Table of prohibited courses" indicates the courses that cannot be included on the study plan of a specific MSc program.

The exams relative to electives can be taken at universities abroad as part of the programs offered by the International Relations Service. The criteria and credit approval procedure is indicated in chapter 5, paragraph "Credit for exams passed at universities abroad".

The **course profiles** are available together with specification of the instruction language of the course (Italian and/or English) at <http://www.unibocconi.it/profiles>.

These programs are identified with the initials:

AI electives

Detailed course programs (**course syllabuses**) are available from the Institute Secretariat responsible for the course and they are also generally given out in the classrooms by teachers on the first days of lessons.

Workshops are activities that are worth 3 credit points. They are of an interdisciplinary nature. Student evaluation is based on the exam and marked out of 30 by the workshop teacher.

Assignments involve students carrying out individual research on topics decided upon together with the Course Director of either a compulsory or an elective course included in the study plan. Student evaluation is based on the written assignment and marked out of 30.

The recommended majors, elective selection criteria and relative choice groups for each MSc program and listed below.

3.2.1 Corso di laurea specialistica in General Management [Master of Science in General Management] (GM-LS)

1. Accounting and control

Major Director: Andrea Dossi

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8021	Bilancio e informativa economico-finanziaria	Financial reporting and disclosure	ITA	2	6	compulsory course of the AFC-LS
8154	Sistemi di cost management	Cost management systems	ITA	1	6	

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8140	Bilancio consolidato e performance dei gruppi	Consolidated financial statements and group performance	ITA	2	6
8150	Governance, risk assessment e sistemi di controllo interno	Governance, risk assessment and internal control systems	ITA	2	6
8156	Strategic management accounting		ITA	1	6

c) 1 course freely chosen from among the electives of all of the other MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

2. Management consulting

Major Director: Ferdinando Pennarola

Jointly run with the OSI-LS; this major is recommended for the English class group.

The program structure includes:

a) 2 compulsory courses:

Code	Course title	Language of instruction	Semester	CP
8131	Management consulting	ENG	1	6
8116	Strategic business modelling	ENG	1	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8108	Competitive analysis and company scenarios		ENG	2	6
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA e ENG (2 classi)	1	6
8128	I sistemi informativi integrati (ERP)	Enterprise resource planning	ITA	2	6
8134	Project management		ENG	2	6

c) 1 course freely chosen from among the electives of all of the other MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

3. Management of manufacturing companies

Major Director: Sergio Pivato

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8163	Corporate social responsibility		ITA	2	6
8178	Management delle acquisizioni	Acquisition management	ITA	1	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8177	Logistics management and strategy		ITA	2	6
8183	Protezione delle risorse e dell'ambiente	Protection of resources and environment	ITA	1	6
8169	Sostenibilità e innovazione nell'impresa industriale	Corporate sustainability and innovation	ITA	2	6

c) 1 course freely chosen from among the electives of all the other MSc programs including the course that was not taken as first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

4. Corporate finance

Major Director: Alessandro Nova

This major is recommended for the English class group.

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8024	Finanza aziendale (Introduzione alle valutazioni)	Corporate finance (Business valuation)	ITA e ENG (2 classi)	1	6	CLEFIN-LS compulsory course
8145	International corporate finance		ITA e ENG (2 classi)	1	6	

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8146	Bond and equity offerings Capital budgeting e gestione del circolante		ITA and ENG (2 class groups)	1	6
8141		Capital budgeting	ITA	1	6
8157	Tesoreria e gestione dei rischi	Treasury and financial risk	ITA	1	6

finanziari d'impresa

management: a corporate perspective

c) 1 course freely chosen from among the electives of all of the other MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

5. Operations and innovation management

Major Director: Alberto Grando

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8182	Operations and innovation management		ITA	1	6
8184	Research and development management		ITA	2	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8166	Culture, media e consumo	Cultures, media e consumption	ITA	2	6
8177	Logistics management and strategy		ITA	2	6
8187	Supply chain management		ITA	1	6

c) 1 course freely chosen from among the electives of the all the other MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

6. Entrepreneurship and SMES (small and medium enterprises)

Major Director: Guido Corbetta

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	1	6
8115	Strategia delle aziende familiari	Strategic management of family businesses	ITA	1	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8138	Amministrazione e controllo per le piccole e medie imprese	Accounting and control for SMEs	ITA	2	6
8109	Gestione strategica nei distretti	Strategic management in districts	ITA	2	6
8132	Organizzazione delle piccole e medie imprese	Small business organization	ITA	1	6

c) 1 course freely chosen from among the electives of all of the other MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

7. International management

Major Directors: Fabrizio Perretti and Markus Venzin

This major is recommended for the English class group.

The program structure includes:

a) 2 compulsory courses:

Code	Course title	Language of instruction	Semester	CP
8111	International business management (Advanced topics in international business)	ENG	1	6
8114	Strategic design of the multinational firm	ENG	1	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8248	Comparative business history		ENG	1	6
8145	International corporate finance		ITA and ENG (2 class groups)	1	6
8193	International financial markets		ENG	2	6
8182	Operations and innovation management		ITA	1	6
8133	Organizzazione e cultura delle aziende multinazionali	Cross cultural management	ITA	2	6

c) 1 course freely chosen from among the electives of all of the MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

8. Management of financial institutions

Major Director: Stefano Caselli

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8193	International financial markets		ENG	2	6
8197	Strategia e organizzazione delle istituzioni finanziarie e assicurative	Strategies and organisation of financial and insurance institutions	ITA	2	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8196	Comparative financial systems		ENG	2	6
8191	Investment banking e finanza strutturata	Investment banking and structured	ITA	1	6

8194	Private banking e gestione dei patrimoni istituzionali	finance Private banking and money management for institutional investors	ITA	1	6
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c) 1 course freely chosen from among the electives of all of the other MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

9. Management of non profit institutions

Master Director: Giorgio Fiorentini
Jointly run with the CLAPI - LS.

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8119	Management della sussidiarietà: non profit, cooperative e organizzazioni non governative (ONG)	Management of subsidiarity: non profit organizations, cooperatives and NGO's	ITA	1	6
8126	Sistemi di valutazione delle performance per le aziende non profit e per le organizzazioni non governative	Performance evaluation of nonprofit and nongovernment organisations	ITA	1	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	1	6	Jointly run course with the NP&COOP specialised master (the class timetable may be different from the MSc program one).
8259	Management dei processi di fund raising	Management of fund raising processes	ITA	2	6	
8122	Management e gestione dei servizi socio-sanitari	Management of health and social care	ITA	2	6	

c) 1 course freely chosen from among the electives of all of the other MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

10. Marketing

Program Director: Bruno Busacca

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language	Semester	CP	Note
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				of instruction		
	Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	2	6	
8162						
8264	International marketing		ENG	2	6	alternative of 8181
8181	Marketing internazionale	International marketing	ITA	1	6	alternative of 8264

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8159	Brand management		ITA	2	6
8160	BtoB marketing		ENG	2	6
8179	Marketing dei servizi	Services Marketing	ITA	1	6

c) 1 course freely chosen from among the electives of all of the other MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

11. Management of fashion and design firms

Major Director: Salvo Testa

In collaboration with Politecnico and jointly run with the CLEACC-LS.

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8112	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	1	6
8113	Management delle imprese di moda e design: i processi strategici	Management of fashion and design companies: strategic processes	ITA	2	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8266	Antropologia della moda	Anthropology of fashion	ITA	1	6	offered by Politecnico; exclusively for GM-LS
8174	Laboratorio di moda e design	Fashion and design workshop	ITA	2	6	Management of fashion and design firms and CLEACC-LS Fashion and design workshop
8177	Logistics management and strategy		ITA	2	6	
8186	Semiotica dei consumi e teoria della comunicazione	Semiotics of consumption and communications theories	ITA	1	6	alternative of 8265
8265	Semiotics of consumption and communication theories		ENG	2	6	alternative of 8186;

c) 1 course freely chosen from among the electives of all of the other MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

In collaboration with Politecnico, students can also take the "Laboratorio di sintesi finale" [Thesis workshop] offered by Politecnico in the first semester. The workshop does not award any credit points but allows student to start the thesis.

12. Organisational behaviour and analysis

Major Director: Silvia Bagdadli

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8133	Organizzazione e cultura delle aziende multinazionali	Cross cultural management	ITA	2	6
8134	Project management		ENG	2	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8128	I sistemi informativi integrati (ERP)	Enterprise resource planning	ITA	2	6
8135	Sistemi di sviluppo del personale	Human resource development systems	ITA	2	6
8136	Sistemi di valutazione e di ricompensa	Assessment and compensation systems	ITA	1	6

c) 1 course freely chosen from among the electives of all of the other MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

13. Retailing

Major Director: Sandro Castaldo

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8165	Economia della distribuzione commerciale	Retail management	ITA	2	6
8170	Innovazione nel retailing	Retailing innovation	ITA	2	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8161	Channel and trade marketing		ITA	1	6
8167	E-marketing		ENG	1	6
8177	Logistics management and strategy		ITA	2	6

c) 1 course freely chosen from among the electives of all of the other MSc programs including the course that was not taken as the first year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate Finance].

14. Free track

The 24 credit points relative to the educational activities are divided into 4 courses chosen freely by the student from among the electives of the graduate programs, with prior approval from the Program Director or his/her delegate.

3.2.2 Corso di laurea specialistica in Marketing management [Master of Science in Marketing Management] (MM-LS)

1. Business communication and media

The program structure includes:

a) 2 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8158	Advertising management Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	2	6	
8162	Laboratorio di comunicazione	Workshop in communication	ITA	2	6	
8172		Semiotics of consumption and communications theories	ITA	1	6	
8186	Semiotica dei consumi e teoria della comunicazione Semiotics of consumption and communication theories		ITA	1	6	alternative of 8265
8265			ENG	2	6	alternative of 8186

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8159	Brand management		ITA	2	6	
8160	BtoB marketing		ENG	2	6	
8161	Channel and trade marketing		ITA	1	6	
8164	CRM and loyalty management		ITA	1	6	cannot be chosen by GM-LS students
8166	Culture, media e consumo	Cultures, media and consumption	ITA	2	6	
8165	Economia della distribuzione commerciale	Retail management	ITA	2	6	
8167	E-marketing		ENG	1	6	
8170	Innovazione nel retailing	Retailing innovation	ITA	2	6	
8264	International marketing		ENG	2	6	alternative of 8181
8112	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	1	6	
8179	Marketing dei servizi	Services marketing	ITA	1	6	
8180	Marketing esperienziale	Experiential marketing	ITA	2	6	
8181	Marketing internazionale	International marketing	ITA	1	6	alternative of 8264
8134	Project management		ENG	2	6	
8124	Relazioni con il cittadino e comunicazione pubblica delle istituzioni nazionali e internazionali	National and international institutions: relationships with citizens and public communication	ITA	2	6	
8185	Sales and key account		ITA	1	6	

8187	management Supply chain management		ITA	1	6
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c) 1 course freely chosen from among the electives of all of the other MSc programs.

2. Channel and retail management

The program structure includes:

a) 2 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8161	Channel and trade marketing		ITA	1	6
8165	Economia della distribuzione commerciale	Retail management	ITA	2	6
8179	Marketing dei servizi	Services marketing	ITA	1	6
8180	Marketing esperienziale	Experiential marketing	ITA	2	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8158	Advertising management		ITA	2	6	
8159	Brand management		ITA	2	6	
8160	BtoB marketing		ENG	2	6	
8162	Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	2	6	cannot be chosen by GM-LS students
8164	CRM and loyalty management		ITA	1	6	
8166	Culture, media e consumo	Cultures, media and consumption	ITA	2	6	
8167	E-marketing		ENG	1	6	
8170	Innovazione nel retailing	Retailing innovation	ITA	2	6	
8264	International marketing		ENG	2	6	alternative of 8181
8172	Laboratorio di comunicazione	Workshop in communication	ITA	1	6	
8112	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	1	6	
8181	Marketing internazionale	International marketing	ITA	1	6	alternative of 8264
8134	Project management		ENG	2	6	
8124	Relazioni con il cittadino e comunicazione pubblica delle istituzioni nazionali e internazionali	National and international institutions: relationships with citizens and public communication	ITA	2	6	
8185	Sales and key account management		ITA	1	6	
8186	Semiotica dei consumi e teoria della comunicazione	Semiotics of consumption and communications theories	ITA	1	6	alternative of 8265
8265	Semiotics of consumption and communication theories		ENG	2	6	alternative of 8186

8187	Supply chain management	ITA	1	6
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c) 1 course freely chosen from among the electives of all of the other MSc programs.

3. Product and sales management

The program structure includes:

a) 2 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8158	Advertising management		ITA	2	6
8159	Brand management		ITA	2	6
8179	Marketing dei servizi	Services marketing	ITA	1	6
8185	Sales and key account management		ITA	1	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8160	BtoB marketing		ENG	2	6	
8161	Channel and trade marketing		ITA	1	6	
8162	Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	2	6	Can not be chosen by GM-LS students
8164	CRM and loyalty management		ITA	1	6	
8166	Culture, media e consumo	Cultures, media and consumption	ITA	2	6	
8165	Economia della distribuzione commerciale	Retail management	ITA	2	6	
8167	E-marketing		ENG	1	6	
8170	Innovazione nel retailing	Retailing innovation	ITA	2	6	
8264	International marketing		ENG	2	6	alternative of 8181
8172	Laboratorio di comunicazione	Workshop in communication	ITA	1	6	
8112	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	1	6	
8180	Marketing esperienziale	Experiential marketing	ITA	2	6	
8181	Marketing internazionale	International marketing	ITA	1	6	alternative of 8264
8134	Project management		ENG	2	6	
8124	Relazioni con il cittadino e comunicazione pubblica delle istituzioni nazionali e internazionali	National and international institutions: relationships with citizens and public communication	ITA	2	6	
8186	Semiotica dei consumi e teoria della comunicazione	Semiotics of consumption and communications theories	ITA	1	6	alternative of 8265
8265	Semiotics of consumption and communication theories		ENG	2	6	alternative of 8186
8187	Supply chain management		ITA	1	6	

c) 1 course freely chosen from among the electives of all of the other MSc programs.

4. Free track

The 24 credit points relative to the educational activities are divided into 4 courses chosen freely by the student from among the electives of the graduate programs, with prior approval from the Program Director or his/her delegate.

3.2.3 Corso di laurea specialistica in Organizzazione e sistemi informativi [Master of Science in Organisation and IT Systems] (OSI-LS)

1. Management consulting

Jointly run with the GM-LS.

The program structure includes:

a) 2 compulsory courses:

Code	Course title	Language of instruction	Semester	CP
8131	Management consulting	ENG	1	6
8116	Strategic business modelling	ENG	1	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8108	Competitive analysis and company scenarios		ENG	2	6
8128	I sistemi informativi integrati (ERP)	Enterprise resource planning	ITA ITA and ENG	2	6
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	(2 class groups)	1	6
8134	Project management		ENG	2	6

c) 1 course freely chosen from among the electives of all of the other MSc programs.

2. Human resource management

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8135	Sistemi di sviluppo del personale	Human resource development systems	ITA	2	6
8136	Sistemi di valutazione e di ricompensa	Assessment and compensation systems	ITA	1	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8163	Corporate social responsibility	Corporate social responsibility	ITA	2	6
8132	Organizzazione delle piccole e medie imprese	Small business organization	ITA	1	6
8133	Organizzazione e cultura delle aziende multinazionali	Cross cultural management	ITA	2	6

8134	Project management	ENG	2	6
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c) 1 course freely chosen from among the electives of all of the other MSc programs.

3. Information technology management

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8128	I sistemi informativi integrati (ERP)	Enterprise resource planning	ITA	2	6
8130	IS governance		ITA	1	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8118	E-government strategies		ENG	1	6
8129	Information security		ITA	1	6
8131	Management consulting		ENG	1	6
8134	Project management		ENG	2	6

c) 1 course freely chosen from among the electives of all of the other MSc programs.

4. Free track

The 24 credit points relative to the educational activities are divided into 4 courses chosen freely by the student from among the electives of the MSc programs, with prior approval from the Program Director or his/her delegate.

3.2.4 Corso di laurea specialistica in Amministrazione, finanza aziendale e controllo [Master of Science in Accounting, Corporate Finance and Control] (AFC-LS)

1. Accounting and control systems

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8140	Bilancio consolidato e performance dei gruppi	Consolidated financial statements and group performance	ITA	2	6
8150	Governance, risk assessment e sistemi di controllo interno	Governance, risk assessment and internal control systems	ITA	2	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8138	Amministrazione e controllo per le piccole e medie imprese	Accounting and control for SMEs	ITA	2	6	
8139	Analisi di bilancio (corso	Financial statements	ITA	1	6	

8032	Analisi di bilancio e revisione nelle P.A. e nelle istituzioni internazionali	progređito) (Financial statements analysis)	analysis (advanced course) Financial statement analysis and auditing in governments and international institutions	ITA	1	6	CLAPI-LS compulsory course, jointly run 6 credit points CLELI-LS compulsory course, jointly run 6 credit points
8026	Analisi e valutazioni finanziarie		Financial analysis and valuation	ITA	1	6	
8141	Capital budgeting e gestione del circolante		Capital budgeting	ITA	1	6	
8143	Contabilit�, valutazione e controllo degli intangibili		Intangibles - accounting, evaluation and control	ITA	1	6	
8144	Earnings quality, analisi di bilancio e informazioni price sensitive		Earnings quality, financial statements analysis and price sensitive information	ITA	2	6	
8147	Forensic accounting and financial statement fraud			ITA	1	6	
8128	I sistemi informativi integrati (ERP)		Enterprise resource planning	ITA	2	6	
8155	Performance evaluation and incentives			ENG	2	6	
8142	Real estate finance			ENG	1	6	
8157	Tesoreria e gestione dei rischi finanziari d'impresa		Treasury and financial risk management: a corporate perspective	ITA	1	6	

c) 1 course freely chosen from among the electives of all of the other MSc programs.

2. Corporate finance

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8146	Bond and equity offerings		ITA and ENG (2 class groups)	1	6
8145	International corporate finance		ITA and ENG (2 class groups)	1	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8137	Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	1	6	
8139	Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	1	6	
8026	Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	1	6	CLELI-LS compulsory course, jointly run 6 credit points
8141	Capital budgeting e gestione del circolante	Capital budgeting	ITA	1	6	
8143	Contabilit�, valutazione e	Intangibles - accounting,	ITA	1	6	

	controllo degli intangibili	evaluation and control Earnings quality, financial statements			
8144	Earnings quality, analisi di bilancio e informazioni price sensitive	analysis and price sensitive information	ITA	2	6
8210	Informazione e struttura dei mercati finanziari	Information and financial market architecture	ITA	2	6
8148	Mergers and acquisitions: gestione dei processi e creazione di valore	Mergers and acquisitions: deal structuring and value management	ITA	1	6
8155	Performance evaluation and incentives		ENG	2	6
8142	Real estate finance		ENG	1	6
8149	Ristrutturazioni aziendali e processi di turnaround	Corporate restructuring and turnaround management	ITA	2	6
8157	Tesoreria e gestione dei rischi finanziari d'impresa	Treasury and financial risk management: a corporate perspective	ITA	1	6

c) 1 course freely chosen from among the electives of all of the other MSc programs

3. Planning and control

The program structure includes:

a) 1 compulsory course:

Code	Course title	English translation	Language of instruction	Semester	CP
8154	Sistemi di cost management	Cost management systems	ITA	1	6

b) 2 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8137	Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	1	6	
8138	Amministrazione e controllo per le piccole e medie imprese	Accounting and control for SMEs	ITA	2	6	
8139	Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	1	6	
8026	Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	1	6	CLELI-LS compulsory course, jointly run 6 credit points
8141	Capital budgeting e gestione del circolante	Capital budgeting	ITA	1	6	
8131	Management consulting		ENG	1	6	
8155	Performance evaluation and incentives		ENG	2	6	
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	ITA	2	6	CLAPI-LS, compulsory course, jointly run 6 credit points OSI-LS compulsory courses
8037	Progettazione dei sistemi informativi (I.S. development)	I.S. development	ITA	2	6	
8142	Real estate finance		ENG	1	6	

8156	Strategic management accounting	ITA	1	6
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c) 1 course freely chosen from among the electives of all of the other MSc programs.

4. Free track

The 24 credit points relative to the educational activities are divided into 4 courses chosen freely by the student from among the electives of the graduate programs, with prior approval from the Program Director or his/her delegate.

3.2.5 Corso di laurea specialistica in Economia e management delle amministrazioni pubbliche e delle istituzioni internazionali [Master of Science in Economics and Management of Public Administration and International Institutions] (CLAPI-LS)

1. Analysis of national and international public policies

The program structure includes:

a) 1 course chosen from among the following:

Code	Course title	Language of instruction	Semester	CP
8203	Economics of European integration	ENG	2	6
8077	Political economics	ENG	2	6
8202	Public economics	ENG	1	6

b) 2 courses chosen from among the following plus those not chosen from point a) above:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8117	Corporate governance e processi decisionali nelle PA e nelle istituzioni internazionali	Corporate governance and decision making in the public sector and international institutions	ITA	1	6	
8096	Development economics		ENG	2	6	
8019	Economia dell'energia	Energy economics	ITA	2	6	
8057	Economia internazionale (Globalizzazione, competitività e crescita)	International trade (Globalization and growth)	ITA	1	6	CLEMIT-LS compulsory course, jointly run 6 credit points
8104	Labour economics		ENG	2	6	
8121	Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	1	6	
8212	Politica comparata	Comparative politics	ITA	1	6	
8232	Population dynamics and economics		ENG	1	6	
8221	Time series analysis of economic-financial data		ENG	2	6	

c) 1 course freely chosen from among the electives of all of the other MSc programs.

2. Management of non profit institutions

Jointly run with the GM-LS.

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8119	Management della sussidiarietà: non profit, cooperative e organizzazioni non governative (ONG)	Management of subsidiarity: non profit organizations, cooperatives and NGO's	ITA	1	6
8126	Sistemi di valutazione delle performance per le aziende non profit e per le organizzazioni non governative	Performance evaluation of nonprofit and nongovernment organisations	ITA	1	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8057	Economia internazionale (Globalizzazione, competitività e crescita)	International trade (Globalization and growth)	ITA	1	6	CLEMIT-LS compulsory course, jointly run 6 credit points
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	1	6	
8259	Management dei processi di fund raising	Management of fund raising processes	ITA	2	6	Jointly run course with the NP&COOP specialised master (the class timetable may be different from the MSc program one)
8121	Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	1	6	
8122	Management e gestione dei servizi socio-sanitari	Management of health and social care	ITA	2	6	
8179	Marketing dei servizi	Services marketing	ITA	1	6	
8252	Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	2	6	

c) 1 course freely chosen from among the electives of all of the other MSc.

3. Management of public and international institutions

The program structure includes:

a) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8117	Corporate governance e processi decisionali nelle PA e nelle istituzioni internazionali	Corporate governance and decision making in the public sector and international institutions	ITA	1	6
8125	Metodi e strumenti di management delle istituzioni europee e internazionali	Management tools of European and international institutions	ITA	2	6
8127	Strategic management of public institutions		ENG	1	6

b) 2 courses chosen from among the following plus those not chosen from point a) above:

Code	Course title	English translation	Language of instruction	Semester	CP
8203	Economics of European integration		ENG	2	6
8118	E-government strategies		ENG	1	6
8120	Governance e management dei network di pubblico interesse	Governance and management in public sector networks	ITA	2	6
8121	Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	1	6
8122	Management e gestione dei servizi socio-sanitari	Management of health and social care	ITA	2	6
8123	Modelli di finanziamento e gestione finanziaria nelle PA	Funding and financial management in the public sector	ITA	1	6
8124	Relazioni con il cittadino e comunicazione pubblica delle istituzioni nazionali e internazionali	National and international institutions: relationships with citizens and public communication	ITA	2	6
8252	Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	2	6

c) 1 course freely chosen from among the electives of all of the other MSc programs.

4. Free track

The 24 credit points relative to the educational activities are divided into 4 courses chosen freely by the student from among the electives of the MSc programs, with prior approval from the Program Director or his/her delegate.

3.2.6 Corso di laurea specialistica in Economia e management delle istituzioni e dei mercati finanziari [Master of Science in Finance] (CLEFIN-LS)

1. Quantitative finance

The program structure includes:

a) 3 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8222	Behavioural models in economics and finance		ENG	1	6
8223	Fixed income (Advanced methods)		ENG	1	6
8210	Informazione e struttura dei mercati finanziari	Information and financial market architecture	ITA	2	6
8228	Methods for financial risk management		ENG	1	6
8229	Numerical methods in finance		ENG	1	6
8230	Quantitative methods for social sciences		ENG	1	6
8221	Time series analysis of economic-financial data		ENG	2	6

b) 1 course freely chosen from among the electives of all of the other MSc programs.

2. Investment banking

The program structure includes:

a) 3 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8139	Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	1	6
8188	Asset management		ENG	1	6
8196	Comparative financial systems		ENG	2	6
8246	Diritto tributario (corso progredito 2) (Temi avanzati) Fixed income (Advanced methods)	Tax law (advanced course 2) (Advanced topics)	ITA	2	6
8223	Investment banking e finanza strutturata	Investment banking and structured finance	ENG	1	6
8191	Private equity and venture capital		ITA	1	6
8195	Regolamentazione dei mercati finanziari	Regulation of financial markets	ENG	2	6
8215			ITA	1	6

b) 1 course freely chosen from among the electives of all of the other MSc programs.

3. Financial and insurance institutions management

The program structure includes:

a) 3 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8190	Gestione dei rischi e modelli di ALM per le assicurazioni	Risk management and ALM models for insurance	ITA	1	6
8210	Informazione e struttura dei mercati finanziari	Information and financial market architecture	ITA	2	6
8192	Le informazioni al mercato delle istituzioni finanziarie e assicurative	Information and reporting of financial institutions	ITA	1	6
8194	Private banking e gestione dei patrimoni istituzionali	Private banking and money management for institutional investors	ITA	1	6
8215	Regolamentazione dei mercati finanziari	Regulation of financial markets	ITA	1	6
8251	Storia, istituzioni e crisi del sistema finanziario globale	History, institutions and crises of the global financial system	ITA	2	6
8197	Strategia e organizzazione delle istituzioni finanziarie e assicurative	Strategies and organisation of financial and insurance institutions	ITA	2	6

b) 1 course freely chosen from among the electives of all of the other MSc programs

4. Free track

The 24 credit points relative to the educational activities are divided into 4 courses chosen freely by the student from among the electives of the MSc programs, with prior approval from the Program Director or his/her delegate.

3.2.7 Corso di laurea specialistica in Economia e legislazione per l'impresa [Master of Science in Law and Business Administration] (CLELI-LS)

1. Corporate taxation

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8245	Diritto tributario (corso progredito 1) (Reddito d'impresa)	Tax law (advanced course 1) (Business taxation)	ITA	1	6
8247	Diritto tributario internazionale	International tax law	ITA	2	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8137	Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	1	6	
8140	Bilancio consolidato e performance dei gruppi	Consolidated financial statements and group performance	ITA	2	6	recommended course
8241	Diritto della concorrenza	Antitrust law	ITA	1	6	
8240	Diritto fallimentare	Bankruptcy law	ITA	1	6	
8246	Diritto tributario (corso progredito 2) (Temi avanzati)	Tax law (advanced course 2) (Advanced topics)]	ITA	2	6	recommended course
8145	International corporate finance		ITA and ENG (2 class groups)	1	6	
8236	International trade law		ENG	1	6	
8191	Investment banking e finanza strutturata	Investment banking and structured finance	ITA	1	6	recommended course
8195	Private equity and venture capital		ENG	2	6	recommended course

c) 1 course freely chosen from among the electives of all of the other MSc programs.

2. Transaction advisory services

The program structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8148	Mergers and acquisitions: gestione dei processi e creazione di valore	Mergers and acquisitions: deal structuring and value management	ITA	1	6
8149	Ristrutturazioni aziendali e processi di turnaround	Corporate restructuring and turnaround management	ITA	2	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8140	Bilancio consolidato e performance dei gruppi	Consolidated financial statements and group performance	ITA	2	6	
8146	Bond and equity offerings		ITA and ENG (2 class groups)	1	6	
8246	Diritto tributario (corso progredito 2)	Tax law (advanced course 2)	ITA	2	6	recommended

	progredito 2) (Temi avanzati)	course 2) (Advanced topics)]				course
8144	Earnings quality, analisi di bilancio e informazioni price sensitive	Earnings quality, financial statements analysis and price sensitive information	ITA	2	6	
8147	Forensic accounting and financial statement fraud		ITA	1	6	
8150	Governance, risk assessment e sistemi di controllo interno	Governance, risk assessment and internal control systems	ITA	2	6	
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	1	6	
8178	Management delle acquisizioni	Aquisition management	ITA	1	6	
8195	Private equity and venture capital		ENG	2	6	recommended course
8116	Strategic business modelling		ENG	1	6	recommended course

c) 1 course freely chosen from among the electives of all of the other MSc programs.

3. Free track

The 24 credit points relative to the educational activities are divided into 4 courses chosen freely by the student from among the electives of the MSc programs, with prior approval from the Program Director or his/her delegate.

3.2.8 Corso di laurea specialistica in Economia e management per le arti, la cultura e la comunicazione [Master of Science in Economics and Management of Arts, Culture and Communication] (CLEACC-LS)

The program structure includes 6 sector specialisations that are linked to the workshops referred to below, at point a): Accordingly, it is possible to choose:

a) 1 course from among the following workshops:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8171	Laboratorio di beni culturali e mercato dell'arte	Cultural heritage and the arts market workshop	ITA	1	6	
8172	Laboratorio di comunicazione	Workshop in communication	ITA	1	6	
8173	Laboratorio di editoria e media	Publishing and media workshop	ITA	1	6	
8174	Laboratorio di moda e design	Fashion and design workshop	ITA	2	6	jointly run with the GM-LS and in collaboration with Politecnico.
8175	Laboratorio di spettacolo ed entertainment	Performing arts and entertainment workshop	ITA	1	6	
8176	Laboratorio di turismo e territorio	Tourism and local development workshop	ITA	1	6	

b) 3 courses freely chosen from among the electives of all the other MSc programs. Ideally this should be agreed upon with the Course Director of the workshop chosen at point a). It is possibile to include another workshop.

Those students who choose the Laboratorio di moda e design [Fashion and design workshop], from the electives of the MSc programs can also choose the course cod. 8266 Antropologia della moda [Anthropology of fashion]. Such course is

offered in the first semester at Politecnico di Milano, exclusively for students taking the GM-LS management of fashion and design firms major. In addition, the Politecnico agreement also gives students the opportunity to take the "Laboratorio di sintesi finale"[Thesis workshop], held at Politecnico in the first semestre. This workshop does not award credit points but allows students to start the thesis.

Students who choose the Laboratorio di beni culturali e mercato dell'arte [Cultural heritage and the arts market workshop] as their sector specialisation have the opportunity to carry out a period of study at the Scuola Normale Superiore di Pisa the 2005-2006 a.y., as a result of the agreement with Università Bocconi.

The objective of the agreement is to give students a complete education that includes teaching activities associated with a wider sector namely, conservation and evaluation of cultural. This also includes courses on history, history-artistic, archaeology, curatorial and technical-scientific areas.

Interested students must submit an application form to the Program Director. This must be accompanied by a favourable reference from the Workshop Director.

Student assessment and selection is carried out by the Program Director after individual interviews. Assessment takes into consideration the reference from the Workshop Director, academic career, GPA of exams passed and the student's personal motivations.
There are only 5 places for the exchange.

The Program Director sets the educational cycle. As a guideline, it should take place from 15 February to 15 May 2006.

The evaluation of those students who participated in the program at the School is determined a final grade. In addition, students are also issued with a certificate highlighting both the passing of the exam and evaluation. The Program Director authorises the recognition in the student's academic career or such activity carried out. It replaces two elective courses (total of 12 credit points).

For more information about the educational program, deadlines and selection, contact the Program Director.

3.2.9 Corso di laurea specialistica in Discipline economiche e sociali [Master of Science in Economic and Social Sciences] (DES-LS)

The program structure includes:

For the MSc cycle that commenced in 2004-2005 a.y.:

first year, second semester:

5 electives chosen in accordance with the following conditions:

a) 2 courses chosen from among the "basic" Economics group:

Code	Course title	English translation	Language of instruction	Semester	CP
8096	Development economics		ENG	2	6
8087	Macroeconomia avanzata	Advanced macroeconomics	ITA	2	6
8076	Microeconomia avanzata	Advanced microeconomics	ITA	2	6
8077	Political economics		ENG	2	6

b) 2 courses chosen from among the "characteristic" Economics group:

Code	Course title	English translation	Language of instruction	Semester	CP
8019	Economia dell'energia	Energy economics	ITA	2	6
8105	European Economic Policy		ENG	2	6
8104	Labour economics		ENG	2	6
8085	Politica monetaria	Monetary policy	ITA	2	6

c) 1 course chosen from among the "Econometrics and quantitative methods" group:

Code	Course title	English translation	Language of instruction	Semester	CP
8004	Econometria avanzata	Advanced econometrics	ITA	2	6
8097	Microeconometrics		ENG	2	6

second year:

a) 3 courses freely chosen from among the electives of all of the other MSc programs.

The following course are highly recommended for DES-LS students.

Code	Course title	English translation	Language of instruction	Semester	CP
8231	Bayesian statistical methods		ENG	1	6
8224	Income distribution		ENG	1	6
8232	Population dynamics and economics		ENG	1	6
8250	Sociologia e storia (corso monografico)	Sociology and history (monographic course)	ITA	1	6

b) 6 credit points worth of educational activity including assignments, workshops or 1 additional elective. See list of workshops:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8233	Data collection using questionnaires workshop		ENG	1	3	exclusively for DES-LS and CLEMIT-LS
8249	Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a internet	Data sources for economic and social research workshop: from traditional media to the internet	ITA	1	3	exclusively for DES-LS and CLEMIT-LS
8263	Laboratorio di programmazione dei calcolatori per le scienze economiche e sociali	Computer programming for economic and social research workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS
8217	Laboratorio di strumenti per l'attività di ricerca	Research tools workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS

For the MSc cycle commencing in 2005-2006 a.y.:

- **second semester of the first year 2005-2006 a.y.:** 5 elective courses
- **and second year 2006-2007 a.y.:**
 - 4 elective courses

or

- 3 elective courses and 2 educational activities worth 3 credit points

chosen in accordance with the following conditions:

a) 2 courses chosen from among the "basic" Economics group:

Code	Course title	English translation	Language of instruction	Semester	CP
8096	Development economics		ENG	2	6
8087	Macroeconomia avanzata	Advanced macroeconomics	ITA	2	6
8076	Microeconomia avanzata	Advanced microeconomics	ITA	2	6
8077	Political economics		ENG	2	6
8218	Teoria dei giochi	Game theory	ITA	1	6

b) 2 courses chosen from among the "characteristic" Economics group:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8019	Economia dell'energia	Energy economics	ITA	2	6	
8057	Economia internazionale (Globalizzazione, competitività e crescita)	International trade (Globalization and growth)	ITA	1	6	jointly run with CLEMIT-LS, 6 credit points
8203	European integration		ENG	2	6	
8104	Labour economics		ENG	2	6	
8058	Organizzazione industriale	Industrial organization (Antitrust and regulation)	ITA	1	6	jointly run with CLEMIT-LS
8085	Politica monetaria	Monetary policy	ITA	2	6	
8219	Principles of finance		ENG	2	6	cannot be chosen by CLEFIN-LS students
8202	Public economics		ENG	1	6	
8215	Regolamentazione dei mercati finanziari	Regulation of financial markets	ITA	1	6	

c) 1 course chosen from among the "Econometrics and quantitative methods" group:

Code	Course title	English translation	Language of instruction	Semester	CP
8004	Econometria avanzata	Advanced econometrics	ITA	2	6
8097	Microeconometrics		ENG	2	6

d) 3 courses freely chosen from among the electives of all of the other MSc programs.

The following courses are highly recommended for DES-LS students:

Code	Course title	English translation	Language of instruction	Semester	CP
8231	Bayesian statistical methods		ENG	1	6
8224	Income distribution	Income distribution	ENG	1	6
8232	Population dynamics and economics		ENG	1	6
8250	Sociologia e storia (corso monografico)	Sociology and history (monographic course)	ITA	1	6

e) 1 course freely chosen from among the electives of all of the other MSc programs or, in the second year, 2 educational activities worth 3 credit points each including assignments and or workshops.

See the list of workshops:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8233	Data collection using questionnaires workshop		ENG	1	3	exclusively for DES-LS and CLEMIT-LS students
8249	Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a internet	Data sources for economic and social research workshop: from traditional media to the internet	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8263	Laboratorio di programmazione dei calcolatori per le scienze economiche e sociali	Computer programming for economic and social research workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS

8217	Laboratorio di strumenti per l'attività di ricerca	Research tools workshop	ITA	1	3	students exclusively for DES-LS and CLEMIT-LS students
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3.2.10 Corso di laurea specialistica in Economia e management dei mercati internazionali e delle nuove tecnologie [Master of Science in Economics and Management of International Markets and New Technologies] (CLEMIT-LS)

1. Applied and business economist

The program structure includes:

a) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8004	Econometria avanzata	Advanced econometrics	ITA	2	6
8097	Microeconometrics		ENG	2	6
8076	Microeconomia avanzata	Advanced microeconomics	ITA	2	6
8232	Population dynamics and economics		ENG	1	6
8218	Teoria dei giochi	Game theory	ITA	1	6
8221	Time series analysis of economic-financial data		ENG	2	6

b) 2 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8096	Development economics		ENG	2	6
8019	Economia dell'energia	Energy economics	ITA	2	6
8203	Economics of European integration		ENG	2	6
8204	Entrepreneurship, finance and innovation		ENG	1	6
8104	Labour economics		ENG	2	6
8202	Public economics		ENG	1	6

c) 1 course freely chosen from among the electives of all of the other MSc programs and 6 credit points worth of other educational activities (assignments and/or workshops). See the list of workshops:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8233	Data collection using questionnaires workshop		ENG	1	3	exclusively for DES-LS and CLEMIT-LS students
8249	Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a internet	Data sources for economic and social research workshop: from traditional media to the internet	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8263	Laboratorio di programmazione dei calcolatori per le scienze economiche e sociali	Computer programming for economic and social research workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8217	Laboratorio di strumenti	Research tools workshop	ITA	1	3	exclusively for DES-

2. Innovation and technology management

The program structure includes:

a) 1 compulsory course:

Code	Course title	Language of instruction	Semester	CP
8168	Innovation and technology management	ENG	2	6

b) 2 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8166	Culture, media e consumo	Cultures, media and consumption	ITA	2	6
8204	Entrepreneurship, finance and innovation		ENG	1	6
8177	Logistics management and strategy		ITA	2	6
8184	Research and development management		ITA	2	6
8169	Sostenibilità e innovazione nell'impresa industriale	Corporate sustainability and innovation	ITA	2	6
8114	Strategic design of the multinational firm		ENG	1	6
8187	Supply chain management		ITA	1	6

c) 1 course freely chosen from among the electives of all of the other MSc programs and 6 credit points worth of other educational activities (assignments and/or workshops). See the list of workshops:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8233	Data collection using questionnaires workshop		ENG	1	3	exclusively for DES-LS and CLEMIT-LS students
8249	Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a internet	Data sources for economic and social research workshop: from traditional media to the internet	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8263	Laboratorio di programmazione dei calcolatori per le scienze economiche e sociali	Computer programming for economic and social research workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8217	Laboratorio di strumenti per l'attività di ricerca	Research tools workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students

3. Free track

The 24 credit points relative to the educational activities can be made up of courses chosen freely by the student from among the electives of all of the other MSc programs, with prior approval from the Program Director or his/her delegate. Such activities may include 2 research assignments and/or workshops worth 3 credit points each from the following table.

Code	Course title	English translation	Language of instruction	Semester	CP	Note
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8233	Data collection using questionnaires workshop		ENG	1	3	exclusively for DES-LS and CLEMIT-LS students
8249	Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a internet	Data sources for economic and social research workshop: from traditional media to the internet	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8263	Laboratorio di programmazione dei calcolatori per le scienze economiche e sociali	Computer programming for economic and social research workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8217	Laboratorio di strumenti per l'attività di ricerca	Research tools workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students

3.2.11 Corso di laurea specialistica in Giurisprudenza [Master of Science in Law] (CLG-LS)

1. Private business and law

The program structure includes 2 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8271	Comparative business and corporate law		ENG	2	6
8239	Diritto della comunicazione e dell'informazione	IT and communication law	ITA	1	6
8241	Diritto della concorrenza	Antitrust law	ITA	1	6
8243	Diritto dell'arbitrato interno e internazionale	Arbitration law	ITA	1	6
8240	Diritto fallimentare	Bankruptcy law	ITA	1	6
8242	Diritto internazionale privato	International private law	ITA	1	6

2. Public sector and law

The program structure includes 2 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8271	Comparative business and corporate law		ENG	2	6
8239	Diritto della comunicazione e dell'informazione	IT and communication law	ITA	1	6
8242	Diritto internazionale privato	International private law	ITA	1	6
8244	Diritto pubblico dell'economia	Regulation in Economics	ITA	2	6
8245	Diritto tributario (corso progredito 1) (Reddito d'impresa)	Tax law (advanced course 1) (Business taxation)	ITA	1	6
8236	International trade law		ENG	1	6

3. Free track

The 12 credit points relative to the educational activities are divided into 2 courses chosen freely by the student from among the electives of the MSc programs, with prior approval from the Program Director or his/her delegate.

3.3 Foreign languages

- 3.3.1 The common European framework
- 3.3.2 Program structure position
- 3.3.3 Exit levels
- 3.3.4 Entry level
- 3.3.5 Method of choosing foreign languages
- 3.3.6 Language paths
- 3.3.7 Method of assessing foreign language knowledge
 - Bocconi exam
 - International certificates

3.3.1 The common European framework

To classify language competence levels, Università Bocconi follows the common European framework established by the Council of Europe.

Basic User	A1	Elementary
	A2	Pre-intermediate
Independent User	B1	Intermediate
	B2	Post-intermediate
Proficient User	C1	Advanced
	C2	Proficient

- A1 Can understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concrete type. Can introduce him/herself and others and can ask and answer questions about personal details such as where he/she lives, people he/she knows and things he/she has. Can interact in a simple way provided the other person talks slowly and clearly and is prepared to help.
- A2 Can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment). Can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. Can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
- B1 Can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. Can deal with most situations likely to arise whilst travelling in an area where the language is spoken. Can produce simple connected text on topics which are familiar or of personal interest. Can describe experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans.
- B2 Can understand the main ideas of complex text on both concrete and abstract topics, including technical discussions in his/her field of specialisation. Can interact with a degree of fluency and spontaneity that makes regular interaction with native speakers quite possible without strain for either party. Can produce clear, detailed text on a wide range of subjects and explain a viewpoint on a topical issue giving the advantages and disadvantages of various options.
- C1 Can understand a wide range of demanding, longer texts, and recognise implicit meaning. Can express him/herself fluently and spontaneously without much obvious searching for expressions. Can use language flexibly and effectively for social, academic and professional purposes. Can produce clear, well-structured, detailed text on complex subjects, showing controlled use of organisational patterns, connectors and cohesive devices.
- C2 Can understand with ease virtually everything heard or read. Can summarise information from different spoken and written sources, reconstructing arguments and accounts in a coherent presentation. Can express him/herself spontaneously, very fluently and precisely, differentiating finer shades of meaning even in more complex situations.

3.3.2 Program structure position

The program requirements of all Master of Science degrees in the fields of study "Management" and "Economics" (respectively 84/S and 64/S) include 2 European Union languages. Whereas, the program requirements of the Master of Science in Law (22/S) includes only 1 European Union language.

The objective of the foreign language course is to provide students with the ability to use specialised language appropriately. Mainly in the areas of business and economics for all MSc programs with the exception of the CLG-LS which concentrates on the legal area.

Both the exams for the first and second language are positioned in the program structure in the first semester in the second year of the program.

As specified later in the chapter, the language paths begin in the second semester in the first year.

Students in possession of an international language certificate from among those recognised by Università Bocconi can submit it to the Language Centre Secretariat from the first year; it shall be registered in the student's academic career.

Each foreign language course is awarded 4 credit points, which are granted to students when they pass the exam or record in their academic career one of the international language certificates recognised by the University.

3.3.3 Exit levels

The exit levels from the MSc degree programs are:

- for the first language:
C1 business or (by student's choice) B2 business for MSc programs different from CLG-LS;
C1 legal or (by student's choice) B2 legal for the CLG-LS*
- for the second language:
B2 business or (by student's choice) B1 business*.

* C1 Business English is compulsory for all MSc programs taught in English.

3.3.4 Entry level

According to the exit level and the components necessary to fulfil the requirements of the MSc degree (described in the course profiles and syllabuses for the languages), the University indicates the expected minimum level of language knowledge and skills necessary to reach during the two years of graduate studies.

The entry levels for the MSc degree programs are:

- for the first language:
B2 for those who want to exit at level C1 and B1 for those who want to exit at level B2;
- for the second language:
B1 for those who want to exit at level B2 and A2 for those who want to exit at level B1.

On the website at <http://www.unibocconi.it/languagecentre> the following are indicated in detail:

- the minimum knowledge and skills for each level;
- recommended topics and teaching material to help reaching the minimum levels;
- a self-evaluation guide to one's own language knowledge and skills.

3.3.5 Method of choosing foreign languages

The choice of foreign languages follows the same criteria for both the first and the second language. In particular, it depends on the following 2 factors:

- the instruction language of the class group;
- the native language of the student*.

MSc degrees taught in Italian

- For students who are not native English speakers:
 - languages can be chosen from among: English, French, German, Portuguese and Spanish;
 - 1 of the 2 languages must be English.

Given that the CLG-LS has only 1 compulsory language, that foreign language must be English.

- For any students who are native English speakers:
 - the languages can be chosen from among: French, German, Portuguese and Spanish.

MSc degrees taught in English

- For students who are not native Italian speakers:
 - languages can be chosen from among: English, French, German, Italian, Portuguese and Spanish;
 - one of the two languages must be Italian.
- For any students who are native Italian speakers:
 - the languages can be chosen from among: English, French, German, Portuguese and Spanish.

The course codes are:

- English **8099**
- French **8100**
- German **8101**
- Italian **8103**
- Portuguese **8267**
- Spanish **8102**

The choice of foreign languages is made when enrolment is completed (15 September - 15 October, 2005 detailed information will be released on the website at <http://www.unibocconi.it/languagecentre>).

Any language changes can be made for both the first and second year.

In particular:

- first-year students: during the period 9-31 January 2006. Changes can be carried out at any Punto Blu terminal or Virtual Punto Blu.
- second-year students: during the period 1 August-5 September 2005 by submitting an application to the Student Assistance Desk of the Student Administration Centre and 9-31 January from any Punto Blu terminal or Virtual Punto Blu.

* The language chosen must be different from the student's native language.

3.3.6 Language paths

The teaching activities undertaken by the Language Centre for the learning of languages include curricular courses(*) of levels:

- B2 business and C1 business for the first language for all MSc programs, except CLG-LS;
- B2 legal and C1 legal English for the CLG-LS;
- B1 business and B2 business for the second language.

The course level to be attended is determined when enrolment is completed (15 September - 15 October 2005). This is based on the student's language skills and certified by either the exit level from the undergraduate program or international certificate recognised by Università Bocconi that has been achieved. The lowest level course will be assigned if students do not have adequate documentation attesting to the skill level possessed.

The language paths are presented in the table below:

For the **first language**:

Entry level MSc program	Courses that can be taken during the Msc program
B1 general/ B1 business	B2 business
B2 general	C1 business or B2 business
B2 business	C1 business or

C1 general	B2 business or no course
C1 business	C1 business or no course
C2 general	C1 business or no course
C2 business	no course

For the **second language**:

Entry level MSc program	Courses than can be taken during the MSc program
B1 general	B2 business or B1 business
B1 business	B2 business or B1 business or no course
B2 general	B2 business
B2 business	B2 business or no course
C1 general	no course
C1 business	no course
C2 general	no course
C2 business	no course

Curricular course begin at the start of the second semester of the first year and finish at the end of the first semester of the second year for a total of 72 hours of lessons.

Attendance at curricular courses is not compulsory but strongly recommended; the courses are the best way of learning the language and preparing for the exam.

Students enrolled in the course are encouraged to attend.

Positive participation in a curricular course may result in the awarding of up to an extra 2 points to the exam mark (detailed information is presented in the course profiles for each language and is available on the Internet site at <http://www.unibocconi.it/languagecentre>).

After students have completed enrolment in the academic year, they can print copies of their class timetable from any Punto Blu terminals or can view it through Virtual Punto Blu.

The assigned class group and class timetable are communicated to all students through the yoU@B student diary.

The course programs (**course profiles**) of the language modules are available on the website at <http://www.unibocconi.it/profiles>.

The detailed course programs (**course syllabuses**) are available on the website at <http://www.unibocconi.it/languagecenter>. These programs are also handed out in class by teachers during the first few days of lessons.

In the first semester of the 2005-2006 academic year one class group of level B2 are scheduled to go over the language basics, aiming to provide students with optimal preparation to take on the curriculum course scheduled in the second semester.

5 hours of classroom teaching per week are scheduled to be complemented by individual study, mainly through multimedia learning.

Students can sign-up for the course when completing enrolment.

Sign-ups are accepted in order of sign-up position and until the maximum number of 100 students is reached.

The class group will only be run if the minimum number of students is reached.

* No curricular Portuguese courses have been scheduled for the 2005-2006 a.y. given the limited number of students who shall include such language in the study plan.

3.3.7 Method of assessing foreign language knowledge

The assessment of knowledge is determined by either:

- the Bocconi exam, or
- an international certificate among those recognised by the University.

However, for Portuguese students have the international language certificate option only because there is no Bocconi exam. Such certificates are mentioned later in the chapter.

The Language Centre offers - to all interested students, both those taking the Bocconi exam or an international certificate - information and guidance regarding study methods, the actual exam itself and advice about self-learning in the language laboratory.

Bocconi exam

The assessment of knowledge is exam based. The exam is designed to test the student's comprehension and knowledge of both written and spoken expressions adapted to the appropriate language level. The exam is prepared in accordance with the same standards relating to international certificates.

The exam is marked out of thirty and is included in the calculation of the Grade Point Average.

The skill level achieved will be specifically indicated on the official exam report and student's unofficial academic transcript.

The exit level from the MSc degrees can be identified by taking into consideration both the entry level of language skills and knowledge and curricular course attended during graduate studies.

The choice of exit level is the responsibility of students and may also include levels higher than those indicated in the table below.

For the **first language**:

Entry level MSc program	Exit level MSc program
B1 general/ B1 business	B2 business
B2 general	C1 business or B2 business
B2 business	C1 business or B2 business or exempt *
C1 general	C1 business or exempt *
C1 business	C1 business or exempt *
C2 general	exempt *
C2 business	exempt *

For the **second language**:

Entry level in the MSc program	Exit level from the MSc program
B1 general	B2 business or B1 business
B1 business	B2 business or B1 business or exempt *
B2 general	B2 business
B2 business	B2 business or exempt *
C1 general	exempt *
C1 business	exempt *
C2 general	exempt *
C2 business	exempt *

Students declare their desired exit level when they register for the exam through Punto Blu.

The choice of the exit level does not depend on the course attended.

Furthermore, students may take an exam (or submit a certificate) of a level higher than that of the one attended (for

example, students with B1 entry levels for the first language can register for an exam of a higher level than B2 business). Exit levels higher than those provided for both first and second languages is only possible through the registration of an international certificate in the academic career among those recognised by the University.

Students who satisfy the requirements (specified in the table above), opt for exemption, need to complete the relative application at the Student Administration Centre in the periods 1 August-30 September 2005 and 9-31 January 2006.

With reference to transfer students, the application for exemption can only be submitted if they have received approval from the Language Centre. This refers to the criteria established by the Language Centre. Students must submit the appropriate documentation to prove their level possessed (the exit level from undergraduate studies or international certificate recognised by Università Bocconi).

* Exemption means that student does not have to take the curricular course because the mark recorded in the student's academic career achieved during undergraduate studies will be automatically recorded in the student's graduate academic career (mark for the exam or international language certificate converted into a mark out of thirty).

International certificates

As an alternative to the Bocconi exam, students may choose to take one of the international certificate exams indicated by the University, for the different MSc programs (included in the table below together with the mark conversion table) requesting that the results achieved are converted into a mark out of thirty and recorded in their student's academic career by the Language Centre Secretariat.

With regards to certificates, students must take the relative exam through an officially recognised institute, either in Italy or abroad.

The cost of sitting the certificate exam is the responsibility of the individual student.

The validity of each international certificate for academic career registration purposes is equal to three years from the achievement date.

The certificates indicated as language prerequisites for admission to programs taught in English can also be used as an alternative to the Bocconi exam. Such certificates can only be submitted if they satisfy the exit level requirement and are among those certificates recognised by the University.

In the following table for some levels not all the certificates are included as they are not awarded by institutes recognised by Università Bocconi.

English (for all MSc programs)

Certificates that can substitute the exam level C2	Awarding institute	Certificate mark	Mark expressed out of thirty
Certificate of Proficiency in English (CPE)	University of Cambridge , ESOL Examinations (Cambridge ESOL)	A	30 cum laude
		B	30
		C	29
Certificates that can substitute the exam level C1	Awarding institute	Certificate mark	Mark expressed out of thirty
Certificate in Advanced English (CAE)	Cambridge ESOL	A	30
		B	28
		C	26

English (for all MSc programs except the CLG-LS)

Certificates that can substitute the exam level C1	Awarding institute	Certificate mark	Mark expressed out of thirty
Business English Certificate Higher (ex BEC 3)	Cambridge ESOL	A	30
		B	27
		C	25
Certificates that can substitute the exam level B2	Awarding institute	Certificate mark	Mark expressed out of thirty

Business English Certificate Vantage (ex BEC 2)	Cambridge ESOL	A	30
		B	27
		C	25

Certificates that can substitute the exam level B1	Awarding institute	Certificate mark	Mark expressed out of thirty
Business English Certificate Preliminary (ex BEC 1)	Cambridge ESOL	A	30
		B	27
		C	25
English for Business 2 nd level	Cambridge ESOL	Pass with distinction	30
		Pass with credit	27
		Pass	25

English (for the CLG-LS only)

Certificates that can substitute the exam level B2	Awarding institute	Certificate mark	Mark expressed out of thirty
International Professional English Certification Legal English Specialised Module	British Chamber Of Commerce (Italy)	Pass with distinction	30
		Pass at excellence level	27
		Pass at executive level	25

French (for all MSc programs)

Certificates that can substitute the exam level C2	Awarding institute	Certificate mark	Mark expressed out of thirty
Diplôme Approfondi de Langue Française (DALF unités B3 et B4)	Ministère de l'Education Nationale (MEN)	16 - 20	30 cum laude
		14 - 15	30
		10 - 13	28

Certificates that can substitute the exam level C1	Awarding institute	Certificate mark	Mark expressed out of thirty
Diplôme Approfondi de Langue Française (DALF unités B1 et B2)	Ministère de l'Education Nationale (MEN)	16 - 20	30 cum laude
		14 - 15	30
		10 - 13	28

French (for all Msc programs except the CLG-LS)

Certificates that can substitute the exam level C2	Awarding institute	Certificate mark	Mark expressed out of thirty
Diplôme Approfondi de Français des Affaires (DAFA)	Chambre de Commerce et d'Industrie de Paris (CCIP)	Superamento esame	30 cum laude

Certificates that can substitute the exam level C1	Awarding institute	Certificate mark	Mark expressed out of thirty
Diplôme de Français des Affaires, 2 ^{ème} degré (DFA 2)	CCIP	très bien	30 cum laude
		bien	30
		réussi	28

Certificates that can substitute the exam level B2	Awarding institute	Certificate mark	Mark expressed out of thirty
Diplôme de Français des Affaires, 1 ^{er} degré (DFA 1)	CCIP	très bien	30 cum laude
		bien	28
		réussi	26

Certificates that can substitute the exam level B1	Awarding institute	Certificate mark	Mark expressed out of thirty
Certificat de Français Professionnel (CFP)	CCIP	réussi	26

French (for the CLG-LS only)

Certificates that can substitute the exam level B2	Awarding institute	Certificate mark	Mark expressed out of thirty
Certificat de Français Juridique (CFJ)	CCIP	avec mention réussi	30 cum laude 28

Portuguese (for all MSc programs)

Certificates that can substitute the exam level C2	Awarding institute	Certificate mark	Mark expressed out of thirty
Diploma Universitário de Português Língua Estrangeira (DAPLE)	Instituto Camões (MNE*) e Università di Lisbona (ULP**)	90-100%	30
		80-89%	28
		71-79%	26
		66-70%	24
		50-65%	22

Certificates that can substitute the exam level C1	Awarding institute	Certificate mark	Mark expressed out of thirty
Diploma Avançado de Português Língua Estrangeira (DAPLE)	Instituto Camões e Università di Lisbona	90-100%	30
		80-89%	28
		71-79%	26
		66-70%	24
		50-65%	22

* MNE: Ministério dos Negócios Estrangeiros.

** ULP: Departamento di Lingua e Cultura Portoghese, Facoltà di Lettere.

Spanish (for all MSc programs)

Certificates that can substitute the exam level C2	Awarding institute	Certificate mark	Mark expressed out of thirty
Diploma de Español Lengua Extranjera - Nivel Superior (DSE)	Instituto Cervantes	91 - 100	30 cum laude
		81 - 90	30
		70 - 80	28

German (for all MSc programs)

Certificates that can substitute the exam level C2	Awarding institute	Certificate mark	Mark expressed out of thirty
Zentrale Oberstufenprüfung (ZOP)	Goethe Institut	sehr gut	30 cum laude
		gut	30
		befriedigend	28
		ausreichend	26

Certificates that can substitute the exam level C1	Awarding institute	Certificate mark	Mark expressed out of thirty
Zentrale Mittelstufenprüfung (ZMP)	Goethe Institut	sehr gut	30 cum laude
		gut	30
		befriedigend	28
		ausreichend	26

German (for all MSc programs except the CLG-LS)

Certificates that can substitute the exam level C1	Awarding institute	Certificate mark	Mark expressed out of thirty
Prüfung Wirtschaftsdeutsch (PWD)*	Goethe Institut	sehr gut	30 cum laude
		gut	30
		befriedigend	28
		ausreichend	26

Certificates that can substitute the exam level B2	Awarding institute	Certificate mark	Mark expressed out of thirty
Zertifikat Deutsch für den Beruf (ZDFB)	Goethe Institut	sehr gut	30 cum laude
		gut	30
		befriedigend	28

* For this certificate the Language Centre is an official test centre (more information is available on the website at <http://www.unibocconi.it/languagecentre>).

Italian (for all MSc programs)

Certificates that can substitute the exam level C2	Awarding institute	Certificate mark	Mark expressed out of thirty
Certificazione di Italiano come Lingua Straniera 4 (CILS 4)	Università per Stranieri di Siena	90 - 100	30 cum laude
		76 - 89	30
		66 - 75	29
		55 - 65	28
Certificato di Conoscenza della Lingua Italiana (CELI 5)	Università per Stranieri di Perugia	A	30 cum laude
		B	30
		C	29
Certificates that can substitute the exam level C1	Awarding institute	Certificate mark	Mark expressed out of thirty
Certificazione di Italiano come Lingua Straniera (CILS 3)	Università per Stranieri di Siena	90-100	30 cum laude
		76-89	28
		66-75	26
		55-65	24
Certificato di Conoscenza della Lingua Italiana (CELI 4)	Università per Stranieri di Perugia	A	30 cum laude
		B	27
		C	24

Italian (for all MSc programs except the CLG-LS)

Certificates that can substitute the exam level C1	Awarding institute	Certificate mark	Mark expressed out of thirty
Certificato di Italiano Commerciale (CIC Avanzato)	Università per Stranieri di Perugia	A	30 cum laude
		B	28
		C	26
Certificates that can substitute the exam level B1	Awarding institute	Certificate mark	Mark expressed out of thirty
Certificato di Italiano Commerciale (CIC Intermedio)	Università per Stranieri di Perugia	A	30 cum laude
		B	28
		C	26

3.4 Curricular internships

3.4.1 Characteristics of curricular internships

- Duration
- Objectives and contents
- Location
- Positioning

3.4.2 Organisational aspects

- Finding internships
- Approval and validation of internships
- Registration
- Contributions for internships in Italy and abroad

- 3.4.3 Internships in Italy and abroad organised by SOP Career Service (internships, career counselling and placement)
 - Participation in internships
 - Documents
 - Information and support
- 3.4.4 International internships organised by the International Relations Office
 - Participation in the programs
 - Documents
 - Periods and deadlines
 - Internet site

All Master of Science degrees include an internship in the program requirements. Internships are classified as compulsory educational activities and positioned in the second year. Internships are worth:

- 6 credit points for the CLG-LS;
- 8 credit points for all other MSc programs.

3.4.1 Characteristics of curricular internships

Curricular internships must satisfy the following characteristics with reference to duration, objectives and contents, location and positioning.

Duration

minimum 12 weeks if undertaken in Italy;
 minimum 10 weeks if undertaken abroad;

In particular circumstances, subject to the prior approval from the Program Director, a part-time internship (in Italy or abroad) could be considered an option. However, its minimum duration must be 16 weeks.

Objectives and contents

The main objective of internships is to educate. They provide students with the opportunity to get closer to the working and professional world, develop their skills and guide their professional choices. This guarantees that students gain an insight into the continuously changing labour market. Internships are more than a mere practical application of academic studies as they give individuals a real opportunity to grow both personally and professionally.

The contents of internships must be aligned with the educational objectives of the MSc program in which the student is enrolled.

Location

Internships can be taken - in Italy and abroad - with companies, public or private authorities, professional studios, international organisations, diplomatic representatives, cultural institutions and other organisations.

Positioning

Internships are included in the second year of the program structure.

Generally students carry out internships after the end of the first year, **with the exception of** students enrolled in the **CLG-LS**, who must carry out the internship after the second semester of the second year.

Internships are registered in the student's academic career as second-year educational activities.

However, for all MSc programs, except for the CLG-LS, it is possible to carry out the internship in advance:

- in the first year, following the normal authorisation and validation procedures which are described later on. However, internship activities must not clash with classroom activities;
- before enrolment in MSc programs, however after graduation. In this case there are various authorisation and validation procedures which are described later on.

In both cases, the internship will be registered in the student's academic career as first-year educational activity.

3.4.2 Organisational aspects

Finding internships

Università Bocconi recognises internships organised by any of the following parties:

- Career Service (SOP) (see following paragraphs);
- International Relations Service (SRI) (see following paragraphs);
- MSc Program Directors.

Students can also find their own internships; in which case the approval and validation procedures are more detailed. Students must contact the Internship Office in order to have the contents of the internship verified.

SOP and SRI work together with Program Directors to ensure that the internship characteristics (host company environment and tasks to be undertaken) are aligned as closely as possible to the educational objectives of both the MSc program and academic path.

No matter which search channel is used, the relationship between the host company and the University is formalised through a signed convention that regulates the aims and contents of the internship. The University, as the promoting body, prepares all the necessary documentation in accordance with the law, agrees upon and checks the quality of the educational projects and provides insurance coverage.

Approval and validation of internships

All internships must be approved beforehand by the Program Director or his/her delegate. The approval form is issued by the University.

The teacher may check that the contents of the internship are coherent with the student's academic path and as a consequence make any amendments.

Furthermore, during the internship period, the teacher assumes the tutor role and monitors carefully the internship opportunity found by the student.

At completion of the internship, the teacher evaluates the student's experience in order to have it registered in the academic career.

The assessment methods designed to evaluate the student's performance are:

- a final paper written by the student (3 to 5 pages);
- a final assessment report completed by the company/institution tutor (module prepared by the University);
- a specific registration form that contains the initial internship approval and the teacher's final evaluation (necessary for registering the internship in the student's academic career).

If the internship was carried out before enrolment in MSc programs, then prior approval from the Program Director is not required. After enrolment, students can make an application to have the internship recognised. This is subject to contents verification. Please note that internships must be carried out after undergraduate degree conferral.

Registration

Internships must be recorded in the student's academic career by the deadline for reserving a graduation session (coinciding with the date for sitting the last exam). As a general rule, internships must be completed by that date. However, internships that have not finished by that date can be recognised and registered only if they have satisfied the minimum duration mentioned above.

In this case, the student's final assessment from the company/institution tutor and the teacher's evaluation must be completed with enough time for the registration in the student's academic career by the deadline for reserving a graduation session.

Contributions for internships in Italy and abroad

For students taking part in internships offered by public authorities in Italy, or through international organisations, institutions, authorities and companies abroad promoted by SOP and SRI (for which no compensation is provided) some

contributions are available due to the sponsorship of Università Bocconi: for allocation criteria and application forms see the Download Area.

3.4.3 Internships in Italy or abroad organised by SOP Career Service (internships, career counselling and placement)

The SOP Career Service is the Università Bocconi internal service and the reference point for all internship activities, with exception of the programs organised by the International Relations Office (see 3.4.4). SOP promotes internship opportunities both in **Italy** and **abroad** with:

- public, private, industrial and commercial companies, service companies, banks, financial institutions;
- consulting and auditing firms, professional and legal studios;
- non profit organisations;
- cultural and artistic institutions;
- authorities and companies operating in the tourism, communication and media industries.

SOP organises all the administrative procedures required by current regulations.

In addition, for students wishing to broaden their research horizons, SOP gives out useful information to help them to identify other opportunities based on specific needs and interests. SOP also helps students to present themselves in the most efficient manner through individual consultation, seminars and group activities.

In addition to the internships characteristics already defined, it is also good to know that internships - also called work experience - are educational opportunities in the field, not employment contracts. They comply with article 18 of the Law no.196 of 24 June 1997 and the relative Decree no. 142 of 25 March 1998.

In accordance with the law, internships are unpaid, although the company involved may decide to award a study grant.

Participation in internships

Internship opportunities, in Italy and abroad, are normally promoted through:

- the Notiziario Stage & Placement (Stage & Placement Newsletter), a weekly newsletter that is available in the yoU@B student diary;
- presentations made by companies of their internship programs at the University;
- Bocconi&Jobs, the University's careers fair;
- the job hunting support service; through the SOP Placement Library (particularly useful for students finding internships by themselves);
- the website at <http://www.sop.unibocconi.it> in Stage, where students can find information about the Italian Internship Program (internships with companies belonging to Italian associations) and the Leonardo Da Vinci Program involving international internships within the European Union;
- restricted meetings between companies and students.

These tools help to balance the supply and demand for internships. Securing an internship offer is not necessarily linked to academic qualifications. Companies decide upon the desired curriculum and personal characteristics based on the contents of the educational project. During the internship, each student is supervised by both a company tutor and a tutor from the University.

Moreover, SOP collaborates with the Program Directors in support of the internships procured by MSc Direction and facilitates the realisation of other proposals (such as in class initiatives) aimed at presenting the specific internship opportunities for each Master of Science program.

Documents

The SOP Internship Office is the contact point within the University that is responsible for formalising the training experience (unless they are arranged by SRI, see next paragraph), regulating internships (conventions, training projects and orientation) and providing the necessary documentation to ensure the training experience is recorded in the student's academic career.

Before starting an internship, students must collect the educational and orientation project from the SOP Internship Office and give it to the company or organisation involved.

Information and support

SOP Infopoint and Internship Office - via Sarfatti 25
tel. 02 5836.5004
email: infopointsop@unibocconi.it and infostage@unibocconi.it

SOP - viale Isonzo 25
tel. 02 5836.5999
<http://www.sop.unibocconi.it/eng>

3.4.4 International internships organised by the International Relations Office

The International Relations Office (International Internship Office) of Università Bocconi offers 3 different international internship programs with institutions/organisations that are part of its network:

- **International Organisations Program:** Secretariat, agencies and field offices of the United Nations, the European Commission and other international institutions and non-government organisations throughout the world;
- **Field Projects Program:** Italian Chamber of Commerce abroad, companies active in international markets (excluding the European Union) and Foreign Consulates in Milan;
- **Embassies Program:** Ministry of Foreign Affairs in Rome and abroad: Embassies, Consulates, Italian Cultural Institutes, Italian Permanent Representatives belonging to international institutions;

To find out more about the institutions belonging to the network and internship opportunities check out the website at <http://www.ir.unibocconi.it/eng>.

Participation in the programs

All students can participate in the international internship program as long as they satisfy the language requirement. More specifically, the student must have a good command of the corporate language of the host institution.

According to specific agreements, the Embassies Program may also require specific GPAs or graduation grades.

For more information consult the website at <http://www.ir.unibocconi.it/eng> and the International Relation Office publications.

Documents

Students desiring to take part in these programs must take the following documents to the International Internship Office:

- application form (collected from the International Internship Office or downloaded from <http://www.ir.unibocconi.it/eng>);
- internship authorisation form (collect in advance from the International Internship Office);
- official academic transcript and official graduate academic transcript;
- photocopies of any language certificates;
- curriculum vitae and a motivation letter in Italian (one for each institution the student is applying for);
- curriculum vitae and a motivation letter written in the language used by the institution (except for the Embassies Programs);
- 2 photographs, signed on the back.

For the International Organisations Program students also need:

- official academic transcript and official graduate academic transcript in English or in the language requested by the institution (if translation into another language is necessary it is the responsibility of the student);
- forms from the individual institutions (if required);
- presentation letter (in English) from a faculty member (if required by the institution).

For the Embassies Program students also need:

- printed copy of the online application form (to be completed online at <http://www.crui.it>).

During the pre-selection process, the Internship Office will take into consideration, in addition to academic merit and language skills, the following elements:

- international experience (previous periods of study and/or work experience abroad, etc.);
- interest for the topics connected to the program (final report, attendance at courses, seminars, etc.).

After the pre-selection process, CVs are sent to the institutions for the final selection. Students who are selected and subsequently withdraw from the internship (except for reasons that are judged by the International Relations Office to be very serious), will be automatically excluded from subsequent pre-selection for all international internship programs (Field Projects, International Organisations and Embassies). This withdrawal occurring during the period of study for undergraduate degrees will not result in students being excluded from the program during the period of study for graduate degrees.

Periods and deadlines

Internship opportunities procured by the International Relations Office are promoted through the International Opportunities newsletter and released on the website at <http://www.ir.unibocconi.it/eng>. Generally, pre-selection takes place every 3 months, in accordance with the deadlines below:

Module 1

Internship period: January-March 2006
Application deadline: 14 October 2005

Module 2

Internship period: April-June 2006
Application deadline: January 2006 (date to be finalised)

Module 3

Internship period: July-September 2006
Application deadline: March 2006 (date to be finalised)

Module 4

Internship period: October-December 2006
Application deadline: June 2006 (date to be finalised)

Internet site

For updates and/or more information about the programs described herein, consult the International Relations Office website at <http://www.ir.unibocconi.it/eng>. The website includes:

- the International Opportunities Newsletter and the opportunities included in the Last Minute and New Opportunities brochure (also available in printed copy from the International Internship Office);
- all the reports from ex internees;
- possible changes to the aforementioned deadlines and information.

For more information
International Relations Office
via Sarfatti 25 -20136 Milan
<http://www.ir.unibocconi.it/eng>
tel. 02 5836.2253
fax 02 5836.2207
email: stage.internazionali@unibocconi.it

3.5 Studying abroad

3.5.1 Long programs

- Exchange Program
- Free-Mover Semester Program
- Double Degree Program
- Master CEMS-MIM

3.5.2 Short programs

- Campus Abroad

Internationalisation at Università Bocconi has been a strategic priority pursued since 1974, the year in which the first international agreements were put into place. Over the years these programs have developed an extensive network of relations and exchanges with prestigious academic and cultural institutions all over the world, which means there is constant collaboration with the University and International Business Schools on research and teaching projects thus providing Bocconi students and teaching staff invaluable international experience. Thanks to its network of international relations, Università Bocconi is able to offer its students opportunities to acquire the kind of business training necessary for dealing with global economic developments.

International study programs:

- Long programs (Exchange Program, Free-Mover Semester Programs, Double Degree Program, Master CEMS-MIM)
- Short programs (Campus Abroad)

3.5.1 Long programs

Exchange Program

The Università Bocconi Exchange Program (including the Socrates/Erasmus networks) deals with student exchanges under bilateral agreements with over 130 universities in 45 countries spreading across 5 continents, giving students the opportunity to attend courses for which they can receive credit as part of their Bocconi degrees. The international universities included in the program are some of the most renowned institutions in the world in the field of management, economics and social sciences. In fact, Università Bocconi belongs to 2 of the most prestigious international networks, CEMS (Community of European Management Schools) and PIM (Partnership in International Management).

The agreements are based on reciprocal arrangements that allow students from both institutions involved to complete a period of study abroad without paying extra university fees and taxes to the partner institution. Students are, however, responsible for travel, board and lodging expenses.

Eligibility and requirements

The semester abroad takes place during the second year of the program. All students regularly enrolled in the first year of MSc programs can apply.

Students are allowed to attend courses for a semester at one of the partner universities abroad only after passing the selection process based on merit and language skills.

Application and deadlines

Applications for the Exchange Program are usually made during March. Students are advised to check the application procedures and deadlines released in successive International Relations publications and on the website at <http://www.ir.unibocconi.it/eng>.

For detailed information about the Exchange Program, to read reflections written by students who have been abroad in the past few years and to check the list of recognised courses, students are invited to consult the website at <http://www.ir.unibocconi.it/eng>.

Exam recognition

Students can receive credit for a maximum of 30 credit points. The credit approval procedure is explained in chapter 5, paragraph "Credit for exams passed at universities abroad", of this Guide.

Free-Mover Semester Program

Students interested in attending a semester abroad outside the Exchange Program, can enrol at a number of universities abroad where they can study for a semester in their second year as part of the Free-Mover Semester Program (Fee-paying Visiting Students or Independent Students). Università Bocconi has identified a number of schools, mainly members of its international network, which are willing to accept such students. The list of foreign universities, available on the webpage at <http://www.ir.unibocconi.it/eng> and in the International Relations publications, is considered as the only valid list in terms of recognition for exams taken as part of the Free-Mover Semester at foreign institutions. Any other option must be endorsed ex-ante, on a case-by-case basis, by the International Relations Office. The application, accompanied by a letter of motivation and information material on the university selected, has to be presented before enrolling in the foreign university and submitted to the International Relations Office.

Application procedure

Students should directly contact the host institution and ask for course programs and details of the enrolment procedures. Università Bocconi does not carry out any form of selection. However, students must satisfy the entry requirements set by the host institution where they wish to enrol at as part of the Free-Mover Semester. Students are responsible for travel, board and lodging expenses for the period abroad, as well as the university fees both in Bocconi and abroad.

Students are advised to take out health insurance for the entire period of study abroad.

Once students have been accepted by the school in the Free-Mover Semester network, they are to go to the International Relations Office and collect the green credit approval form necessary for the recognition of courses taken abroad.

Exam recognition

Students can receive credit for a maximum of 30 credit points. The credit approval procedure is explained in chapter 5, paragraph "Credit for exams passed at universities abroad", of this Guide.

For detailed information about the Free-mover semester, to read reflections written by students who have been abroad in the past few years and to check the list of recognised courses, students are invited to consult the website at <http://www.ir.unibocconi.it/eng>.

NB: Students are reminded that, in any case, receiving credit for exams taken abroad in the Free-Mover Semester is **incompatible** with participation in the Exchange Program.

Double Degree Program

The Double Degree Program will be offered in the 2005-2006 a.y (experimental phase). This program gives a select group of MSc students the opportunity to obtain at the same time both the Italian Master of Science degree from Università Bocconi and the Master of Science in Business Administration from the Rotterdam School of Management-Erasmus Universiteit. The MSc program from the Rotterdam School of Management - duration of one year - offers diverse majors that are closely aligned with the program structures of the following degrees: GM-LS, MM-LS, CLEFIN-LS, AFC-LS, OSI-LS, CLEMIT-LS.

This program is characterised by its reciprocal recognition of credit for the exams taken at the partner university and the preparation of only one thesis. Participants are required to spend one entire academic year abroad (second year of the MSc program) and represents of around 2-2.5 years of full-time workload.

Application procedure

With reference to the 2006-2007 a.y. selection will take place in the months of March-May 2006. The participation rules will be released as soon as possible. As a guideline the selection criteria includes:

- enrolment in the first year of the MSc program involved in the program;
- graduation grade equal to or greater than 105/110;
- English level of at least C1, verified by either an international language certificate or the Bocconi exam registered in academic career;
- GMAT score.

For more information visit the website of the International Relations Office or send an email to doubledegree@unibocconi.it

NB:

1. Participation in the Double Degree Program is **incompatible** with participation in the Exchange or CEMS-MIM Programs.
2. It is most likely that in the 2006-2007 a.y. new Double Degree Programs will be offered. In this case, the deadlines and selection criteria could be different depending on the partner school involved.

MASTER CEMS-MIM (Master in International Management)

The CEMS-MIM Master is the result of an alliance involving Bocconi and 17 other European universities. The program is financed by more than 50 of the world's leading companies. The objective of the master is to create multicultural and multilingual managers who have the ability to understand and adapt to diverse cultures and the know-how to operate in European and international business environments.

The program features, during the second year of the MSc, an exchange semester, an internship abroad as well as supplementary educational activities (skill seminars, week-long seminars in either Italy or abroad, business projects).

Application procedure

The program is designed for students enrolled in the Master of Science in General Management. Students are admitted based on academic merit and interviews that should be held in the months of February-March.

For more information, dates and deadlines students can visit the webpage of the International Relations Office, consult the publications of the Service or send an email to cems@unibocconi.it

3.5.2 Short programs

The short programs offered by Università Bocconi give students the opportunity to spend a brief period of time abroad, generally during summer, combining educational activities with exploring different cultural, social and economic environments.

Campus Abroad

The month-long Campus Abroad Programs are organised by Università Bocconi in collaboration with partner schools. The Programs aim to expose students to an international context by combining a Bocconi course with a series of "country specific" activities (seminars and visits to local companies and institutions).

Eligibility and requirements

The program is designed for regularly enrolled Bocconi students, from the summer of their first year. Students are admitted to the Program depending on the outcome of the selection process based on academic merit and language skills. For dates, deadlines and more information visit the website at <http://www.ir.unibocconi.it/eng> and check out successive publications released by the Service.

Exam recognition

The exam passed as part of the Campus Abroad Program is a Bocconi exam therefore the "credit approval" procedure is not necessary. To have exams and credit points registered in academic careers students must pass the exam and participate in both lessons and related activities. Participation in all activities and presence for the entire period of the program is compulsory. For the registration procedure see chapter 5, paragraph "Credit for exams passed at universities abroad", of this Guide.

3.6

Integrative activities: seminars, courses and certificates

3.6.1 Library research seminars for thesis

3.6.2 Interdisciplinary courses

3.6.3 Language and culture courses
3.6.4 Integrative computer skills courses

Università Bocconi offers its students integrative activities, designed to complement the degree program requirements and provide them with the opportunity to enrich their cultural experience.

For students enrolled in MSc programs participation in integrative activities is optional. Such activities are regulated by the following general provisions:

- **sign-up application procedure:** carried out through the student diary in the 2 distinct periods during the academic year and precisely:
 - from 22 to 28 September 2005 for the first semester activities;
 - from 9 to 20 January 2006 for the second semester activities.

Through the sign-up application procedure, students can express up to a maximum of 3 choices in descending order of preference.

Students can also indicate if they intend to participate in either only 1 of the 3 courses chosen or 2 of the 3 courses chosen (possible only if all students have been assigned at least one course and given there are still places available);

- **allocation:** with reference to the number of places available applications are assigned to students based on the program year which the initiative is planned for. Allocation for second year students is based on their academic merit whereas for first-year students this depends upon their sign-up position. Generally, students are allocated at least one of their preferences. However, in the second semester, priority is given to students who missed out on their preferences and those who did not submit applications in the first semester. Once the ranking list has been finalised, first choice preferences are allocated. If places are still available second and third choices are considered. After each student featured on the list, if possible, has been allocated an activity then the same criteria is applied to allocate second activities to those students who applied for them as long as there are still places available. Students will receive a message about the allocation of these activities in their yoU@B student diary;
- **attendance:** obligatory for at least 75% of the teaching sessions, attested to by teachers. Students who signed-up and did not attend at least 50% of lessons, without justifiable reasons (e.g. a medical certificate), will be excluded from successive editions of the various types of courses for both the current and following academic year;
- **evaluation:** carried out by teachers in accordance with the assessment methods discussed in class (e.g. written report) and in any case depends on students meeting the attendance criteria (75% attendance);
- **period of study:** courses are held during the teaching sessions and specific dates are finalised before the sign-up period begins;
- **duration:** a minimum of 5 teaching sessions each one lasting 2 hours.

Positive participation at initiatives, attested to by teachers, allows students to obtain a certificate of participation. Positive participation means at least 75% attendance at lessons and positive assessment given by teachers.

3.6.1 Library research seminars for thesis

During the 2005-2006 a.y. the library will offer in both semesters the "Bibliographical research for the thesis" taught in Italian seminar which is specifically designed for MSc students. This seminar aims at providing students with knowledge of the library's bibliographical research tools for economics-business and statistics, legislation, jurisprudence, financial reports etc. as well as illustrating the most innovative techniques for information collection with particular emphasis on electronic resources and web based research.

On completion students are expected to be able to summarise and elaborate search results and prepare documents (bibliographies, abstracts, research projects, final reports). In addition, they will also be able to use the most practical and well-known information databases available from the financial, banking and business sectors.

The course provides 7 teaching sessions of 2 hours each, plus 1 session for the final assessment valid for positive participation purposes.

Positive participation at the course, attested to by teachers, allows students to obtain a certificate of participation. Positive participation means at least 75% attendance at lessons and passing the final assessment item.

For information about the general allocation criteria for integrative activities for which library research seminars belong, see 3.6 of this Guide.

More detailed information concerning contents (profile, calendar) is available on the website of the Library at <http://www.unibocconi.it/library> in the Seminari per gli utenti section.

3.6.2 Interdisciplinary courses

Interdisciplinary courses provide students with the opportunity to pursue their own personal cultural discovery through the study of entirely new subjects for example epistemology, literature, history of art, physics and cosmology and so on.

The detailed course program for those activities organised for the 2005-2006 a.y. will be presented during a specific meeting scheduled for the beginning of the academic year and will also be published on the website at <http://www.unibocconi.it/interdisciplinari>.

Positive participation at these courses attested to by teachers, allows students to obtain a certificate of participation. Positive participation means at least 75% attendance at lessons and passing the final assessment item.

The courses consist of 8 lessons each one lasting 2 hours.

Some courses are directly organised by the Istituto per gli studi di Politica Internazionale (ISPI) such courses are offered to a limited number of students and are held at the ISPI campus located at via Clerici in Milan and are organised and administered differently to those 'Integrative activities' referred to previously. More specifically:

- **duration:** generally over a 2-day period in accordance with the set number of total hours;
- **attendance:** students must attend 100% of the teaching sessions in order to satisfy the attendance requirement and at the same time avoid exclusion from successive editions of the various types of courses for both the current and following academic year; the same attendance criteria applies to online courses;
- **period of study:** lessons may not coincide with the Bocconi teaching periods.

For information:

Sapere a tutto campo

piazza Sraffa 11 - 20136 Milano

tel. 02 5836.3035/3023

fax 02 5836.3008

email: corsiextracurriculari@unibocconi.it

3.6.3 Language and culture courses

The Bocconi Language Centre organises a fixed number of **Arab, Chinese, Japanese, Portuguese and Russian language** courses. The aim of these courses is to provide students with the basics of the language and an introduction to the history and culture of the country. These courses are recommended for students who are not in possession of the language skills and/or cultural knowledge dealt with by the course. This helps the level of the class group to be relatively even.

The initiatives are designed for all four-year, undergraduate (priority given to third-year students) and MSc degrees at Università Bocconi.

Courses are run if at least 15 students sign-up.

Positive participation at initiatives, attested to by teachers, allows students to obtain a certificate of participation.

Positive participation means, at least 75% attendance at lessons and the passing of the final assessment item.

Course duration: one semester (36 hours)

Levels offered: first (for all the languages offered) and second level (Chinese only)

Scheduled period: first or second semesters

For information

Bocconi Language Centre.

email: centrolinguistico@unibocconi.it

<http://www.unibocconi.it/languagecentre>

3.6.4 Interdisciplinary computer skills courses

SEDIN offers a wide range of interdisciplinary courses designed to increase students' IT skills and provide them with the necessary training to ensure that they can face challenging work with maximum efficiency.

Within the ECDL context there are also courses for **advanced modules** for Word, Excel, Access and PowerPoint which last for 20 hours each.

In addition, SPSS courses both basic and advanced are offered aiming to provide participants with knowledge and skills in the data analysis field, focusing on the economic-business reality.

The courses are designed for all four-year, undergraduate and MSc degrees. Courses are only offered if the minimum number of students is reached.

Positive participation at initiatives, attested to by teachers, allows students to obtain a certificate of participation. Positive participation means, at least 75% attendance at lessons and the passing of the final assessment item.

For information
SEDIN Secretary
via Sarfatti 25 - 20136 Milano
tel. 02 5836.6877
<http://www.unibocconi.it/sedin> (Italian version)

4 Educational activities

4.1 Educational model

The educational model adopted by the Master of Science programs is characterised by teaching activities aiming to encourage interaction between students and teachers.

In addition to traditional lessons, teaching also includes case study discussions, practical exercises for which students are asked to prepare beforehand and active class participation. Teachers can also assign individual and/or groups assignments, if necessary assisted by a tutor.

For some courses, identified in the annual teaching activities program, online learning (Italian version) to complement classroom teaching may also be programmed.

1 credit point corresponds to 8 hours of lessons.

For compulsory courses, a maximum 2 hours (with the exception of 4) of the 8 total hours can be organised into class groups that are split into 2 smaller groups.

4.2 Attendance at lessons

Attendance at lessons is strongly recommended since it is consistent with the proposed educational model designed to favour gradual learning, the active participation of students in class and the creation of a dialogue between students and teachers.

Some courses may have different assessment methods for attending and non attending students.

4.3 Class Groups

The educational activities are organised into class groups made up, with reference to compulsory courses, of around 100 students for each class group for management-economics degrees and around 120 students for law degrees.

	First year
class groups from 1 to 3	GM-LS (in Italian)
class group 4	GM-LS (in English)
class groups 5 and 6	MM-LS
class group 7	OSI-LS
class groups 8 and 9	AFC-LS
class group 10	CLAPI-LS
class groups 11 and 12	CLEFIN-LS (in Italian)
class group 13	CLEFIN-LS (in English)
class group 14	CLELI-LS
class group 15	CLEACC-LS
class group 16	DES-LS
class group 17	CLEMIT-LS
class groups 18 and 19	CLG-LS

The composition of the class groups for the second year is not provided because the other program requirements include only elective courses (class groups 31 or 32), except for the CLG-LS.

The compulsory courses of the second year of the CLG-LS are identified as class group 16.

With reference to educational activities students are assigned to a certain class group as a result of the following procedure:

- for **compulsory courses** class groups are assigned before lessons begin. Each class group is assigned a specific classroom. All students belonging to the same class group follow the lessons in their assigned classroom and have the same teachers. To facilitate educational activities planning (class group numbers and classroom capacity) students cannot change their assigned class group;
- for **foreign languages** class groups are assigned when enrolment is completed and is based on the choice of language and the student's language level;
- for **elective courses** class groups are assigned at the same time as the choice of electives and enrolment completion (however, electives will only become part of a student's personalised timetable after the period for choosing electives has finished. Nevertheless by 15 September).

4.4 Class timetable

First year

The class timetable has been planned so that educational activities connected to first-year compulsory courses are mainly concentrated in either the morning or the afternoon, in order to make it easier for students to dedicate the other part of the day to individual study.

The structure of the class timetable provides more time slots – different in the first semester and in the second semester – structured in the same way for all MSc degrees, entirely dedicated to specific types of activities (compulsory courses, languages and electives only in the second semester for the DES-LS. This arrangement ensures that class timetable clashes between compulsory courses, electives and languages are avoided.

The lessons of the smaller class groups are generally organised in times that are different from those planned for the normal lessons using whenever possible the time slots 12:30pm-2:00pm and 6:00pm-7:30pm

No teaching activities are scheduled for the 6:00pm-7:30pm time slot on Tuesdays, both in the first semester and in the second semester, as it is reserved for the activities of student groups.

Second year

In the second year students complete their study plans by selecting 4 elective courses with the exception of:

- DES-LS and CLEMIT-LS – such students can include in the study plan 2 educational activities worth 3 CP for an elective;
- CLG-LS – the program structure of the second year includes 2 electives and 2 compulsory courses.

In general, the program structure is designed to prevent different compulsory courses from overlapping. However, the same elective may be present in more than one major. Therefore, the avoidance of timetable clashes is only guaranteed for compulsory courses of the majors.

The class timetable of the second year also included time slots entirely dedicated to languages.

The general class timetable is published on the University's Internet site at <http://www.unibocconi.it/classtimetable>.

The class timetable and any variations are posted, in numerical order, on the bulletin boards located on the ground floor of the University buildings at piazza Sraffa 13 and via Sarfatti 25. In the same place students can also find the languages and computer skills bulletin boards.

After enrolment, **students can see and print their personalised class timetable from any Punto Blu terminal or through the yoU@B student diary.**

From Punto Blu terminals students can see and print their personalised class timetables for the current semester only.

In addition, the yoU@B student diary can be accessed from the Bocconi homepage, which allows students to integrate their personalised class timetable with other educational activities that are of interest to them and see and print all the other information recorded in their diary for the desired period (daily, weekly, monthly etc.).

The teaching activities, for the 2005-2006 a.y., will follow the following schedule:

- first semester: from Tuesday 20 September 2005 to Thursday 22 December 2005;
- second semester: from Monday 13 February 2006 to Thursday 1 June 2006.

4.5 Suspension of lessons

On the graduation days (undergraduate and four-year degrees), listed below, lessons for all courses and all programs are suspended:

- Friday 7 October 2005 morning and afternoon;
- Saturday 8 October 2005 morning;
- Friday 16 December 2005 morning and afternoon;
- Friday 17 March 2006 morning and afternoon;
- Saturday 18 March 2006 morning and afternoon;
- Thursday 11 May 2006 morning and afternoon;
- Friday 12 May 2006 morning and afternoon;
- Saturday 13 May 2006 morning and afternoon.

Teaching activities are also suspended, for all courses due to the exam sessions for partial exams listed below:

- first semester: from Wednesday 2 November 2005 to Tuesday 8 November 2005;
- second semester: from Thursday 30 March 2006 to Wednesday 12 April 2006.

Teaching activities are also suspended on following days:

- Monday 31 October and Tuesday 1 November 2005;
- From Wednesday 7 December to Friday 9 December 2005;
- From Thursday 13 April to Tuesday 18 April 2006;
- Monday 24 April and Tuesday 25 April 2006;
- Monday 1 May 2006.

4.6 English language refresher class groups

In the first semester of the 2005-06 a.y., for first-year students only, 2 class groups of level B2 are scheduled to go over the language basics, aiming to provide students with optimal preparation to take on the curriculum courses scheduled in the second semester.

2 hours of classroom teaching per week are scheduled to be complemented by individual study, mainly through multimedia learning.

Students can sign-up for the course, when they complete enrolment.

Sign-ups are accepted in order of sign-up position and until the maximum number of 100 students per class group is

reached.

The class groups are run only if the minimum required number of students sign-up.

4.7 Preparatory courses

Preparatory courses are offered before the start of first-year lessons (in the period 5-16 September 2005). They are specially designed particularly for those students who did not study an undergraduate program that is directly linked to the MSc program. The preparatory courses aim to adequately prepare students for the topics covered in the first year.

No exam is required.

The preparatory courses are different for each MSc program, except the CLG-LS that does not offer any preparatory courses.

The class timetable and list of courses are published on the Internet at the address <http://www.unibocconi.it/classtimetable>.

4.8 Tutoring assistance

The tutoring assistance that is offered for MSc programs is divided in 2 main types:

- tutoring assistance at the course level is proposed by the Course Director and approved by the Program Director. This type of tutoring includes support for groups of students working on case studies, realisation of the projects, in class practical exercises, and management of the online community. It could also involve lectures that require the use of software ad hoc;
- tutoring assistance at the "interdisciplinary" level. This type of tutoring aims to provide students with orientation and assistance to ensure that they can be actively involved in the studying process during the whole course.

4.9 Student consultation hours

The opportunity to consult teachers is designed to integrate the dialogue that students establish with their teachers during the educational activities carried out in the classroom.

These meetings give students the opportunity to ask for further explanations or clarification of the topics that were not understood in depth during the lessons.

The scheduling of these meetings is displayed on the Institute bulletin boards and can also be found on the Internet site or directly in the yoU@B student diary, which provides a link to the student consultation hours <http://www.unibocconi.it/ricevimentodocenti> (Italian version).

5 Exams

Introduction

Student performance evaluation includes exams and other assessment items that are designed to assess whether students have reached the required levels so that they can be awarded the credit points that correspond to the various educational activities.

Exams are scheduled for the following educational activities included in the program structures*:

- compulsory courses;
- elective courses;
- foreign languages (in this last case, as an alternative to the Bocconi exam, students can opt for an international certificate from among those recognised by the University).

(*) With reference to internships, which are educational activities that are classified as extra in respect to those provided for in the program structure, student evaluation and the consequent acquisition of credit points depend on the following:

- approval of the internship from the Program Director or his/her delegate;
- final paper of the student;
- final assessment form from the Company tutor;
- final validation from the Program Director or his/her delegate.

5.1 Exam program

Exams, like lessons, are based on the topics described in the course program that is available in 2 versions: the course profile and the course syllabus.

The **course profile** includes the main topics dealt with in the course and is divided into 4 distinct sections: Course objectives, Course content summary, Textbooks and Detailed description of assessment methods. Students can access the course profiles on the Bocconi Internet site at <http://www.unibocconi.it/profiles> where students can read, print or save the profiles on file by following the indications given on the site. To help students in choosing courses on the basis of the course contents, the course profiles are published on the site well before the start of lessons. Substantial variations to the course profiles are not envisaged during the year, except for some minor changes to the textbooks that may be made as a consequence of new publications or updated material that were not available when the profile was finalised.

The **course syllabus** is prepared by the Course Director in conjunction with the views of the Program Director. The syllabus is generally distributed during lessons and is also available from the Institute Secretariat responsible for the course. The purpose of the course syllabus together with the information published online is to explain in more detail the topics covered. For every learning session, if possible, the reference material necessary for an in-depth appreciation and consolidation of the concepts dealt with or referred to in lessons and assessment methods is specified.

5.2 Assessment methods

The assessment methods are indicated in a summarised form in the course profiles and are explained in detail in the course syllabuses. In addition, they are also explained by the teachers during lessons and posted in the notices issued by the Institute Secretariat responsible for the course.

The assessment methods may be different for attending and non attending students. Moreover, some exams can only be taken by attending students.

Students are considered "attending" if they fulfil the course presence requirements as set by the instructor.

Generally exams must be taken straight after the relative teaching has finished. This is due to the fact that the overall mark is determined by a combination of the following assessment elements:

- active class participation;
- quality of individual assignments completed during the semester;
- quality of group assignments;
- result(s) of exam(s), written and/or oral (oral compulsory or optional) scheduled by the Course Director, that may take place during the course (partial exams) and/or at the end.

Moreover, the education model adopted by the MSc degrees is characterised by teaching activities aiming to encourage interaction between students and teachers.

In addition to the traditional lessons, teaching also includes case study discussions, practical exercises for which students are asked to prepare beforehand and active class participation. Teachers can assign individual and/or groups assignments.

Generally the course assessment methods include partial exams (one or more) and/or a single general exam.

Partial exams are not compulsory, although they are strongly recommended.

The results of partial exams are taken into account when calculating the final mark and in order to be awarded the relative credit points; passing 2 partial exams can, if the assessment methods allow, be equivalent to passing the general exam.

As a result the assessment process takes into account diverse elements of which the traditional written and/or oral exam merely represents the final element.

For courses with multi-class groups belonging to the same MSc program, the exams are organised in the same way. For MSc programs taught in Italian and English, written exams are presented both in Italian and English so that students can choose the version according to the class group they attended.

The individual Course Director will decide on the availability of past exam papers, together with the correct answers. If a Course Director decides to distribute past exam papers, a copy is placed in either the University bookshop or with the relevant Institute Secretariat.

Students can photocopy this material on presentation of their ID card (which must be left as a deposit while they make copies).

Past exam papers released are available for 12 months, unless otherwise stipulated by the Course Director.

5.3 Marks

Exams are marked out of thirty.
Assessments are always individual.

A mark of between 0 and 17 out of thirty is considered **insufficient**.

A mark of between 18 and 30 out of thirty is considered **sufficient** and allows students to gain the credit points provided for by the program structure.

Exam commissions may award "lode" (cum laude) to students who achieve 30 out of thirty.

Exams that are awarded an insufficient mark are considered to have been failed and must therefore be repeated (this applies to both partial and general exams).

5.4 Exam conduct

Students must come to exams equipped with their unofficial academic transcript and ID card as well as a valid proof of identity document (e.g. identity card, passport). Students must sign in order to certify their presence at the exam (this does not refer to mark acceptance).

For written exams, students certify their presence by signing the exam paper.

For oral exams, students certify their presence by signing the appropriate documents used to register the exam mark.

During exams students may decide to withdraw, in which case their papers are not considered valid and the exam result is not registered.

For written exams students are deemed to have withdrawn if they do not hand in their exam papers at the end of the exam, or if they hand in their exam papers with "withdrawn" written on them. For oral exams, students may only withdraw before the teacher declares the mark. Withdrawing from an exam is equivalent to not taking the exam.

Handing in written exam papers (whether they are partial or general exams) means accepting the mark the teacher gives the paper, no matter what it is. Exam results are registered and recorded in the student's academic career, which is kept by the Student Administration Centre.

Only the exams passed are recorded.

5.5 Exam commissions

Exam commissions are appointed by the Rector or one of his delegates and consist of at least 2 members, including a President, and are presided over by the Course Director. When necessary, exam commissions may be divided into sub-commissions.

Examining professors are: the Course Director and the official course teaching team, as indicated in the annual teaching activities program, together with those teaching assistants who have the necessary qualifications and have been proposed by the Course Director.

Generally in the first exam sessions of the first exam period at the end of the course, students sit exams with the teacher(s) of their assigned class group.

5.6 Publication of exam results

Exams and other assessment items are public.

The results of written exams are posted on the bulletin boards located on the ground floor of the University building at via Sarfatti 25 and are also available from the Institute Secretariats responsible for the courses.

The results are also generally published on the Bocconi Internet site, where they can be accessed through the yoU@B student diary. **The marks posted on the bulletin boards and displayed in the yoU@B student diary are for informational purposes only.** Once the result of an exam has been registered, students are advised to check that it has been correctly recorded in their academic career by using the "Certification" menu at any Punto Blu terminal.

5.7 Exam sequence and course prerequisites

With regards to sitting the exams, students are advised to follow the sequence of the teaching activities (first or second semester).

There are no course prerequisites. However, students enrolled for the 2004-2005 a.y. in the first year of the CLEFIN-LS must respect the following course prerequisites:

8066 Statistica ed econometria 1 [*Statistics and econometrics*] **prerequisite of**
8061 Statistica ed econometria 2 [*Statistics and econometrics 2*]

8065 Modelli quantitativi per la finanza [*Quantitative methods for finance*] **prerequisite of**
8045 Derivati [*Derivatives*]

8024 Finanza aziendale (Introduzione alle valutazioni) [*Corporate finance (Business evaluation)*] **prerequisite of**
8042 Investment banking

Any exams that have been passed without respecting these rules will be automatically cancelled.

5.8 Exam calendar and timetables

The exam calendar is organised in periods that do not coincide with the periods when lessons are held. All courses have 3 exam sessions scheduled during the year in which the teaching was offered, with the exception of foreign languages that have 7 scheduled.

Exam sessions are distributed as follows two at the end of the teaching semester and the third and last one are considered as repeat sessions.

Lessons are suspended at mid-semester in both the first and second semester for 1st partial exams. 2nd partial exams are held at the end of the semester.

The dates of "partial exams" may or may not coincide with the dates fixed for "general exams".

Students can sit all exam sessions if they satisfy the attendance requirements (the semester of the course included in the study plan must be finished).

For all students of the MSc degree programs the exam periods and sessions are organised as follows in the table below:

Period		1 st semester courses	2 nd semester courses
From	To		
02/11/05	08/11/05	1 st partial exams	
Period I			
09/01/06	21/01/06	2 nd partial exams	
09/01/06	24/01/06	1 session	for 2006 only: 1 session (dedicated to courses run in second semester of the 2004- 2005 a.y.)
25/01/06	11/02/06	1 session	
Period II			
30/03/06	12/04/06	1 session	1 st partial exams
Period III			
05/06/06	17/06/06		2 nd partial exams
05/06/06	24/06/06		1 session
26/06/06	15/07/06		1 session
Period IV			
01/09/06	13/09/06		1 session

Note

For students who are either taking part in internships abroad or on exchange over the summer of 2005 there are additional exam periods for first and second semester courses scheduled for the period 3-14 October 2005.

For students on exchange in second semester of the 2005-2006 a.y. there are exam periods scheduled in advance of the January 2006 session in the period 12-21 December 2005.

In general, the program structure is designed to prevent different compulsory courses from overlapping. However, the same elective may be present in more than one major. Therefore, the avoidance of timetable classes is only guaranteed for compulsory courses of the majors.

The exam calendar and timetable for the period November 2005 - September 2006 are published in the second half of September 2005 on the University Internet site at <http://www.unibocconi.it/examtimetable>.

During the year the date or time of an exam session may be changed (only to a later date or time), in which case students do not need to re-register for the exam since their registration is automatically transferred to the new date/time. Exam dates are updated daily on the Internet site, so that if the date or time is changed, the new date or time is displayed and students may check the original date or time of the exam session by clicking on the relative exam icons.

Personalised exam timetables can be printed out at any Punto Blu terminal and also from the yoU@B student diary, which can be accessed from the Bocconi homepage. Through yoU@B students can integrate their personalised exam timetable with the deadlines of other educational activities and/or personal interest activities, and organise and print all the information recorded in their diary for the desired period (daily, weekly, monthly etc.). Changes to the exam timetable are displayed on the "Exam timetable changes" bulletin board located on the ground floor of the University building at via Sarfatti 25.

The different types of exams are identified in the exam timetable by the following letters:

- **PI** Partial exam
- **S** Written exam
- **O** Oral exam

The classrooms allocated for exams are released daily:

- on the "Today's exams and activities" bulletin board located on the ground floor of the University building at via Sarfatti 25;
- on the monitors and on the bulletin boards in the University building at piazza Sraffa 13.

In addition, room allocations are also published, generally one day before the exam, on the Internet site at: <http://www.unibocconi.it/classrooms>.

If students are divided up into different classrooms, the breakdown of students' classroom allocations is available on the internet site through yoU@B. Such divisions are also posted on the "Exams - breakdown of students" and "Today's exams and activities" bulletin boards, located on the ground floor of the University buildings at via Sarfatti 25 and piazza Sraffa 13.

Students can also check exam dates and classroom allocations by mobile phone by using the SMS Bocconi service.

5.9 Exam registration procedure

Registration for exams can be carried out at any of the Punto Blu terminals or through Virtual Punto Blu **up to the fourth last working day before the exam itself**. Students can also register for exams by mobile phone using the SMS Bocconi service.

The following days and periods are classified as **non-working days** and therefore are not included:

- Saturdays and Sundays;
- holidays and periods when the University is closed, as indicated below:
 - for 2005: 1 November, 7 and 8 December and from 24 to 31 December;
 - for 2006 (up to the September period): 6 January and 2 June.

To register for exams students must have paid the university fees and taxes and have no academic penalties. To register, select **IP exam registration**: a list of the un-passed courses included in the study plan appears. Students

should select the type of exam they want to register for (**O** = oral; **S** = written, **I** = partial exam); it is possible to register and cancel.

If the exam timetable for a specific course has different types of exams scheduled on the same day at the same time then students must select which type of exam they want to take.

However, if the exam timetable shows both a date for the written exam and a date for the oral exam students must register for both of them (even if they are on the same day). **If students do not register for both of them, they cannot sit the exam.**

In some cases when registering for an exam students will be asked to make a specific choice from among a group of alternatives (for example, "attending students"). After selecting the type and date of exam for which they want to register/cancel, a window will automatically appear giving students the possibility of selecting the group they want to register for. The registration/cancellation operation is carried out only if all confirmations asked for by the system are given. If confirmation is not given, registration for the specific activity will not take place.

It is possible to display and print the operations carried out for all active exams (that is for next exam scheduled at the transaction date) at any of the **Punto Blu** terminals. In addition, students can display all the operations carried out over the last 90 days, including information regarding exams that have already been held.

If the system does not allow you to register for or cancel from an exam, it may be as a result of one of the following:

- the registration deadline has passed;
- the course is not included in the study plan;
- the student has already passed the exam;
- the student is suspended for non-payment of university fees and taxes;
- the student does not have the right to sit the exam because the exam is scheduled before the lessons finish (end of semester): this does not apply to partial exams.

As far as partial exam registration is concerned, students have to follow the instructions given by the teachers and by the Institute Secretariats responsible for the course. In some cases, for exam mark registration students are required to register for both the partial exam and the first exam session available after the partial exams, while in some other cases registration for partial exams is enough.

5.10

Credit for international foreign language certificates

For the first and second foreign language courses, a list of international language certificates (the marks of which are converted into a mark out of thirty) are recognised as an alternative to Bocconi exams.

For more detailed information regarding these assessment methods see chapter 3.3.

5.11

How to calculate the Grade Point Average (GPA)

The Grade Point Average (GPA) is calculated by the mathematical average weighted on the credit point values of all courses with marks expressed out of thirty recorded in the student's academic career.

When calculating the GPA, exams that have been awarded "lode" (cum laude) are given the value 31.

A maximum of 2 additional exams can be included in the calculation of the GPA. If a student has passed more than 2 additional exams, the 2 best results are considered.

The exams ratified for students transferring from other Italian universities, universities abroad and exams taken at other universities by Bocconi students are assigned the mark awarded by the university where the exam was originally taken. If the original marks are expressed in different numerical scales or in letters, they are converted to marks out of thirty on the basis of the specific conversion table.

The marks for courses taken to resolve ministerial and Bocconi requirements are not taken into consideration for the calculation of the student's GPA.

5.12

Credit for exams passed at universities abroad

5.12.1 Credit approval procedure for exams taken as part of Exchange and Free-Mover Semester Programs

5.12.2 Credit for exams taken as part of the Campus Abroad Program

Students enrolled in MSc programs may obtain credit for exams (marks and credit points) taken abroad as part of the Exchange and Free-Mover Semester* Programs promoted and co-ordinated by the International Relations Office.

Please note:

- with reference to the following initiatives undertaken abroad, students can receive credit for a maximum of 30 CP for the Exchange Program and the Free-Mover Semester Program;
- students who take part in the Exchange Program cannot also take part in the Free-Mover Semester Program, and vice versa, since it is not possible to accumulate 2 semesters abroad;
- credit can be granted for both compulsory and elective** courses, either in full or after integration of part of the program, on the following conditions:
 - **compulsory courses:** students cannot obtain credit for the courses listed on the website at <http://www.unibocconi.it/graduateexams> in List of exams for which credit cannot be granted if taken abroad;
 - **electives that do not correspond to Bocconi courses:** in particular cases, with reference to the Exchange Program only, credit can be granted for electives that do not correspond to Bocconi courses. However, students must have obtained prior approval from the Program Director, or his/her delegate. In special cases each Program Director through prior approval from the Graduate Executive Council, establishes the maximum number of electives for which students can obtain credit (in any case, no more than 4 electives).

Students can receive credit for both compulsory and elective courses that correspond to Bocconi courses if they have obtained prior approval from the Course Director.

In both cases students must receive the approval before choosing the courses they intend to take abroad.

(*) Exams passed as part of the Campus Abroad Program, co-ordinated by the International Relations Office, do not require the "credit approval" phase as long as referring to Bocconi courses.

(**) Students cannot receive credit for foreign language exams (unless referring to international language certificates).

5.12.1 Credit approval procedure for exams taken as part of Exchange and Free-Mover Semester Programs

Gaining credit for exams taken as part of the Exchange and Free-Mover Semester Programs is not automatic and generally depends on the following credit approval procedure.

In order to obtain approval, prior to departure, students seeking credit must present the course program to the Course Director of the corresponding Bocconi course.

If electives do not correspond to any courses offered by Università Bocconi, prior to departure, students must apply to the Program Director or one of his/her delegates. This refers to the Exchange Program only and is limited to particular cases.

It is not possible to receive credit for the compulsory courses, if passed abroad, listed on the website at <http://www.unibocconi.it/graduateexams> in List of exams for which credit cannot be granted if taken abroad.

To start the credit approval procedure students must refer to the International Relations Office. On request from students the International Relations Office can supply a "credit approval form" (different colours for different programs) and a copy of the mark conversion table. Students should register as normal for the exam for the first exam period at one of the Punto Blu terminals and subsequently bring with them to the exam the "credit approval form" issued by the International Relations Office. Once the exam has been registered on the coloured "credit approval form" issued by the International Relations Office and on the official exam report issued by the Student Administration Centre, students must hand in the

coloured form to the International Relations Office. The International Relations Office is then responsible for sending the coloured form to the Student Administration Centre, in order to check that it conforms to the official exam report.

5.12.2 Credit for exams taken as part of the Campus Abroad Program

Credit is granted for all exams taken as part of the Campus Abroad Program.

On completion of the program, the International Relations Office sends a list of students who have passed exams with the relative marks to the Student Administration Centre. The course is automatically registered in the student's academic career, as long as it conforms to the program structure regulations.

6 Thesis

Introduction

In order to obtain the Master of Science degree, the final exam requires students to present and discuss their written thesis in front of the Degree Commission. This commission consists of at least 5 members.

The thesis significantly shapes the educational path. It is the result of research carried out under the supervision of a professor on a topic linked to the discipline that distinguishes the student's curriculum. Thesis inspiration could come from work experience (internship) or a period of study in Italy or abroad.

The thesis for all MSc programs, except for the CLG-LS, is worth 20 credit points. The thesis for the CLG-LS is worth 26 credit points.

The thesis should demonstrate the student's command of basic methodologies of the relevant disciplines. In addition, it should also illustrate the ability to develop a specific argument in detail and originality in dealing with theoretical or applicative; and empirical aspects.

The thesis is evaluated on its contents, presentation and discussion.

The following paragraphs explain the distinct phases relating to thesis preparation and discussion. More information about thesis assignment and submission, application to graduate, graduation session confirmation and collection of certificates and the degree diploma will be released on the Internet site at <http://www.unibocconi/graduateexams>.

6.1 Thesis assignment

The thesis is formally assigned by the Thesis Advisor who represents the faculty member supervising the student's work. After thesis assignment, the Advisor appoints a Co-Advisor (discussant) who will act as the interlocutor during the thesis review. Only one Co-advisor is expected.

The Institute of reference of the thesis depends on the Advisor.

6.2 Preparing the thesis

For those students who are nearing completion of their advanced study cycle, thesis preparation requires 4 months full-time work, based on the number of credit points awarded.

The thesis can be written in either Italian or English.

As a guideline, the thesis consists of 50 pages (around 18,000 words). However, theses associated with the Institute of Comparative Law and the Institute of Economic History generally consist of 150/200 pages (around 50,000/70,000 words).

6.3 Thesis submission

Before submitting the thesis, students must obtain the approval from the Advisor. Theses are submitted electronically.

The University is responsible for the printing and binding of the copies required for the discussion during the graduation session. Students can collect their printed copy of the thesis two weeks before the graduation session. The deadlines for thesis submission are indicated on the [graduation calendar](#).

6.4 Application to graduate

Students can apply to graduate through Punto Blu / Virtual Punto Blu by reserving a graduation session from the graduation calendar. Students may sit exams during this period and until the end of it; **the application to graduate does not depend on the passing of all the exams of the MSc program**. Therefore, students are recommended to submit their application **in advance** of the submission of the thesis.

When completing the application to graduate, the process checks online that both the financial position and administrative position of the student complies with the graduation session.

Students enrolled in the 2005-2006 a.y. that intend to graduate:

- **by the first graduation session** of 2007 are not obliged to enrol in the 2006-2007 a.y., nor pay the relative university fees and taxes (the first session will be held, as a guideline, in March);
- **by the first graduation session** of 2007 are obliged to enrol in the 2006-2007 a.y. and pay the 1st instalment of university fees and taxes (the second session will be held, as a guideline, in May);
- **by the third graduation session** of 2007 are obliged to enrol in the 2006-2007 and the total amount of university fees and taxes (the second session will be held, as a guideline, in July).

When the application to graduate has been completed the following items will appear in the yoU@B student diary (one day later). Students are asked to fill them in by the specified deadline:

- **The placement form** designed to compile a "CV Book" that following graduation will be sent to Bocconi contacts including companies, public and private organisations as well as professional studios. This aims to enhance recruitment opportunities.
- **The evaluation of the university experience questionnaire**. This questionnaire forms part of a national level survey and is designed to discover the perceptions of students who are about to graduate with reference to their overall university experience.

After the deadline for submitting application to graduate has passed, the Student Administration Centre checks that all the graduation obligations have been carried out and that all the educational activities included in the study plan have been registered in the student's academic career (with exception of the thesis credit points).

The thesis may only be submitted to the Degree Commission for assessment if all of the graduation requirements are fulfilled.

If students for any reasons wish to withdraw from the reserved graduation session, they do not need to cancel their application to graduate but must re-submit it for the next session by the deadline (indicated on the graduation calendar).

After reserving a graduation session students cannot enrol in the new academic year unless they renounce their graduation reservation, by presenting their renouncement in writing to the Student Assistance Desk of the Student Administration Centre.

After re-enrolling in the new academic year and regularising the financial position, students can submit another application to graduate.

6.5

Graduation and awarding of the graduation grade

Students can choose to discuss the thesis in either Italian or English.

The overall classification is expressed out of 110.

Students pass the final exam if they achieve a result of at least 66.

The graduation grade takes into consideration all the educational activities included the student's academic career. In particular, the grade point average (GPA) calculated by the mathematical average on the credit point values of all marks expressed out of 30 and converted into a mark out of 110. Up to 8 points may be added to this score based on the student's overall curriculum and mainly the thesis score.

A high GPA does not guarantee that the student will receive a high score for the thesis. What's more, an in-depth and innovative thesis may be awarded a high score, in spite of the student's GPA.

With reference to the "GPA " it should be noted that :

- a mark of 30 "cum laude" is awarded the value of 31;
- marks for courses taken to resolve Ministerial and Bocconi requirements are not taken into consideration for the calculation of the GPA;
- a maximum of two additional exams are taken into consideration (in cases where students have passed more than two additional exams, their two best results will be used);
- exams passed at other Italian or foreign universities with a mark that is not expressed out of thirty, the marks are converted to a mark out of thirty on the basis of the specific conversion table.

Graduation grades of 110 can be awarded "lode" (cum laude) unanimously by the Degree Commission.

"Lode" (cum laude) can only be awarded to a student who presents an outstanding thesis. Such requirement prevails even if a student has an exceptionally high GPA.

The Commission also calculates the rounding of the graduation grade, if the decimal point is equal to or higher than 5 the score is rounded up, where as, if the decimal point is lower than 5 it is rounded down.

The Degree Commission proclaims the graduate and announces the graduation grade.

6.6

Graduation sessions

The graduation calendar is displayed on the appropriate bulletin board of the Student Administration Centre, located on the ground floor of the University building at via Sarfatti 25 and on the University Internet site at <http://www.unibocconi.it/graduationcalendar>. It presents the following information:

- period for reserving the graduation session;
- deadline for submission of the thesis;
- deadline for taking the last exam.

7 Administrative regulations and deadlines

7.1

First year procedures and administrative deadlines

7.1.1 Choice of foreign languages

7.1.2 Choice and change of compulsory courses for the GM-LS and Electives for the DES-LS

7.1.1 Choice of foreign languages

Students must choose the foreign languages and course levels they want to attend when completing enrolment (15 September - 15 October 2005).

For information about the choice of foreign languages and courses offered, see chapter 3.3 "Foreign languages" or check the website at <http://www.unibocconi.it/languagecenter>.

7.1.2 Choice and change of compulsory courses for the GM-LS and electives for the DES-LS

Over the period 9 - 31 January 2006, students must choose the compulsory courses (for the GM-LS) or electives (for the DES-LS) that will be included in study plans. This can be carried out through Punto Blu or Virtual Punto Blu.

Students can also modify their choices in this same period.

7.2

Rules for the second year of the program

7.2.1 Continuing studies

7.2.2 Administrative procedures and deadlines for enrolment in the second year

7.2.3 Foreign languages - change and application for exemption

7.2.4 Choice of electives

7.2.5 Changing first and second semester courses with second semester courses

7.2.6 Enrolment in academic year

7.2.7 Additional courses

7.2.1 Continuing studies

Students enrolled in the first year of a program are admitted to the second year regardless of the number of credit points gained.

After the first year of the program, students can enrol as repeating students or as academic progress recovery students. After the second year, students who have not yet completed their studies must enrol as supplementary year students; however they still have the possibility to enrol as repeating students.

Only students who are enrolled in the academic year as "regular" or "repeating":

- are allocated a class groups for the lessons;
- are allowed to attend any repeat class groups for courses yet to be passed;
- are allowed to sit exams;
- are granted access to the various services offered by the University (Library, computer rooms, etc.);
- can obtain enrolment certificates for the relevant academic year.

Students enrolled as either "supplementary" or "academic progress recovery" can enjoy all the services listed above with exception of the allocation of class groups for teaching activities.

7.2.2 Administrative procedures and deadlines for enrolment in the second year

Enrolment must be carried out during the period 1 August - 5 September 2005 through Punto Blu or Virtual Punto Blu.

Once enrolment has been completed, students can immediately print the following from Punto Blu:

- their "enrolment" and "official academic transcript";
- their personalised class timetable;
- their personalised exam timetable.

Enrolment in the academic year is completed once the first instalment of the university fees and taxes has been paid and recorded in the student's academic career. If the first instalment of the university fees and taxes is not paid by 5 September 2005 students will not be able to carry out any administrative or teaching activities or make use of any services offered to students.

Students who do not enrol by 5 September 2005, for whatever reason, can enrol during the period **12 September - 31 December 2005** * on payment of a late-enrolment fee and on the understanding that the possibility of choosing electives may be reduced (see following paragraphs).

After **31 December 2005** enrolment is only possible as a "supplementary year" student or "academic progress" recovery student and only if the Rector agrees to accept a written justification and request for an extension of the payment deadline which must be submitted, together with payment of the relevant penalty fees, to the Student Assistance Desk of the Student Administration Centre.

* Since 31 December 2005 is a holiday, the deadline is extended to the next working day (2 January 2006).

7.2.3 Foreign languages - changes and application for exemption

Second-year students can change the first and/or second language.

In addition, students can apply for exemption from foreign languages. In order to gain exemption students must have the mark that is recorded in the undergraduate academic career validated.

More information is available in chapter 3.3 "Foreign languages" and on the website at <http://www.unibocconi.it/educationalactivities>.

7.2.4 Choice of electives

When enrolling in the second year students must **choose** their major and both first and second semester electives to be included in the study plan (1 August - 5 September 2005).

During this period students can also **change** the electives.

Before choosing the major and electives, students are advised to check the list of courses available, course profiles class timetables and the first of incompatible and prohibited courses published on the web.

For all electives chosen, students must also nominate an alternative to their first choice.

- Students enrolled in the GM-LS, MM-LS, OSI-LS, AFC-LS, CLAPI-LS, CLEFIN-LS, CLELI-LS, CLEACC-LS must select 48 credits worth of electives;
- DES-LS and CLEMIT-LS must select 36 credit points worth of electives;
- CLG-LS must select 12 credit points worth of electives.

As explained below, the second choice is necessary in case the first choice elective does not attract the minimum number of students (15) or the maximum number of students (120) has already been reached.

By 10 September:

- Allocation of first and second semester electives will take place. Allocation is based on a scale that takes into account the alternatives expressed by students and sign-up position. Courses will not be run if the minimum number of students is not reached. For courses taught in Italian the minimum number is 15. For courses taught in English the minimum number is 10.
- Students will receive a message about the result of allocation in their yoU@B student diary.

Elective courses must not have more than 120 students.

As a guideline the following courses have around 30 students: cod. 8171 Laboratorio di beni culturali e mercato dell'arte [Cultural heritage and the arts market workshop], cod. 8173 Laboratorio di editoria e media [Publishing and media workshop], cod. 8175 Laboratorio di spettacolo ed entertainment [Performing arts and entertainment workshop] and cod. 8176 Laboratorio di turismo e territorio [Tourism and local development workshop]. Moreover, allocation is based on a scale that takes into account the alternatives expressed by students, sign-up position and gives priority to the students enrolled in the CLEACC-LS.

The following students are not included in the abovementioned limits:

- "incoming" students participating in international programs.

"Outgoing" Bocconi students participating in international programs may have recorded in their academic career exams taken at universities abroad that correspond to Bocconi courses that have either not attracted the minimum number of students, and therefore are not run, or have already attracted the maximum number of 120 students.

During the period 12-30 September 2005:

- students who were not allocated either their first choice elective or their second choice elective and
- students who obtained permission to change their MSc degree

must choose, at Punto Blu or Virtual Punto Blu, from among the first and second semester electives that are still available.

During this period, once electives have attracted the maximum number of 120 students they will no longer be available for other students to choose.

Students who enrol in the academic year after 5 September and especially during the period 12 September 2005 - 31 December 2005 **, can choose their first and second semester electives from the list of electives that are still available at the time of enrolment.

** Since 31 December 2005 is a holiday, the deadline is extended to the next working day (2 January 2006).

7.2.5 Changing first and second semester courses with second semester courses

In the period 9-31 January 2006 students can change their first and second semester electives included in their study plans with other second semester electives of the current academic year. Changing electives is subject to the maximum number of 120 students.

7.2.6 Academic year enrolment procedures

The enrolment procedures are as follows:

- from the main menu at any Punto Blu terminal or Virtual Punto Blu select the "Enrolment in Academic Year" option;
- enter the enrolment data requested.

At this point, the procedure gives second-year students the option to choose electives. If the elective is taught in both Italian and English then students are asked to specify the language.

Afterwards, the system will ask students to confirm both their enrolment in the academic year and choice of elective courses.

7.2.7 Additional courses

Additional courses are courses that students choose in order to achieve more than the number of credit points required to fulfil the MSc degree requirements. Such courses can only be chosen from the list of electives and can only be included in the study plan if students have passed all the exams of the first 2 semesters of the MSc program.

Additional courses are included in the calculation of the Grade Point Average; if students have taken more than 2, the best 2 marks are taken.

Students can choose additional courses by completing the relevant form that can be collected from the Student Assistance Desk of the Student Administration Centre during the period 1 August 2005 - 31 January 2006. Additional courses can be cancelled by submitting an application in writing to the Student Administration Centre.

7.3 Changing Master of Science degree program

7.3.1 Rules

7.3.2 Numerical limits

7.3.3 Deadlines and administrative procedures

7.3.1 Rules

Students cannot change their MSc degree during the first year of the program.

After the completion of the first year students can apply to change MSc program. However, students must respect any numerical limits that may have been set.

For MSc degrees that are taught in both Italian and English, changing from a class group taught in English to a class group taught in Italian (and vice-versa) is the same as changing degrees and therefore can only be done at the end of

the first year. In this case, the Program Director is responsible for deciding the year of program that the student shall be admitted.

When changing from one MSc degree to another, the following applies:

- exams taken for courses in the original degree that have the same title, code and credit point value as those in the new degree are considered to be *equal*;
- exams are *to be integrated* if they are courses belonging to the same subject group in both the original and new degree. Courses may have significantly different course profiles even if they are worth the same or higher credit point value. In this case the exam mark is based on a weighted average of the marks obtained in both degrees;
- any exams included in the original degree that are not included in the program structure of the new degree are considered to be in excess.

7.3.2 Numerical limits

The Faculty Council has set for the 2005-2006 a.y. the following numerical limits: 5 places for each class group of each MSc program.

If the number of applications is greater than the number of places then, a ranking list based on the student's GPA, number of credit points gained and exam marks will be determined. Nonetheless, candidates will be subject to evaluation by the Program Director.

7.3.3 Deadlines and administrative procedures

Students can submit the application to change MSc degree (the application form can be both collected and submitted at the Student Assistance Desk of the Student Administration Centre) during the period **1 August - 5 September 2005**. The same deadline applies for cancelling the request or changing the new MSc degree.

In order to submit the application to change MSc degree students must already be enrolled in the 2005-2006 a.y. in the **second year** of their **original** degree.

The results will be released on **14 September 2005**. The lists will show all student who have been:

- admitted to the first year of the new MSc program;
- not admitted to the MSc program as a result of the student's ranking not falling within the numerical limits.

7.4 Transferring to another university

Università Bocconi students can transfer to another university by submitting the application to transfer to the Student Administration Centre (the application form can also be collected from there) including the details of the new university they intend to transfer to, the faculty and the degree.

Students are advised to find out from the university they intend to transfer to when the deadline for receiving transfer documents is, in order to ensure that they have enough time to complete the transfer procedure.

Students who present a transfer request during the period 1 August - 30 September 2005 do not have to enrol in the 2005-2006 a.y., while students who present a transfer request after 3 October 2005 (and in any case before 31 December 2005 *) must enrol for the 2005-2006 a.y.

For information about currently enrolled students who have paid their fees and taxes and who have submitted a transfer application contact the University Fees Office (TCA).

The transfer application must be accompanied by:

- unofficial academic transcript and ID card;
- receipt for payment of fees for the issue of the transfer document;
- declaration from the Università Bocconi Library that the student does not have any books still out on loan;
- authorisation from ISU;
- authorisation from the University Fees Office (TCA).

Students who transfer to another university cannot return to Università Bocconi within one year from the date of the transfer document.

In such a case, students are admitted to the MSc program year that they have the right to, on the basis of the exams passed and ratified, independently of the MSc program year the students were previously enrolled in.

Students who intend to continue their studies at universities abroad must complete the special application form available from the Student Administration Centre (Student Assistance Desk).

* Since 31 December 2005 is a holiday, the deadline is extended to the next working day (2 January 2006)

7.5 Suspension and resumption of university studies

Students are suspended if they have not gained any credit points for a period of time equal to the standard program duration. The suspension will result in students being unable to carry out any administrative or teaching activities or make use of any services offered to students.

If students intend to resume their studies after being suspended, they must submit a written formal reinstatement appeal. The Degree Council will evaluate the validity of any credit points previously gained in the same program and will also decide which program year they must enrol in, as far as university fees and taxes due from students who resume studies are concerned, contact the University Fees Office (TCA).

If students after their reinstatement do not gain any credit points during the academic year they will be once again suspended for the following years until disqualification.

7.6 Disqualification

The maximum number of enrolment in supplementary years and repeating years is equal to 3 academic years.

Students who exceed the maximum number of supplementary and/or repeating years allowed will be disqualified and have their status as a Bocconi student cancelled.

Students who have been disqualified from their degree can obtain certificates attesting to their university career and number of credit points gained. If students should eventually resume their studies, the credit points previously gained will be evaluated to determine if they are still valid.

7.7 Withdrawing from university studies

If students do not intend to exercise the rights they acquired by enrolling, they can withdraw from their studies at any time. Their intention to withdraw must be communicated in a written, clear and concise form, and it is irrevocable.

Students who withdraw from their studies may obtain certificates attesting to their university career and credit points gained.

The written intention to withdraw from studies must be submitted to the Student Assistance Desk of the Student Administration Centre (the appropriate form can also be collected from there). The form must be accompanied by:

- unofficial academic transcript and ID card;
- declaration from the Università Bocconi Library that the student does not have any books still out on loan;
- authorisation from ISU;
- authorisation from the University Fees Office (TCA).

As far as university fees and taxes due from students who submit the withdrawal form are concerned, contact the University Fees Office (TCA).

7.8

National service

For information see:

- the website of the Ministry of Defence <http://www.levadife.difesa.it> (Italian version);
- the relevant military district.

8 Certificates

8.1 Certificates

Students can request the following certificates/documents:

- **enrolment in academic year**, also valid for applying for child benefits;
- **official academic transcript**;
- **unofficial academic transcript**;
- **financial aid**, containing a declaration of exemption from university fees and taxes;
- **university fees and taxes** paid in previous year (for tax return forms).

Students can print all certificates at any Punto Blu terminal (see chapter 1) on condition that they have paid their university fees and taxes and are enrolled in the current academic year.

Students who do not enrol in the current academic year (2005-2006) will receive, from 6 September 2005 to 2 January 2006 , a certificate containing the sentence "he/she was enrolled for the 2004-2005 academic year in...".

The same certificate, if requested after 2 January, contains, in addition to the statement "was enrolled for the 2004-2005 academic year in..." also the sentence "has not been re-enrolled".

Graduates can print from Punto Blu terminals:

- **degree**, contains the conferral date and graduation grade;
- **official graduate academic transcript**, containing the conferral date, graduation grade and also the list of educational activities pursued;
- **diploma supplement** (see next paragraph);
- **resumption of university studies**, valid for the redemption of university years for pension purposes.

Graduate can also print certificates at any Punto Blu terminal by using their undergraduate ID card as long as it still functions correctly

Students/Graduates who cannot go in person to the Student Assistance Desk of the Student Administration Centre can empower, by written authorisation, another person with the task of requesting or picking up the certificates.

This written authorisation must contain:

- name and surname (family name) of the student;
- personal details;
- the personal details of the authorised person;
- the type of certificate required and the number of copies;
- the signature of the student;
- a photocopy of the student's entire identity card, or similar proof of identity document.

The authorised person must go to the Student Assistance Desk of the Student Administration Centre with the documents mentioned above and also with their own identity card or similar proof of identity document (e.g. passport).

Students/Graduates can also apply for any of the certificates via fax to the number 02 5836.2041. Students must fax the signed request specifying their name and surname (family name), student ID and a contact number, type of certificate required, number of copies and also attach a complete copy of their identity card.

The certificates requested will be sent by post to the address specified on the request.

8.2 Diploma supplement

The diploma supplement, authorised by the Ministerial Decree determining the Italian higher education reform's framework, is an official document that is issued on completion of a university or higher education institute qualification and conforms to the European template developed by the European Commission, the Council of Europe and UNESCO-CEPES.

In accordance with the regulations the bilingual edition of the diploma supplement is issued (Italian and English).

The diploma supplement aims to make the student's level of qualification more "transparent" by supplementing the students with a curriculum of the studies carried out, thereby making it easier for potential employers to understand and evaluate new academic titles and simplifying the academic and professional recognition of Italian higher education qualifications abroad and the free international circulation of our graduates.

It is a document that only contains official data about the academic career and it does not contain any value-judgements, equivalence statements or suggestions about academic recognition but describes the nature, level, context, contents and status of the studies carried out and completed by the student.

It is divided into 8 sections that contain the following information:

- personal details of the student;
- qualification awarded (e.g. degree in xxx, field of study yyy; name of the institution that issued the qualification, address of university, legally recognised university etc.);
- level of qualification (e.g. first cycle of university studies, program duration and admission requirements);
- curriculum and exam marks and graduation grade with details of mark scale used;
- function of qualification (access to further study, professional status conferred by qualification);
- additional information (relevant elements in the student's curriculum, such as internships, study periods abroad etc.);
- national higher education system in Italy .

Academic representatives and councils of the master of science programs

9.1 Academic representatives

9.1.1 Program Director

9.1.2 Degree and Executive Councils

The graduate representative positions and bodies are:

- the Program Director;
- the Degree Council;
- the Executive Council.

9.1.1 Program Director

All MSc programs are coordinated by a **Program Director** appointed by the Faculty Council, based on the recommendations made by the teaching staff on the Degree Council.

The Program Director is responsible for ensuring that the program functions correctly, coordinating and supervising the educational activities in order to ensure that the educational objectives are achieved. The Program Director presides over the Degree Council, examines the results of the teaching evaluation made by the students and evaluates the course syllabuses and makes proposals about them to the teaching staff. The Program Director also submits an annual report on the previous academic year to the Faculty Council.

Furthermore, the Program Directors sit on the Graduate Academic Planning Committee, which has a consultative role and provides solutions and assistance regarding all courses connected to teaching.

For all MSc programs an **Assistant Program Director** is appointed, with responsibility for supporting the Program Director and the Degree Council in examining problems and finding solutions, constantly checking the structure and functioning of the course and ensuring that students' needs are taken into consideration.

9.1.2 Degree and Executive Councils

The **Degree Council** consists of teaching staff (the course directors of the compulsory course component of the program, a foreign language teacher, a computer skills teacher, Institute Directors or their delegates, other professors and university researchers who are not members of other Councils, who have chosen to take part) and 4 student representatives elected every 2 years.

The Degree Council is chaired by the Program Director and is responsible for:

- providing suggestions and making recommendations to the Faculty Council and the Rector about all teaching problems concerned with the program, and about the educational and study activities necessary to satisfy the degree requirements;
- drawing up proposals for the "graduate teaching regulations", as well as proposals for modifying the "degree curricula";
- proposing to the Faculty Council a nomination for the Program Director chosen from among professors of Università Bocconi (full and associate) who are members of the Council.

The **Executive Council** consists of the Program Director, from between 3 and 8 members of the teaching staff, nominated annually from among the members of the Council, and 2 student representatives who are chosen annually, in rotation, from among those elected on the Council itself.

9.2 Course Academic Representatives

9.2.1 Course Director

9.2.2 Student class representatives for the evaluation

9.2.1 Course Director

All courses offered have a **Course Director** that devises the course syllabus, assessment methods and textbooks and is responsible for ensuring coherency from both the point of view of the teaching and the assessment methods in all the class groups for which he or she is responsible. The Course Director is also responsible for organising the teaching staff in all the class groups where the course is taught. In addition the Course Director is in charge of the individual results of the course evaluation questionnaire filled in by students regarding the individual class groups of the course.

9.2.2 Student class representatives for the evaluation

With regards to students the position of **class group representatives for evaluation** has been established. In every class group and for every course students autonomously appoint 2 of their own representatives that have the task to represent all the class group by liaising with the teacher, acting as their spokesperson in presenting their observations and some suggestions and outlining any difficulties that may have arisen during the semester, as far as the teaching aspects of the class group are concerned. The Course Instructor periodically meets with these students and at the end of the semester they discuss the general outcome of the course and if needed, the results of the evaluation program.

The result of the final meeting is then referred to the Course Director.

In addition, students individually can always use the **course evaluation questionnaire** to anonymously express their opinions about the teachers, the syllabus, the teaching material used, the complementary teaching activities, the logistics and the overall organisation of the activities (class timetable, exams and academic work load, etc.). In class groups that utilize multimedia teaching (e-learning) evaluation of these aspects is also carried out.

Course portfolio

10.1 List of courses in alphabetical order

Course are listed in alphabetical order with indication of the graduate program, credit points, semester when offered, Institute and department they pertain to plus, Course Director and other teaching staff.
Below is a list of Institutes with their abbreviation:

Centro di servizi didattici per l'informatica	IT Education Services Centre	SEDIN
Centro linguistico	Language Centre	C. LINGUISTICO
Istituto di Amministrazione, finanza e controllo	Institute of Accounting, Finance and Control	IAFC
Istituto di Diritto comparato "A. Sraffa"	Institute of Comparative Law "A. Sraffa"	IDC
Istituto di Economia dei mercati e degli intermediari finanziari "G. Dell'Amore"	Institute of Financial Markets and Institutions "G. Dell'Amore"	IEMIF
Istituto di Economia e gestione delle imprese "G. Pivato"	Institute of Corporate Economics and Management "G. Pivato"	IEGI
Istituto di Economia politica "E. Bocconi"	Institute of Economics "E. Bocconi"	IEP
Istituto di Metodi quantitativi	Institute of Quantitative Methods	IMQ
Istituto di Organizzazione e sistemi informativi	Institute of Business Organisation and Information Systems	IOSI
Istituto di Pubblica amministrazione e sanità "C. Masini"	Institute of Public Administration and Health Care Management "C. Masini"	IPAS
Istituto di Storia economica	Institute of Economic History	ISE
Istituto di Strategia ed economia aziendale "G. Zappa"	Institute of Strategic Management "G. Zappa"	ISEA
Dipartimento di Economia aziendale	Department of Business Administration	DEA
Dipartimento di Economia politica	Department of Economics	DEP

The course profiles can be consulted at <http://www.unibocconi.it/profiles>.

8158 ADVERTISING MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Francesca Golfetto

Cristian Chizzoli - Anna Uslenghi

8137 AMMINISTRAZIONE E CONTROLLO NELLE IMPRESE MULTINAZIONALI

ACCOUNTING AND CONTROL IN MNCS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Andrea Dossi

8138 AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

ACCOUNTING AND CONTROL FOR SMES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Annamaria Arcari

Gianluca Lombardi Stocchetti - Lucrezia Songini

8053 ANALISI DELLE POLITICHE PUBBLICHE NAZIONALI E INTERNAZIONALI

ANALYSIS OF NATIONAL AND INTERNATIONAL PUBLIC POLICIES

(cp: CLAPI-LS 6)

(II sem.) (I.E.P.) (DEP)

Maria Weber

Paolo Roberto Graziano

8139 ANALISI DI BILANCIO (corso progredito) (Financial statements analysis)

FINANCIAL STATEMENTS ANALYSIS (advanced course)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Nicola Pecchiari

Giuseppe Pogliani

8032 ANALISI DI BILANCIO E REVISIONE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

FINANCIAL STATEMENT ANALYSIS AND AUDITING IN GOVERNMENTS AND INTERNATIONAL INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 8 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Ileana Steccolini

Elena Cantu' - James Guthrie

8026 ANALISI E VALUTAZIONI FINANZIARIE

FINANCIAL ANALYSIS AND VALUATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 8 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger

Massimo Buongiorno

8023 ANALISI PER LE DECISIONI FINANZIARIE

CORPORATE FINANCIAL MANAGEMENT AND BUSINESS EVALUATION

(cp: AFC-LS 4)

(II sem.) (I.A.F.C.) (DEA)

Mauro Bini

Stefano Bonini

8266 ANTROPOLOGIA DELLA MODA

ANTHROPOLOGY OF FASHION

(cp: GM-LS 6 - CLEACC-LS 6)

(I sem.) (CONV.POLITECNICO)

Antonio Calbi

8093 ARTE E CULTURA

INTERCULTURAL STUDIES

(cp: CLEACC-LS 6)

(II sem.) (I.S.E.) (DEP)

Stefano Baia Curioni

Maurice Aymard - Sandro Roventi

8188 ASSET MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.M.I.F.) (DEA)
Barbara Alemanni
Marco Navone

8231 BAYESIAN STATISTICAL METHODS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Pietro Muliere

8222 BEHAVIOURAL MODELS IN ECONOMICS AND FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Erio Castagnoli
Fabio Angelo Maccheroni

8140 BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

CONSOLIDATED FINANCIAL STATEMENTS AND GROUP PERFORMANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.A.F.C.) (DEA)
Antonio Tessitore
Alberto Bertoni - Angelo Provasoli - Alfredo Vigano'

8018 BILANCIO E COMUNICAZIONE ECONOMICA

FINANCIAL REPORTING AND INTERNATIONAL ACCOUNTING STANDARDS

(cp: AFC-LS 8)
(I sem.) (I.A.F.C.) (DEA)
Alfredo Vigano'
Nicola Pecchiari - Maurizio Maria Pini - Giuseppe Pogliani

8021 BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

FINANCIAL REPORTING AND DISCLOSURE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.A.F.C.) (DEA)
Massimiliano Nova
Luigi Borre' - Alessandra Feller - Sabino Fortunato - Maria Chiara Mosca

8028 BILANCIO E OPERAZIONI DI GESTIONE STRAORDINARIA

ACCOUNTING FOR BUSINESS COMBINATIONS

(cp: CLELI-LS 8)
(II sem.) (I.A.F.C.) (DEA)
Riccardo Perotta

8146 BOND AND EQUITY OFFERINGS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.A.F.C.) (DEA)
Mauro Bini
Francesco Momente' - Francesco Reggiani

8159 BRAND MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Bruno Giuseppe Busacca
Maria Carmela Ostilio

8160 BtoB MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Stefania Borghini
Bernard Cova

8030 BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato) / BUSINESS - GOVERNMENT RELATIONS

(cp: GM-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Elio Borgonovi

Fabrizio Amatucci - Fabio Michele Amatucci - Giuseppe Berta - Luca Giovanni Brusati - Luca Buccoliero - Paolo Crugnola - Mario Del Vecchio - Paolo Fedele - Marta Marsilio - Jeffrey Straussman - Veronica Vecchi

8040 CAMBIAMENTO ORGANIZZATIVO

ORGANIZATIONAL CHANGE

(cp: OSI-LS 4)

(II sem.) (I.O.S.I.) (DEA)

Giacomo Silvestri

8141 CAPITAL BUDGETING E GESTIONE DEL CIRCOLANTE

CAPITAL BUDGETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Paolo Ghiringhelli

8161 CHANNEL AND TRADE MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Sandro Castaldo

Katia Premazzi

8009 CHANNEL MARKETING (Evoluzione del commercio; analisi e progettazione)

CHANNEL MARKETING (Trade evolution analysis and planning)

(cp: MM-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Sandro Castaldo

Lluis Martinez-ribes - Elisabetta Merlo - Karin Maria Laura Zaghi

8271 COMPARATIVE BUSINESS AND CORPORATE LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Catherine Rogers

Hirte Heribert

8248 COMPARATIVE BUSINESS HISTORY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.) (DEP)

Franco Amatori

8196 COMPARATIVE FINANCIAL SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Marco Onado

8008 COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

COMPETITIVE ANALYSIS (Competitive intelligence and regulation)

(cp: MM-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Cristian Chizzoli - Laura Rita Iacovone - Giovanna Padula - Fabrizio Zerbini

8108 COMPETITIVE ANALYSIS AND COMPANY SCENARIOS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.A.) (DEA)

Antonio Martelli

Paolo Morosetti

8035 COMPORAMENTO ORGANIZZATIVO

ORGANIZATIONAL BEHAVIOUR

(cp: OSI-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Vincenzo Perrone

8162 COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

CORPORATE COMMUNICATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Barbara Del Bosco - Vito Di Bari - Stefano Pace

8012 CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

CONSUMER BEHAVIOUR

(cp: MM-LS 5)

(I sem.) (I.E.G.I.) (DEA)

Bruno Giuseppe Busacca

Edoardo Borruso - Cristian Chizzoli - Cinzia Martignone - Maria Carmela Ostillio - Karin Maria Laura Zaghi

8143 CONTABILITA', VALUTAZIONE E CONTROLLO DEGLI INTANGIBILI

INTANGIBLES - ACCOUNTING, EVALUATION AND CONTROL

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Mario Massari

Giuseppe Pogliani - Francesco Reggiani

8038 COORDINAMENTO ORGANIZZATIVO E TECNOLOGIE

TECHNOLOGY MEDIATED COORDINATION SYSTEMS

(cp: OSI-LS 4)

(I sem.) (I.O.S.I.) (DEA)

Luigi Proserpio

8001 CORPORATE GOVERNANCE

(cp: GM-LS 6 - CLELI-LS 8)

(II sem.) (I.S.E.A.) (DEA)

Alessandro Zattoni

Francesco Chiappetta - Alessandro Minichilli - Paolo Montalenti - Catherine Rogers - Mario Stella Richter - Fabio Zona

8117 CORPORATE GOVERNANCE E PROCESSI DECISIONALI NELLE P.A. E NELLE ISTITUZIONI

INTERNAZIONALI

CORPORATE GOVERNANCE AND DECISION MAKING IN THE PUBLIC SECTOR AND INTERNATIONAL INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Giovanni Valotti

Daniela Cristofoli

8163 CORPORATE SOCIAL RESPONSIBILITY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Francesco Perrini

Antonio Tencati

8164 CRM AND LOYALTY MANAGEMENT

(cp: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Fabio Ancarani

Fabrizio Zerbini

8166 CULTURE, MEDIA E CONSUMO

CULTURES, MEDIA AND CONSUMPTION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Stefano Podesta'
Daniele Dalli - Stefano Pace

8233 DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)
(I sem.) (I.M.Q.) (DEP)
Francesco Billari
Jane Klobas - Stefano Renzi

8045 DERIVATI / DERIVATIVES

(cp: CLEFIN-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Francesco Saita
Mascia Bedendo - Davide Maspero

8096 DEVELOPMENT ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Eliana La Ferrara

8082 DIRITTI DI PROPRIETA' INTELLETTUALE E CONCORRENZA

INTELLECTUAL PROPERTY AND COMPETITION LAW

(cp: CLEMIT-LS 6)
(II sem.) (I.D.C.) (DEP)
Federico Ghezzi
Laurent Manderieux

8086 DIRITTO AMMINISTRATIVO (corso progredito)

ADVANCED ADMINISTRATIVE LAW

(cp: CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
Fabrizio Fracchia
Luigi Gili - Massimo Occhiena

8083 DIRITTO CIVILE

CIVIL LAW

(cp: CLG-LS 8)
(II sem.) (I.D.C.) (DEP)
Giovanni Iudica
Salvatore Patti - Vincenzo Roppo

8071 DIRITTO COMMERCIALE (corso progredito) / COMPANY AND BUSINESS LAW (advanced course)

(cp: GM-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLG-LS 8)

(I sem. - II sem.) (I.D.C.) (DEP)

Vincenzo Allegri - Filippo Annunziata - Mario Notari - Piergaetano Marchetti
Luigi Ardiszone - Giannina Baldussi - Luigi Arturo Bianchi - Andrea Caraco' - Marco Carone - Carmelo Massimo Lorenzo
De Iulius - Alessandro De Nicola - Andrea Giannelli - Corrado Malberti - Maria Chiara Mosca - Giovanni Strampelli -
Alessandra Veronelli

8080 DIRITTO DEGLI ENTI NON PROFIT

REGULATION OF NON-PROFIT ENTITIES

(cp: CLEACC-LS 6)
(II sem.) (I.D.C.) (DEP)
Giovanni Iudica
Laura Morlotti Bonetti - Roberto Randazzo

8079 DIRITTO DEI BENI IMMATERIALI (corso progredito)

ADVANCED INTELLECTUAL PROPERTY LAW

(cp: CLEACC-LS 6)
(I sem.) (I.D.C.) (DEP)
Federico Ghezzi
Gustavo Ghidini - Maria Montagnani

8078 DIRITTO DEI MERCATI E DEGLI STRUMENTI FINANZIARI

CORPORATE LAW AND FINANCIAL MARKETS REGULATION

(cp: CLELI-LS 6)
(II sem.) (I.D.C.) (DEP)
Marco Ventoruzzo

8073 DIRITTO DEL LAVORO

LABOUR LAW

(cp: OSI-LS 8)

(II sem.) (I.D.C.) (DEP)

Stefano Liebman

Maurizio Del Conte

8098 DIRITTO DEL LAVORO (corso progredito)

LABOUR LAW (advanced course)

(cp: CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Stefano Liebman

8239 DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE

IT AND COMMUNICATION LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

Oreste Pollicino - Luca Sanfilippo

8241 DIRITTO DELLA CONCORRENZA

ANTITRUST LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Federico Ghezzi

Mariateresa Maggiolino - Giuseppina Maria Mangione

8243 DIRITTO DELL'ARBITRATO INTERNO E INTERNAZIONALE

INTERNAL AND INTERNATIONAL ARBITRATION LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giovanni Iudica

Stefano Azzali

8074 DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

BUSINESS LAW (SELECTED CORPORATE AND TAX ISSUES IN MANAGEMENT AND INTERNAL AUDITING)

(cp: AFC-LS 6)

(I sem.) (I.D.C.) (DEP)

Silvia Gaia Balp

Angelo Contrino

8081 DIRITTO DELL'IMPRESA E DEL MERCATO

COMPETITION LAW

(cp: DES-LS 6)

(I sem.) (I.D.C.) (DEP)

Federico Ghezzi

8240 DIRITTO FALLIMENTARE

BANKRUPTCY LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Da definire

8242 DIRITTO INTERNAZIONALE PRIVATO

INTERNATIONAL PRIVATE LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Maria Paola Mariani

Giorgio Sacerdoti

8088 DIRITTO PENALE

CRIMINAL LAW

(cp: CLG-LS 8)

(I sem.) (I.D.C.) (DEP)
Alberto Alessandri
Consuelo Marini - Francesco Mucciarelli - Matteo Saccavini

8072 DIRITTO PER IL MARKETING

LEGAL ISSUES IN MARKETING

(cp: MM-LS 6)
(II sem.) (I.D.C.) (DEP)

Maria Montagnani
Mariateresa Maggiolino - Laurent Manderieux

8084 DIRITTO PROCESSUALE CIVILE

CIVIL PROCEDURE

(cp: CLG-LS 6)
(II sem.) (I.D.C.) (DEP)

Da definire

8244 DIRITTO PUBBLICO DELL'ECONOMIA

REGULATION IN ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari
Antonello Tarzia

8257 DIRITTO ROMANO

ROMAN LAW

(cp: CLG-LS 6)
(I sem.) (I.D.C.) (DEP)

Federico Pergami

8245 DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

TAX LAW (advanced course 1) (Business taxation)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Carlo Garbarino
Angelo Contrino - Claudio Legnazzi

8246 DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

TAX LAW (advanced course 2) (Advanced topics)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Carlo Garbarino
Patrizio Braccioni - Andrea Manzitti

8247 DIRITTO TRIBUTARIO INTERNAZIONALE

INTERNATIONAL TAX LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Carlo Garbarino
Angelo Contrino

8258 DIRITTO UNIONE EUROPEA

EUROPEAN UNION LAW

(cp: CLG-LS 6)
(I sem.) (I.D.C.) (DEP)

Maria Paola Mariani

8144 EARNINGS QUALITY, ANALISI DI BILANCIO E INFORMAZIONI PRICE SENSITIVE

EARNINGS QUALITY, FINANCIAL STATEMENTS ANALYSIS AND PRICE SENSITIVE INFORMATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Maurizio Maria Pini

8255 ECONOMETRIA / ECONOMETRICS

(cp: CLEFIN-LS 6)
(II sem.) (I.E.P.) (DEP)
Carlo Ambrogio Favero
Barbara Chizzolini

8004 ECONOMETRIA AVANZATA

ADVANCED ECONOMETRICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Bruno Sitzia
Andrea Carriero

8254 ECONOMIA DELLA CULTURA E DEL TERRITORIO

CULTURAL ECONOMICS AND LAND USE ISSUES

(cp: CLEACC-LS 6)
(II sem.) (I.E.P.) (DEP)
Magda Antonioli
Giovanni Viganò

8165 ECONOMIA DELLA DISTRIBUZIONE COMMERCIALE

RETAIL MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Sandro Castaldo
Karin Maria Laura Zaghi

8049 ECONOMIA DELLE RISORSE UMANE

PERSONNEL ECONOMICS

(cp: OSI-LS 8)
(I sem.) (I.E.P.) (DEP)
Michele Pellizzari
Silvia Redaelli

8019 ECONOMIA DELL'ENERGIA

ENERGY ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Luigi De Paoli

8059 ECONOMIA DELL'IMPRESA E CORPORATE GOVERNANCE

THEORY OF THE FIRM AND CORPORATE GOVERNANCE

(cp: CLEMIT-LS 6)
(I sem.) (I.E.P.) (DEP)
Fausto Panunzi

8060 ECONOMIA DELL'INNOVAZIONE (Crescita economica e cambiamento strutturale)

ECONOMICS OF INNOVATION (Economic growth and structural change)

(cp: CLEMIT-LS 8)
(II sem.) (I.E.P.) (DEP)
Stefano Breschi
Bart Verspagen

8262 ECONOMIA E MANAGEMENT DELLA CONOSCENZA

ECONOMICS AND MANAGEMENT OF KNOWLEDGE

(cp: CLEMIT-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Alfonso Gambardella

8057 ECONOMIA INTERNAZIONALE (Globalizzazione, competitività e crescita)

INTERNATIONAL TRADE (Globalization and growth)

(cp: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 8 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Fabrizio Onida
Marius Bruehlhart - Paolo Epifani

8203 ECONOMICS OF EUROPEAN INTEGRATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Carlo Altomonte
Mario Nava - Francesco Passarelli

8118 E-GOVERNMENT STRATEGIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.P.A.S.) (DEA)
Greta Nasi
Luca Buccoliero

8167 E-MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Emanuela Prandelli
Gianmario Verona

8204 ENTREPRENEURSHIP, FINANCE AND INNOVATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Laura Bottazzi
Stefano Caselli - Stefano Gatti

8260 FINANCIAL STATEMENT ANALYSIS

(cp: CLEFIN-LS 6)
(I sem.) (I.A.F.C.) (DEA)
Annalisa Prencipe
Patrizia Tettamanzi - Daniela Travella

8024 FINANZA AZIENDALE (Introduzione alle valutazioni) / CORPORATE FINANCE (Business valuation)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.A.F.C.) (DEA)
Mario Massari
Antonio Salvi - Laura Zanetti

8027 FINANZA STRATEGICA

STRATEGIC FINANCE
(cp: CLELI-LS 8)
(II sem.) (I.A.F.C.) (DEA)
Gualtiero Brugger
Paolo Maurizio Iovenitti

8223 FIXED INCOME (Advanced methods)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Fulvio Ortu
Damiano Brigo - Gianluca Fusai - Fabio Mercurio

8147 FORENSIC ACCOUNTING AND FINANCIAL STATEMENT FRAUD

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.A.F.C.) (DEA)
Giuseppe Pogliani
Nicola Pecchiarì

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)
(cp: OSI-LS 6)
(II sem.) (I.S.E.) (DEP)
Franco Amatori

Andrea Colli

8190 GESTIONE DEI RISCHI E MODELLI DI ALM PER LE ASSICURAZIONI

RISK MANAGEMENT AND ALM MODELS FOR INSURANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Giuseppe Corvino

8044 GESTIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE / MANAGEMENT OF FINANCIAL INSTITUTIONS AND INSURANCE COMPANIES

(cp: CLEFIN-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Andrea Sironi

Giuseppe Corvino - Sergio Paci - Andrea Cesare Resti

8201 GESTIONE DELL'INNOVAZIONE

INNOVATION MANAGEMENT

(cp: CLEMIT-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Boris Durisin

8002 GESTIONE STRATEGICA / STRATEGIC MANAGEMENT

(cp: GM-LS 8)

(II sem.) (I.S.E.A.) (DEA)

Vittorio Coda

Guido Corbetta - Giorgio Invernizzi - Paolo Morosetti - Carlo Salvato - Giovanni Valentini

8109 GESTIONE STRATEGICA NEI DISTRETTI

STRATEGIC MANAGEMENT IN DISTRICTS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.A.) (DEA)

Federico Visconti

Carmine Tripodi

8120 GOVERNANCE E MANAGEMENT DEI NETWORK DI PUBBLICO INTERESSE

GOVERNANCE AND MANAGEMENT IN PUBLIC SECTOR NETWORKS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Francesco Longo

Giovanni Fosti

8150 GOVERNANCE, RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

GOVERNANCE, RISK ASSESSMENT AND INTERNAL CONTROL SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Nicola Pecchiari

Sergio Beretta - Dino Martinazzoli

8128 I SISTEMI INFORMATIVI INTEGRATI (ERP)

ENTERPRISE RESOURCE PLANNING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

Leonardo Caporarello - Vincenzo Morabito

8110 IMPRENDITORIALITA' E BUSINESS PLANNING / ENTREPRENEURSHIP AND BUSINESS PLANNING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Carlo Brugnoli

Carlo Salvato

8224 INCOME DISTRIBUTION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Pietro Muliere
Conchita D'ambrosio

8048 INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione)

INDUSTRY ANALYSIS (Industrial economics and economics of innovation)
(cp: MM-LS 8)
(I sem.) (I.E.P.) (DEP)
Nicoletta Corrocher
Marco Guerzoni - Fabio Montobbio

8129 INFORMATION SECURITY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.O.S.I.) (DEA)
Ferdinando Pennarola
Leonardo Caporarello - Massimo Magni

8210 INFORMAZIONE E STRUTTURA DEI MERCATI FINANZIARI

INFORMATION AND FINANCIAL MARKET ARCHITECTURE
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Barbara Rindi
Bruno Biais

8168 INNOVATION AND TECHNOLOGY MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Alfonso Gambardella
Paola Giuri - Giovanna Padula

8170 INNOVAZIONE NEL RETAILING

RETAILING INNOVATION
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Daniele Fornari
Roberto Ravazzoni

8111 INTERNATIONAL BUSINESS MANAGEMENT (Advanced topics in international business)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.A.) (DEA)
Fabrizio Perretti
Torben Pedersen

8145 INTERNATIONAL CORPORATE FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.A.F.C.) (DEA)
Alberto Bertoni
Stefano Bonini - Ombretta Pettinato - Carlo Maria Pinardi

8193 INTERNATIONAL FINANCIAL MARKETS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Manuela Geranio

8264 INTERNATIONAL MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Enrico Valdani
Andras Bauer - Eleonora Cattaneo

8236 INTERNATIONAL TRADE LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
Giorgio Sacerdoti
Gianluca Rubagotti

8042 INVESTMENT BANKING

(cp: GM-LS 6 - CLEFIN-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Stefano Caselli - Giancarlo Forestieri
Stefano Gatti

8191 INVESTMENT BANKING E FINANZA STRUTTURATA

INVESTMENT BANKING AND STRUCTURED FINANCE
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.M.I.F.) (DEA)
Stefano Gatti
Andrea Fabbri

8130 IS GOVERNANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.O.S.I.) (DEA)
Ferdinando Pennarola
Paola Bielli - Severino Meregalli

8171 LABORATORIO DI BENI CULTURALI E MERCATO DELL'ARTE

CULTURAL HERITAGE AND THE ARTS MARKET WORKSHOP
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Guido Guerzoni

8172 LABORATORIO DI COMUNICAZIONE

WORKSHOP IN COMMUNICATION
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Francesca Golfetto
Cristian Chizzoli - Stefano Pace - Diego Rinallo

8173 LABORATORIO DI EDITORIA E MEDIA

PUBLISHING AND MEDIA WORKSHOP
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Paola Dubini
Giuseppe Delmestri - Giacomo Negro - Andrea Ordanini - Fabrizio Perretti

8249 LABORATORIO DI FONTI DEI DATI PER LA RICERCA ECONOMICA E SOCIALE: DAI MEDIA TRADIZIONALI A INTERNET

DATA SOURCES FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP: FROM TRADITIONAL MEDIA TO THE INTERNET
(cp: DES-LS 3 - CLEMIT-LS 3)
(I sem.) (I.S.E.) (DEP)
Andrea Colli
Guido Alfani

8174 LABORATORIO DI MODA E DESIGN

FASHION AND DESIGN WORKSHOP
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Salvatore Testa
Erica Corbellini - Stefania Saviolo

8263 LABORATORIO DI PROGRAMMAZIONE DEI CALCOLATORI PER LE SCIENZE ECONOMICHE E SOCIALI

COMPUTER PROGRAMMING FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.M.Q.) (DEP)

Fabrizio Iozzi

Paolo Cadringer

8175 LABORATORIO DI SPETTACOLO ED ENTERTAINMENT

PERFORMING ARTS AND ENTERTAINMENT WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Anna Maria Merlo

Claudia Tacchino

8216 LABORATORIO DI STAMPA ED ECONOMIA

PRESS AND ECONOMICS WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.E.P.) (DEP)

Andrea Beltratti

Marco Liera

8217 LABORATORIO DI STRUMENTI PER L'ATTIVITA' DI RICERCA

RESEARCH TOOLS WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.E.P.) (DEP)

Stefano Breschi

Anna Creti'

8176 LABORATORIO DI TURISMO E TERRITORIO

TOURISM AND LOCAL DEVELOPMENT WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Magda Antonioli

Rodolfo Baggio - Giovanni Viganò

8104 LABOUR ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Tito Michele Boeri

8192 LE INFORMAZIONI AL MERCATO DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

INFORMATION AND REPORTING OF FINANCIAL INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Sergio Paci

Stefano Zorzoli

8100 LINGUA FRANCESE

FRENCH LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 -

CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (C. LINGUISTICO)

Bianca Maria San Pietro

8099 LINGUA INGLESE

ENGLISH LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 -

CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (C. LINGUISTICO)

Mike Thompson

8103 LINGUA ITALIANA

ITALIAN LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 -

CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (C. LINGUISTICO)

Elisa Turra

8102 LINGUA SPAGNOLA

SPANISH LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (C. LINGUISTICO)

M.cristina Bordonaba Zabalza

8101 LINGUA TEDESCA

GERMAN LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (C. LINGUISTICO)

Anna Dal Collo

8177 LOGISTICS MANAGEMENT AND STRATEGY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Alberto Grando

Monica Dellantonio

8087 MACROECONOMIA AVANZATA

ADVANCED MACROECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Francesco Giavazzi

8131 MANAGEMENT CONSULTING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

Carlo Alberto Carnevale Maffe' - Bernardino Provera

8259 MANAGEMENT DEI PROCESSI DI FUND RAISING

MANAGEMENT OF FUND RAISING PROCESSES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Francesco Manfredi

Erika Mallarini

8119 MANAGEMENT DELLA SUSSIDIARIETA': NON PROFIT, COOPERATIVE E ORGANIZZAZIONI NON GOVERNATIVE (ONG)

MANAGEMENT OF SUBSIDIARITY: NON PROFIT ORGANIZATIONS, COOPERATIVES AND NGO'S

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Giorgio Fiorentini

Antonello Garzoni

8178 MANAGEMENT DELLE ACQUISIZIONI

ACQUISITION MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Valter Conca

Angeloantonio Russo

8112 MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi operativi

MANAGEMENT OF FASHION AND DESIGN COMPANIES: operational processes

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Stefania Saviolo

Gabriella Lojaco - Paola Anna Varacca Capello

8113 MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

MANAGEMENT OF FASHION AND DESIGN COMPANIES: strategic processes

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.A.) (DEA)

Salvatore Testa

Antonio Catalani - Stefania Saviolo

8121 MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

FINANCIAL MANAGEMENT OF EUROPEAN AND INTERNATIONAL PROJECTS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Germana Di Falco

8122 MANAGEMENT E GESTIONE DEI SERVIZI SOCIO-SANITARI

MANAGEMENT OF HEALTH AND SOCIAL CARE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Mara Barbara Bergamaschi

Giovanni Fattore

8261 MANAGEMENT OF INTERNATIONAL INSTITUTIONS

(cp: CLAPI-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Stefano Olmeti

Paolo Roberto Graziano

8013 MARKETING (corso progredito)

MARKETING (advanced course)

(cp: CLEACC-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Michela Addis

Isabella Soscia

8179 MARKETING DEI SERVIZI

SERVICES MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Antonella Caru'

Annamma Joy - Stefano Pace

8180 MARKETING ESPERIENZIALE

EXPERIENTIAL MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Antonella Caru'

Bernard Cova - Stefano Pace

8181 MARKETING INTERNAZIONALE

INTERNATIONAL MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Enrico Valdani

Carolina Guerini - David Mario Dino Jarach

8006 MARKETING MANAGEMENT

(cp: GM-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Bruno Giuseppe Busacca

Fabio Ancarani - Alessandro Arbore - Michael Gibbert - David Mario Dino Jarach - David Mazursky - Fabrizio Zerbini

8068 MATEMATICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

ADVANCED METHODS FOR ECONOMICS AND SOCIAL SCIENCES

(cp: DES-LS 8)
(I sem.) (I.M.Q.) (DEP)
Sandro Salsa
Anna Maria Squellati

8043 MERCATI E INTERMEDIARI FINANZIARI

FINANCIAL MARKETS AND INSTITUTION

(cp: AFC-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Giacomo De Laurentis
Claudio Zara

8148 MERGERS AND ACQUISITIONS: GESTIONE DEI PROCESSI E CREAZIONE DI VALORE

MERGERS AND ACQUISITIONS: DEAL STRUCTURING AND VALUE MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.A.F.C.) (DEA)
Gualtiero Brugger

8228 METHODS FOR FINANCIAL RISK MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Fabio Angelo Maccheroni
Mascia Bedendo - Gino Favero - Francesco Saita

8125 METODI E STRUMENTI DI MANAGEMENT DELLE ISTITUZIONI EUROPEE E INTERNAZIONALI

MANAGEMENT TOOLS OF EUROPEAN AND INTERNATIONAL INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.P.A.S.) (DEA)
Elio Borgonovi
Paolo Magri

8062 METODI QUANTITATIVI PER IL MARKETING

QUANTITATIVE METHODS FOR MARKETING

(cp: MM-LS 6)
(II sem.) (I.M.Q.) (DEP)
Luca Molteni
Elena Feltrinelli - Alberto Saccardi

8064 METODI QUANTITATIVI PER LE PREVISIONI E LE DECISIONI

QUANTITATIVE METHODS FOR FORECASTS AND DECISIONS

(cp: CLAPI-LS 6)
(I sem.) (I.M.Q.) (DEP)
Erio Castagnoli
Gabriele Gurioli - Benedetto Matarazzo

8070 METODI STATISTICI PER L'ECONOMIA APPLICATA

STATISTICAL METHODS FOR ECONOMICS AND BUSINESS (Multivariate analysis)

(cp: CLEMIT-LS 8)
(II sem.) (I.M.Q.) (DEP)
Raffaella Piccarreta
Erika Blanc - Francesca Michielin

8036 METODOLOGIE E TECNICHE DI ANALISI ORGANIZZATIVA

ORGANIZATIONAL ANALYSIS

(cp: OSI-LS 6)
(I sem.) (I.O.S.I.) (DEA)
Rossella Cappetta

8097 MICROECONOMETRICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Michele Pellizzari
Stephen Jenkins

8076 MICROECONOMIA AVANZATA

ADVANCED MICROECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Aldo Montesano

8123 MODELLI DI FINANZIAMENTO E GESTIONE FINANZIARIA NELLE P.A.

FUNDING AND FINANCIAL MANAGEMENT IN THE PUBLIC SECTOR

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.P.A.S.) (DEA)
Luca Buccoliero

8020 MODELLI DI PIANIFICAZIONE E CONTROLLO

PERFORMANCE MEASUREMENT & CONTROL SYSTEMS

(cp: AFC-LS 6)
(I sem.) (I.A.F.C.) (DEA)
Sergio Beretta
Marco Agliati

8065 MODELLI QUANTITATIVI PER LA FINANZA / QUANTITATIVE METHODS FOR FINANCE

(cp: CLEFIN-LS 6)
(I sem.) (I.M.Q.) (DEP)
Fulvio Ortu
Anna Battauz

8229 NUMERICAL METHODS IN FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Anna Battauz
Fabrizio Iozzi

8182 OPERATIONS AND INNOVATION MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Gianmario Verona
Christine Moorman - Giuseppe Stabilini

8132 ORGANIZZAZIONE DELLE PICCOLE E MEDIE IMPRESE

SMALL BUSINESS ORGANIZATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.O.S.I.) (DEA)
Paolo Preti
Marina Puricelli

8133 ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI

CROSS CULTURAL MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.O.S.I.) (DEA)
Cataldo Ruta
Giuseppe Delmestri

8058 ORGANIZZAZIONE INDUSTRIALE

INDUSTRIAL ORGANIZATION (Antitrust and regulation)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Michele Polo

8034 PEOPLE MANAGEMENT

(cp: GM-LS 8)
(II sem.) (I.O.S.I.) (DEA)
Silvia Bagdadli
Daniele Giugno - Nicola Gurrado - James Hayton - Giacomo Silvestri

8155 PERFORMANCE EVALUATION AND INCENTIVES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.A.F.C.) (DEA)
Angelo Ditillo
Lorenzo Patelli

8016 PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance) / PERFORMANCE MEASUREMENT (Performance evaluation and management)

(cp: GM-LS 8)
(I sem.) (I.A.F.C.) (DEA)
Franco Amigoni
Ariela Caglio - Andrea Dossi - Gianluca Lombardi Stocchetti - Nicola Pecchiari - Giuseppe Pezzino

8212 POLITICA COMPARATA

COMPARATIVE POLITICS
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Maria Weber
Corrado Molteni

8085 POLITICA MONETARIA

MONETARY POLICY
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Roberto Perotti

8077 POLITICAL ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Guido Tabellini

8017 POLITICHE FINANZIARIE DI IMPRESA / CORPORATE FINANCE

(cp: GM-LS 6 - AFC-LS 6)
(II sem. - I sem.) (I.A.F.C.) (DEA)
Alessandro Nova - Mauro Bini
Alberto Micalizzi - Francesco Reggiani

8051 POLITICHE PER LO SVILUPPO TERRITORIALE E URBANO

REGIONAL AND URBAN DEVELOPMENT POLICIES
(cp: CLAPI-LS 6)
(II sem.) (I.E.P.) (DEP)
Alberto Bramanti
Massimiliano Riggi

8232 POPULATION DYNAMICS AND ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Francesco Billari
Hans-peter Kohler

8025 PRINCIPI CONTABILI INTERNAZIONALI

INTERNATIONAL ACCOUNTING STANDARDS
(cp: CLELI-LS 8)
(I sem.) (I.A.F.C.) (DEA)
Lorenzo Pozza
Michele Caso', Cesare Conti

8219 PRINCIPLES OF FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Andrea Beltratti

8194 PRIVATE BANKING E GESTIONE DEI PATRIMONI ISTITUZIONALI

PRIVATE BANKING AND MONEY MANAGEMENT FOR INSTITUTIONAL INVESTORS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.M.I.F.) (DEA)
Andrea Cesare Resti

8195 PRIVATE EQUITY AND VENTURE CAPITAL

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Stefano Caselli

8089 PROCEDURA PENALE

CRIMINAL PROCEDURE

(cp: CLG-LS 6)
(II sem.) (I.D.C.) (DEP)
Massimo Ceresca-gastaldo
Pierpaolo Rivello

8010 PRODUCT AND MARKETING INNOVATION (Research and Development)

(cp: MM-LS 5)
(II sem.) (I.E.G.I.) (DEA)
Salvatore Vicari
Paola Cillo - Luigi Mario De Luca

8075 PROFILI PROCEDIMENTALI E ORGANIZZATIVI DELLA RIFORMA AMMINISTRATIVA

ORGANIZATIONAL AND PROCEDURAL ASPECTS OF ADMINISTRATIVE LAW REFORM

(cp: CLAPI-LS 6)
(I sem.) (I.D.C.) (DEP)
Fabrizio Fracchia
Francesca Mattasoglio - Massimo Occhiena

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

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 8 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.P.A.S.) (DEA)
Fabrizio Pezzani
Laura Maria Caccia

8037 PROGETTAZIONE DEI SISTEMI INFORMATIVI (I.S. Development)

I.S. DEVELOPMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.O.S.I.) (DEA)
Paola Bielli

8031 PROGETTAZIONE E GESTIONE DELLE RIFORME DELLE P.A. NAZIONALI E INTERNAZIONALI

MANAGING PUBLIC REFORM

(cp: CLAPI-LS 6)
(I sem.) (I.P.A.S.) (DEA)
Giovanni Valotti
Francesco Longo

8039 PROGETTAZIONE ORGANIZZATIVA

ORGANIZATIONAL DESIGN

(cp: OSI-LS 6)
(II sem.) (I.O.S.I.) (DEA)
Anna Grandori

8041 PROJECT AND TEAM MANAGEMENT

(cp: CLEACC-LS 6)
(I sem.) (I.O.S.I.) (DEA)
Cataldo Ruta

8029 PROJECT FINANCING E BUSINESS PLAN

PROJECT FINANCING & BUSINESS PLAN

(cp: CLEACC-LS 6)
(II sem.) (I.A.F.C.) (DEA)
Maurizio Dallochio
Antonello Garzoni - Francesco Perrini - Emanuele Teti

8134 PROJECT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.O.S.I.) (DEA)
Ferdinando Pennarola
Massimo Magni - Marco Sampietro

8183 PROTEZIONE DELLE RISORSE E DELL'AMBIENTE

PROTECTION OF RESOURCES AND ENVIRONMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Sergio Pivato
Nicola Misani

8202 PUBLIC ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Alessandra Casarico
Robert Dur - Luca Micheletto

8230 QUANTITATIVE METHODS FOR SOCIAL SCIENCES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Pietro Muliere

8142 REAL ESTATE FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.A.F.C.) (DEA)
Armando Borghi
Giacomo Morri

8215 REGOLAMENTAZIONE DEI MERCATI FINANZIARI

REGULATION OF FINANCIAL MARKETS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Angelo Porta
Franco Bruni

8052 REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE POLITICHE PUBBLICHE

PUBLIC UTILITIES REGULATION AND POLICY EVALUATION

(cp: CLAPI-LS 8)
(I sem.) (I.E.P.) (DEP)
Lanfranco Senn
Marco Alderighi - Marco Percoco

8124 RELAZIONI CON IL CITTADINO E COMUNICAZIONE PUBBLICA DELLE ISTITUZIONI NAZIONALI E INTERNAZIONALI

NATIONAL AND INTERNATIONAL INSTITUTIONS: RELATIONSHIPS WITH CITIZENS AND PUBLIC COMMUNICATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.P.A.S.) (DEA)
Giorgio Fiorentini
Valentina Mele

8184 RESEARCH AND DEVELOPMENT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)

Vincenzo Baglieri
Silvia Zamboni

8149 RISTRUTTURAZIONI AZIENDALI E PROCESSI DI TURNAROUND

CORPORATE RESTRUCTURING AND TURNAROUND MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger

8185 SALES AND KEY ACCOUNT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Paolo Guenzi

8047 SCENARI ECONOMICI / ECONOMIC PROSPECTS

(cp: GM-LS 6)

(I sem.) (I.E.P.) (DEP)

Lanfranco Senn

Luigi De Paoli - Marco Maffezzoli - Marco Merelli - Massimiliano Riggi - Carlo Secchi

8186 SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

SEMIOTICS OF CONSUMPTION AND COMMUNICATION THEORIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Arianna Brioschi - Paola Maria Milanese - Diego Rinallo

8265 SEMIOTICS OF CONSUMPTION AND COMMUNICATION THEORIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Arianna Brioschi - Diego Rinallo - Jonathan Schroeder

8022 SISTEMI DI AMMINISTRAZIONE E CONTROLLO

SYSTEMS & PROCESSES FOR ACCOUNTING AND CONTROL

(cp: AFC-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Franco Flavio Miroglio

Nicola Pecchiari

8153 SISTEMI DI CONTROLLO E TECNOLOGIE

CONTROL SYSTEMS AND TECHNOLOGICAL ENVIRONMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Franco Amigoni

Gianluca Meloni

8003 SISTEMI DI CORPORATE GOVERNANCE

CORPORATE GOVERNANCE

(cp: AFC-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Giuseppe Airoidi

Andrea Colli - Alessandro Minichilli

8154 SISTEMI DI COST MANAGEMENT

COST MANAGEMENT SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Marco Agliati

Giovanni Paolo Tomasi

8135 SISTEMI DI SVILUPPO DEL PERSONALE

HUMAN RESOURCE DEVELOPMENT SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.O.S.I.) (DEA)
Silvia Bagdadli
Maria Gabriella Bagnato - Barbara Imperatori

8126 SISTEMI DI VALUTAZIONE DELLE PERFORMANCE PER LE AZIENDE NON PROFIT E PER LE ORGANIZZAZIONI NON GOVERNATIVE

PERFORMANCE EVALUATION OF NONPROFIT AND NONGOVERNMENT ORGANISATIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.P.A.S.) (DEA)
Alex Turrini
Anna Maria Merlo

8136 SISTEMI DI VALUTAZIONE E DI RICOMPENSA

ASSESSMENT AND COMPENSATION SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.O.S.I.) (DEA)
Silvia Bagdadli
Simone Brero

8015 SISTEMI INFORMATIVI PER IL MARKETING

MARKETING INFORMATION TECHNOLOGY

(cp: MM-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Chiara Mauri
Luca Molteni - Maurizio Poli

8250 SOCIOLOGIA E STORIA (corso monografico)

SOCIOLOGY AND HISTORY (monographic course)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.) (DEP)
Achille Marzio Romani
Marco Cattini - Sandro Roventi

8169 SOSTENIBILITA' E INNOVAZIONE NELL'IMPRESA INDUSTRIALE

CORPORATE SUSTAINABILITY AND INNOVATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Francesco Perrini
Stefano Pogutz

8256 STATISTICA / STATISTICS

(cp: CLEFIN-LS 6)
(I sem.) (I.M.Q.) (DEP)
Francesco Corielli

8069 STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

ADVANCED STATISTICS FOR ECONOMICS AND SOCIAL SCIENCES

(cp: DES-LS 8)
(I sem.) (I.M.Q.) (DEP)
Piero Veronese
Rebecca Graziani

8067 STATISTICA ECONOMICA

ADVANCED METHODS SURVEY SAMPLING IN ECONOMICS

(cp: CLEACC-LS 4)
(I sem.) (I.M.Q.) (DEP)
Fausta Luscia
Valeria Severini - Cristiano Toni

8063 STATISTICA PER L'ANALISI ORGANIZZATIVA

STATISTICS FOR ORGANIZATIONAL ANALYSIS

(cp: OSI-LS 6)
(I sem.) (I.M.Q.) (DEP)

Sonia Petrone
Paola Cerchiello - Paolo Giudici

8090 STORIA DELLE CODIFICAZIONI

HISTORY OF CODIFICATIONS

(cp: CLG-LS 6)
(II sem.) (I.D.C.) (DEP)
Attilio Guarneri
Annamaria Monti

8095 STORIA ECONOMICA (Dinamiche di sviluppo delle imprese innovative)

BUSINESS HISTORY (Evolutive dynamics of innovative enterprises)

(cp: CLEMIT-LS 6)
(II sem.) (I.S.E.) (DEP)
Andrea Colli

8094 STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà comparate)

ECONOMIC HISTORY AND SOCIAL DYNAMICS (Comparative civilizations)

(cp: DES-LS 8)
(I sem.) (I.S.E.) (DEP)
Marco Cattini
Elio Borgonovi

8251 STORIA, ISTITUZIONI E CRISI DEL SISTEMA FINANZIARIO GLOBALE

HISTORY, INSTITUTIONS AND CRISES OF THE GLOBAL FINANCIAL SYSTEM

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.S.E.) (DEP)
Massimo Amato
Luca Fantacci

8115 STRATEGIA DELLE AZIENDE FAMILIARI

STRATEGIC MANAGEMENT OF FAMILY BUSINESSES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.A.) (DEA)
Guido Corbetta
Daniela Montemerlo

8005 STRATEGIA E GOVERNANCE DELLE AZIENDE CULTURALI

STRATEGY AND GOVERNANCE OF CULTURAL ORGANIZATIONS

(cp: CLEACC-LS 6)
(I sem.) (I.S.E.A.) (DEA)
Paola Dubini
Anna Maria Merlo

8197 STRATEGIA E ORGANIZZAZIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

STRATEGIES AND ORGANISATION OF FINANCIAL AND INSURANCE INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Paolo Mottura
Sergio Paci

8116 STRATEGIC BUSINESS MODELLING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.A.) (DEA)
Luca Gnan
Leonardo Caporarello

8114 STRATEGIC DESIGN OF THE MULTINATIONAL FIRM

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.A.) (DEA)
Markus Venzin

8156 STRATEGIC MANAGEMENT ACCOUNTING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.A.F.C.) (DEA)
Andrea Dossi
Antonello Garzoni - Lucrezia Songini

8127 STRATEGIC MANAGEMENT OF PUBLIC INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.P.A.S.) (DEA)
Federico Lega
Peter Charles Spurgeon

8011 STRATEGIC MARKETING

(cp: MM-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Enrico Valdani
Alessandro Arbore

8187 SUPPLY CHAIN MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Raffaele Secchi
Francesco Gallman

8091 TASSAZIONE COMPARATA

COMPARATIVE TAXATION
(cp: CLELI-LS 8)
(I sem.) (I.D.C.) (DEP)
Carlo Garbarino
David Rosenbloom

8050 TEMI AVANZATI DI ECONOMIA

ADVANCED TOPICS IN ECONOMICS
(cp: AFC-LS 6)
(II sem.) (I.E.P.) (DEP)
Gianluca Cassese
Francesco Gulli'

8056 TEMI DI ECONOMIA DELL'ARTE E DELLA CULTURA

TOPICS IN ECONOMICS OF ART AND CULTURAL
(cp: CLEACC-LS 8)
(I sem.) (I.E.P.) (DEP)
Roberto Artoni
Luca Micheletto - Alberto Zanardi

8218 TEORIA DEI GIOCHI

GAME THEORY
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Pierpaolo Battigalli

8054 TEORIA DELLA FINANZA / THEORY OF FINANCE

(cp: CLEFIN-LS 6)
(I sem.) (I.E.P.) (DEP)
Andrea Beltratti
Paolo Colla

8007 TEORIA GENERALE DEI CONSUMI (Consumo e antropologia culturale)

CONSUMPTION THEORY (Consumption and cultural anthropology)
(cp: MM-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Stefano Podesta'
Stefania Borghini - Luca Massimiliano Visconti

8157 TESORERIA E GESTIONE DEI RISCHI FINANZIARI D'IMPRESA

TREASURY AND FINANCIAL RISK MANAGEMENT: A CORPORATE PERSPECTIVE
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)
 (I sem.) (I.A.F.C.) (DEA)
 Cesare Conti
 Emanuele Facile

8221 TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
 CLEMIT-LS 6 - CLG-LS 6)
 (II sem.) (I.M.Q.) (DEP)
 Sonia Petrone
 Patrizia Campagnoli - Luca Molteni

8252 UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETA', ISTITUZIONI

ECONOMICS, SOCIETY AND INSTITUTIONS: A PERSPECTIVE VIEW
 (cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
 CLEMIT-LS 6 - CLG-LS 6)
 (II sem.) (I.S.E.) (DEP)
 Marco Cattini
 Giuseppe Berta

10.2

List of courses in numerical order by code

Courses are listed in numerical order by code with indication of the graduate program, credit points, semester when offered, Institute and department they pertain to plus, the Course Director and other teaching staff. Below is a list of Institutes with their abbreviation:

Centro di servizi didattici per l'informatica	IT Education Services Centre	SEDIN
Centro linguistico	Language Centre	C. LINGUISTICO
Istituto di Amministrazione, finanza e controllo	Institute of Accounting, Finance and Control	IAFC
Istituto di Diritto comparato "A. Sraffa"	Institute of Comparative Law "A. Sraffa"	IDC
Istituto di Economia dei mercati e degli intermediari finanziari "G. Dell'Amore"	Institute of Financial Markets and Institutions "G. Dell'Amore"	IEMIF
Istituto di Economia e gestione delle imprese "G. Pivato"	Institute of Corporate Economics and Management "G. Pivato"	IEGI
Istituto di Economia politica "E. Bocconi"	Institute of Economics "E. Bocconi"	IEP
Istituto di Metodi quantitativi	Institute of Quantitative Methods	IMQ
Istituto di Organizzazione e sistemi informativi	Institute of Business Organisation and Information Systems	IOSI
Istituto di Pubblica amministrazione e sanità "C. Masini"	Institute of Public Administration and Health Care Management "C. Masini"	IPAS
Istituto di Storia economica	Institute of Economic History	ISE
Istituto di Strategia ed economia	Institute of Strategic Management	ISEA

aziendale "G. Zappa"

"G. Zappa"

Dipartimento di Economia aziendale	Department of Business Administration	DEA
Dipartimento di Economia politica	Department of Economics	DEP

The course profiles can be consulted at <http://www.unibocconi.it/profiles>.

8001 CORPORATE GOVERNANCE

(cp: GM-LS 6 - CLELI-LS 8)

(II sem.) (I.S.E.A.) (DEA)

Alessandro Zattoni

Francesco Chiappetta - Alessandro Minichilli - Paolo Montalenti - Catherine Rogers - Mario Stella Richter - Fabio Zona

8002 GESTIONE STRATEGICA / STRATEGIC MANAGEMENT

(cp: GM-LS 8)

(II sem.) (I.S.E.A.) (DEA)

Vittorio Coda

Guido Corbetta - Giorgio Invernizzi - Paolo Morosetti - Carlo Salvato - Giovanni Valentini

8003 SISTEMI DI CORPORATE GOVERNANCE

CORPORATE GOVERNANCE

(cp: AFC-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Giuseppe Airoidi

Andrea Colli - Alessandro Minichilli

8004 ECONOMETRIA AVANZATA

ADVANCED ECONOMETRICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Bruno Sitzia

Andrea Carriero

8005 STRATEGIA E GOVERNANCE DELLE AZIENDE CULTURALI

STRATEGY AND GOVERNANCE OF CULTURAL ORGANIZATIONS

(cp: CLEACC-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Paola Dubini

Anna Maria Merlo

8006 MARKETING MANAGEMENT

(cp: GM-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Bruno Giuseppe Busacca

Fabio Ancarani - Alessandro Arbore - Michael Gibbert - David Mario Dino Jarach - David Mazursky - Fabrizio Zerbini

8007 TEORIA GENERALE DEI CONSUMI (Consumo e antropologia culturale)

CONSUMPTION THEORY (Consumption and cultural anthropology)

(cp: MM-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Stefano Podesta'

Stefania Borghini - Luca Massimiliano Visconti

8008 COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

COMPETITIVE ANALYSIS (Competitive intelligence and regulation)

(cp: MM-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Cristian Chizzoli - Laura Rita Iacovone - Giovanna Padula - Fabrizio Zerbini

8009 CHANNEL MARKETING (Evoluzione del commercio; analisi e progettazione)

CHANNEL MARKETING (Trade evolution analysis and planning)

(cp: MM-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Sandro Castaldo
Lluís Martínez-ribes - Elisabetta Merlo - Karin Maria Laura Zaghi

8010 PRODUCT AND MARKETING INNOVATION (Research and Development)

(cp: MM-LS 5)
(II sem.) (I.E.G.I.) (DEA)
Salvatore Vicari
Paola Cillo - Luigi Mario De Luca

8011 STRATEGIC MARKETING

(cp: MM-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Enrico Valdani
Alessandro Arbore

8012 CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

CONSUMER BEHAVIOUR

(cp: MM-LS 5)
(I sem.) (I.E.G.I.) (DEA)
Bruno Giuseppe Busacca
Edoardo Borruso - Cristian Chizzoli - Cinzia Martignone - Maria Carmela Ostillo - Karin Maria Laura Zaghi

8013 MARKETING (corso progredito)

MARKETING (advanced course)

(cp: CLEACC-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Michela Addis
Isabella Soscia

8015 SISTEMI INFORMATIVI PER IL MARKETING

MARKETING INFORMATION TECHNOLOGY

(cp: MM-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Chiara Mauri
Luca Molteni - Maurizio Poli

8016 PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance) / PERFORMANCE MEASUREMENT (Performance evaluation and management)

(cp: GM-LS 8)
(I sem.) (I.A.F.C.) (DEA)
Franco Amigoni
Ariela Caglio - Andrea Dossi - Gianluca Lombardi Stocchetti - Nicola Pecchiari - Giuseppe Pezzino

8017 POLITICHE FINANZIARIE DI IMPRESA / CORPORATE FINANCE

(cp: GM-LS 6 - AFC-LS 6)
(II sem. - I sem.) (I.A.F.C.) (DEA)
Alessandro Nova - Mauro Bini
Alberto Micalizzi - Francesco Reggiani

8018 BILANCIO E COMUNICAZIONE ECONOMICA

FINANCIAL REPORTING AND INTERNATIONAL ACCOUNTING STANDARDS

(cp: AFC-LS 8)
(I sem.) (I.A.F.C.) (DEA)
Alfredo Vigano'
Nicola Pecchiari - Maurizio Maria Pini - Giuseppe Pogliani

8019 ECONOMIA DELL'ENERGIA

ENERGY ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Luigi De Paoli

8020 MODELLI DI PIANIFICAZIONE E CONTROLLO

PERFORMANCE MEASUREMENT & CONTROL SYSTEMS

(cp: AFC-LS 6)
(I sem.) (I.A.F.C.) (DEA)

Sergio Beretta
Marco Agliati

8021 BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

FINANCIAL REPORTING AND DISCLOSURE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Massimiliano Nova

Luigi Borre' - Alessandra Feller - Sabino Fortunato - Maria Chiara Mosca

8022 SISTEMI DI AMMINISTRAZIONE E CONTROLLO

SYSTEMS & PROCESSES FOR ACCOUNTING AND CONTROL

(cp: AFC-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Franco Flavio Miroglio

Nicola Pecchiari

8023 ANALISI PER LE DECISIONI FINANZIARIE

CORPORATE FINANCIAL MANAGEMENT AND BUSINESS EVALUATION

(cp: AFC-LS 4)

(II sem.) (I.A.F.C.) (DEA)

Mauro Bini

Stefano Bonini

8024 FINANZA AZIENDALE (Introduzione alle valutazioni) / CORPORATE FINANCE (Business valuation)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Mario Massari

Antonio Salvi - Laura Zanetti

8025 PRINCIPI CONTABILI INTERNAZIONALI

INTERNATIONAL ACCOUNTING STANDARDS

(cp: CLELI-LS 8)

(I sem.) (I.A.F.C.) (DEA)

Lorenzo Pozza

Michele Caso', Cesare Conti

8026 ANALISI E VALUTAZIONI FINANZIARIE

FINANCIAL ANALYSIS AND VALUATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 8 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger

Massimo Buongiorno

8027 FINANZA STRATEGICA

STRATEGIC FINANCE

(cp: CLELI-LS 8)

(II sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger

Paolo Maurizio Iovenitti

8028 BILANCIO E OPERAZIONI DI GESTIONE STRAORDINARIA

ACCOUNTING FOR BUSINESS COMBINATIONS

(cp: CLELI-LS 8)

(II sem.) (I.A.F.C.) (DEA)

Riccardo Perotta

8029 PROJECT FINANCING E BUSINESS PLAN

PROJECT FINANCING & BUSINESS PLAN

(cp: CLEACC-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Maurizio Dallochio

Antonello Garzoni - Francesco Perrini - Emanuele Teti

8030 BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato) / BUSINESS - GOVERNMENT RELATIONS

(cp: GM-LS 6)
(I sem.) (I.P.A.S.) (DEA)

Elio Borgonovi

Fabrizio Amatucci - Fabio Michele Amatucci - Giuseppe Berta - Luca Giovanni Brusati - Luca Buccoliero - Paolo Crugnola - Mario Del Vecchio - Paolo Fedele - Marta Marsilio - Jeffrey Straussman - Veronica Vecchi

8031 PROGETTAZIONE E GESTIONE DELLE RIFORME DELLE P.A. NAZIONALI E INTERNAZIONALI

MANAGING PUBLIC REFORM

(cp: CLAPI-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Giovanni Valotti

Francesco Longo

8032 ANALISI DI BILANCIO E REVISIONE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

FINANCIAL STATEMENT ANALYSIS AND AUDITING IN GOVERNMENTS AND INTERNATIONAL INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 8 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Ileana Steccolini

Elena Cantu' - James Guthrie

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

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 8 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Fabrizio Pezzani

Laura Maria Caccia

8034 PEOPLE MANAGEMENT

(cp: GM-LS 8)

(II sem.) (I.O.S.I.) (DEA)

Silvia Bagdadli

Daniele Giugno - Nicola Gurrado - James Hayton - Giacomo Silvestri

8035 COMPORTEMENTO ORGANIZZATIVO

ORGANIZATIONAL BEHAVIOUR

(cp: OSI-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Vincenzo Perrone

8036 METODOLOGIE E TECNICHE DI ANALISI ORGANIZZATIVA

ORGANIZATIONAL ANALYSIS

(cp: OSI-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Rossella Cappetta

8037 PROGETTAZIONE DEI SISTEMI INFORMATIVI (I.S. Development)

I.S. DEVELOPMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Paola Bielli

8038 COORDINAMENTO ORGANIZZATIVO E TECNOLOGIE

TECHNOLOGY MEDIATED COORDINATION SYSTEMS

(cp: OSI-LS 4)

(I sem.) (I.O.S.I.) (DEA)

Luigi Proserpio

8039 PROGETTAZIONE ORGANIZZATIVA

ORGANIZATIONAL DESIGN

(cp: OSI-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Anna Grandori

8040 CAMBIAMENTO ORGANIZZATIVO

ORGANIZATIONAL CHANGE

(cp: OSI-LS 4)
(II sem.) (I.O.S.I.) (DEA)
Giacomo Silvestri

8041 PROJECT AND TEAM MANAGEMENT

(cp: CLEACC-LS 6)
(I sem.) (I.O.S.I.) (DEA)
Cataldo Ruta

8042 INVESTMENT BANKING

(cp: GM-LS 6 - CLEFIN-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Stefano Caselli - Giancarlo Forestieri
Stefano Gatti

8043 MERCATI E INTERMEDIARI FINANZIARI

FINANCIAL MARKETS AND INSTITUTION

(cp: AFC-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Giacomo De Laurentis
Claudio Zara

8044 GESTIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE / MANAGEMENT OF FINANCIAL INSTITUTIONS AND INSURANCE COMPANIES

(cp: CLEFIN-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Andrea Sironi
Giuseppe Corvino - Sergio Paci - Andrea Cesare Resti

8045 DERIVATI / DERIVATIVES

(cp: CLEFIN-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Francesco Saita
Mascia Bedendo - Davide Maspero

8047 SCENARI ECONOMICI / ECONOMIC PROSPECTS

(cp: GM-LS 6)
(I sem.) (I.E.P.) (DEP)
Lanfranco Senn
Luigi De Paoli - Marco Maffezzoli - Marco Merelli - Massimiliano Riggi - Carlo Secchi

8048 INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione)

INDUSTRY ANALYSIS (Industrial economics and economics of innovation)

(cp: MM-LS 8)
(I sem.) (I.E.P.) (DEP)
Nicoletta Corrocher
Marco Guerzoni - Fabio Montobbio

8049 ECONOMIA DELLE RISORSE UMANE

PERSONNEL ECONOMICS

(cp: OSI-LS 8)
(I sem.) (I.E.P.) (DEP)
Michele Pellizzari
Silvia Redaelli

8050 TEMI AVANZATI DI ECONOMIA

ADVANCED TOPICS IN ECONOMICS

(cp: AFC-LS 6)
(II sem.) (I.E.P.) (DEP)
Gianluca Cassese
Francesco Gulli'

8051 POLITICHE PER LO SVILUPPO TERRITORIALE E URBANO

REGIONAL AND URBAN DEVELOPMENT POLICIES

(cp: CLAPI-LS 6)
(II sem.) (I.E.P.) (DEP)
Alberto Bramanti
Massimiliano Riggi

8052 REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE POLITICHE PUBBLICHE

PUBLIC UTILITIES REGULATION AND POLICY EVALUATION

(cp: CLAPI-LS 8)

(I sem.) (I.E.P.) (DEP)

Lanfranco Senn

Marco Alderighi - Marco Percoco

8053 ANALISI DELLE POLITICHE PUBBLICHE NAZIONALI E INTERNAZIONALI

ANALYSIS OF NATIONAL AND INTERNATIONAL PUBLIC POLICIES

(cp: CLAPI-LS 6)

(II sem.) (I.E.P.) (DEP)

Maria Weber

Paolo Roberto Graziano

8054 TEORIA DELLA FINANZA / THEORY OF FINANCE

(cp: CLEFIN-LS 6)

(I sem.) (I.E.P.) (DEP)

Andrea Beltratti

Paolo Colla

8056 TEMI DI ECONOMIA DELL'ARTE E DELLA CULTURA

TOPICS IN ECONOMICS OF ART AND CULTURAL

(cp: CLEACC-LS 8)

(I sem.) (I.E.P.) (DEP)

Roberto Artoni

Luca Micheletto - Alberto Zanardi

8057 ECONOMIA INTERNAZIONALE (Globalizzazione, competitivita' e crescita)

INTERNATIONAL TRADE (Globalization and growth)

(cp: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 8 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Fabrizio Onida

Marius Bruehlhart - Paolo Epifani

8058 ORGANIZZAZIONE INDUSTRIALE

INDUSTRIAL ORGANIZATION (Antitrust and regulation)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Michele Polo

8059 ECONOMIA DELL'IMPRESA E CORPORATE GOVERNANCE

THEORY OF THE FIRM AND CORPORATE GOVERNANCE

(cp: CLEMIT-LS 6)

(I sem.) (I.E.P.) (DEP)

Fausto Panunzi

8060 ECONOMIA DELL'INNOVAZIONE (Crescita economica e cambiamento strutturale)

ECONOMICS OF INNOVATION (Economic growth and structural change)

(cp: CLEMIT-LS 8)

(II sem.) (I.E.P.) (DEP)

Stefano Breschi

Bart Verspagen

8062 METODI QUANTITATIVI PER IL MARKETING

QUANTITATIVE METHODS FOR MARKETING

(cp: MM-LS 6)

(II sem.) (I.M.Q.) (DEP)

Luca Molteni

Elena Feltrinelli - Alberto Saccardi

8063 STATISTICA PER L'ANALISI ORGANIZZATIVA

STATISTICS FOR ORGANIZATIONAL ANALYSIS

(cp: OSI-LS 6)

(I sem.) (I.M.Q.) (DEP)

Sonia Petrone

Paola Cerchiello - Paolo Giudici

8064 METODI QUANTITATIVI PER LE PREVISIONI E LE DECISIONI

QUANTITATIVE METHODS FOR FORECASTS AND DECISIONS

(cp: CLAPI-LS 6)

(I sem.) (I.M.Q.) (DEP)

Erio Castagnoli

Gabriele Gurioli - Benedetto Matarazzo

8065 MODELLI QUANTITATIVI PER LA FINANZA / QUANTITATIVE METHODS FOR FINANCE

(cp: CLEFIN-LS 6)

(I sem.) (I.M.Q.) (DEP)

Fulvio Ortu

Anna Battauz

8067 STATISTICA ECONOMICA

ADVANCED METHODS SURVEY SAMPLING IN ECONOMICS

(cp: CLEACC-LS 4)

(I sem.) (I.M.Q.) (DEP)

Fausta Luscia

Valeria Severini - Cristiano Toni

8068 MATEMATICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

ADVANCED METHODS FOR ECONOMICS AND SOCIAL SCIENCES

(cp: DES-LS 8)

(I sem.) (I.M.Q.) (DEP)

Sandro Salsa

Anna Maria Squellati

8069 STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

ADVANCED STATISTICS FOR ECONOMICS AND SOCIAL SCIENCES

(cp: DES-LS 8)

(I sem.) (I.M.Q.) (DEP)

Piero Veronese

Rebecca Graziani

8070 METODI STATISTICI PER L'ECONOMIA APPLICATA

STATISTICAL METHODS FOR ECONOMICS AND BUSINESS (Multivariate analysis)

(cp: CLEMIT-LS 8)

(II sem.) (I.M.Q.) (DEP)

Raffaella Piccarreta

Erika Blanc - Francesca Michielin

8071 DIRITTO COMMERCIALE (corso progredito) / COMPANY AND BUSINESS LAW (advanced course)

(cp: GM-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLG-LS 8)

(I sem. - II sem.) (I.D.C.) (DEP)

Vincenzo Allegri - Filippo Annunziata - Mario Notari - Piergaetano Marchetti

Luigi Ardiszone - Giannina Baldussi - Luigi Arturo Bianchi - Andrea Caraco' - Marco Carone - Carmelo Massimo Lorenzo

De Iuliiis - Alessandro De Nicola - Andrea Giannelli - Corrado Malberti - Maria Chiara Mosca - Giovanni Strampelli -

Alessandra Veronelli

8072 DIRITTO PER IL MARKETING

LEGAL ISSUES IN MARKETING

(cp: MM-LS 6)

(II sem.) (I.D.C.) (DEP)

Maria Montagnani

Mariateresa Maggiolino - Laurent Manderieux

8073 DIRITTO DEL LAVORO

LABOUR LAW

(cp: OSI-LS 8)

(II sem.) (I.D.C.) (DEP)

Stefano Liebman

Maurizio Del Conte

8074 DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

BUSINESS LAW (SELECTED CORPORATE AND TAX ISSUES IN MANAGEMENT AND INTERNAL AUDITING)

(cp: AFC-LS 6)

(I sem.) (I.D.C.) (DEP)

Silvia Gaia Balp

Angelo Contrino

8075 PROFILI PROCEDIMENTALI E ORGANIZZATIVI DELLA RIFORMA AMMINISTRATIVA
ORGANIZATIONAL AND PROCEDURAL ASPECTS OF ADMINISTRATIVE LAW REFORM

(cp: CLAPI-LS 6)

(I sem.) (I.D.C.) (DEP)

Fabrizio Fracchia

Francesca Mattassoglio - Massimo Occhiena

8076 MICROECONOMIA AVANZATA

ADVANCED MICROECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Aldo Montesano

8077 POLITICAL ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Guido Tabellini

8078 DIRITTO DEI MERCATI E DEGLI STRUMENTI FINANZIARI

CORPORATE LAW AND FINANCIAL MARKETS REGULATION

(cp: CLELI-LS 6)

(II sem.) (I.D.C.) (DEP)

Marco Ventoruzzo

8079 DIRITTO DEI BENI IMMATERIALI (corso progredito)

ADVANCED INTELLECTUAL PROPERTY LAW

(cp: CLEACC-LS 6)

(I sem.) (I.D.C.) (DEP)

Federico Ghezzi

Gustavo Ghidini - Maria Montagnani

8080 DIRITTO DEGLI ENTI NON PROFIT

REGULATION OF NON-PROFIT ENTITIES

(cp: CLEACC-LS 6)

(II sem.) (I.D.C.) (DEP)

Giovanni Iudica

Laura Morlotti Bonetti - Roberto Randazzo

8081 DIRITTO DELL'IMPRESA E DEL MERCATO

COMPETITION LAW

(cp: DES-LS 6)

(I sem.) (I.D.C.) (DEP)

Federico Ghezzi

8082 DIRITTI DI PROPRIETA' INTELLETTUALE E CONCORRENZA

INTELLECTUAL PROPERTY AND COMPETITION LAW

(cp: CLEMIT-LS 6)

(II sem.) (I.D.C.) (DEP)

Federico Ghezzi

Laurent Manderieux

8083 DIRITTO CIVILE

CIVIL LAW

(cp: CLG-LS 8)

(II sem.) (I.D.C.) (DEP)

Giovanni Iudica

Salvatore Patti - Vincenzo Roppo

8084 DIRITTO PROCESSUALE CIVILE

CIVIL PROCEDURE

(cp: CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Da definire

8085 POLITICA MONETARIA

MONETARY POLICY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Roberto Perotti

8086 DIRITTO AMMINISTRATIVO (corso progredito)

ADVANCED ADMINISTRATIVE LAW

(cp: CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
Fabrizio Fracchia
Luigi Gili - Massimo Occhiena

8087 MACROECONOMIA AVANZATA

ADVANCED MACROECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Francesco Giavazzi

8088 DIRITTO PENALE

CRIMINAL LAW

(cp: CLG-LS 8)
(I sem.) (I.D.C.) (DEP)
Alberto Alessandri
Consuelo Marini - Francesco Mucciarelli - Matteo Saccavini

8089 PROCEDURA PENALE

CRIMINAL PROCEDURE

(cp: CLG-LS 6)
(II sem.) (I.D.C.) (DEP)
Massimo Ceresa-gastaldo
Pierpaolo Rivello

8090 STORIA DELLE CODIFICAZIONI

HISTORY OF CODIFICATIONS

(cp: CLG-LS 6)
(II sem.) (I.D.C.) (DEP)
Attilio Guarneri
Annamaria Monti

8091 TASSAZIONE COMPARATA

COMPARATIVE TAXATION

(cp: CLELI-LS 8)
(I sem.) (I.D.C.) (DEP)
Carlo Garbarino
David Rosenbloom

8092 FORME D'IMPRESA E COMPETIZIONE GLOBALE (Confronto tra organizzazioni nella seconda meta' del XX secolo: Stati Uniti, Europa, Giappone)

FORMS OF ENTERPRISE AND GLOBAL COMPETITION (A comparison among United States, Europe and Japan. 1950-2000)
(cp: OSI-LS 6)
(II sem.) (I.S.E.) (DEP)
Franco Amatori
Andrea Colli

8093 ARTE E CULTURA

INTERCULTURAL STUDIES

(cp: CLEACC-LS 6)
(II sem.) (I.S.E.) (DEP)
Stefano Baia Curioni
Maurice Aymard - Sandro Roventi

8094 STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate)

ECONOMIC HISTORY AND SOCIAL DYNAMICS (Comparative civilizations)
(cp: DES-LS 8)
(I sem.) (I.S.E.) (DEP)
Marco Cattini

Elio Borgonovi

8095 STORIA ECONOMICA (Dinamiche di sviluppo delle imprese innovative)

BUSINESS HISTORY (Evolutive dynamics of innovative enterprises)

(cp: CLEMIT-LS 6)

(II sem.) (I.S.E.) (DEP)

Andrea Colli

8096 DEVELOPMENT ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Eliana La Ferrara

8097 MICROECONOMETRICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Michele Pellizzari

Stephen Jenkins

8098 DIRITTO DEL LAVORO (corso progredito)

LABOUR LAW (advanced course)

(cp: CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Stefano Liebman

8099 LINGUA INGLESE

ENGLISH LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 -

CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (C. LINGUISTICO)

Mike Thompson

8100 LINGUA FRANCESE

FRENCH LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 -

CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (C. LINGUISTICO)

Bianca Maria San Pietro

8101 LINGUA TEDESCA

GERMAN LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 -

CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (C. LINGUISTICO)

Anna Dal Collo

8102 LINGUA SPAGNOLA

SPANISH LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 -

CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (C. LINGUISTICO)

M.cristina Bordonaba Zabalza

8103 LINGUA ITALIANA

ITALIAN LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 -

CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (C. LINGUISTICO)

Elisa Turra

8104 LABOUR ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Tito Michele Boeri

8108 COMPETITIVE ANALYSIS AND COMPANY SCENARIOS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.S.E.A.) (DEA)
Antonio Martelli
Paolo Morosetti

8109 GESTIONE STRATEGICA NEI DISTRETTI

STRATEGIC MANAGEMENT IN DISTRICTS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.S.E.A.) (DEA)
Federico Visconti
Carmine Tripodi

8110 IMPRENDITORIALITA' E BUSINESS PLANNING / ENTREPRENEURSHIP AND BUSINESS PLANNING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.A.) (DEA)
Carlo Brugnoli
Carlo Salvato

8111 INTERNATIONAL BUSINESS MANAGEMENT (Advanced topics in international business)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.A.) (DEA)
Fabrizio Perretti
Torben Pedersen

8112 MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi operativi

MANAGEMENT OF FASHION AND DESIGN COMPANIES: operational processes

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.A.) (DEA)
Stefania Saviolo
Gabriella Lojacono - Paola Anna Varacca Capello

8113 MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

MANAGEMENT OF FASHION AND DESIGN COMPANIES: strategic processes

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.S.E.A.) (DEA)
Salvatore Testa
Antonio Catalani - Stefania Saviolo

8114 STRATEGIC DESIGN OF THE MULTINATIONAL FIRM

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.A.) (DEA)
Markus Venzin

8115 STRATEGIA DELLE AZIENDE FAMILIARI

STRATEGIC MANAGEMENT OF FAMILY BUSINESSES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.A.) (DEA)
Guido Corbetta
Daniela Montemerlo

8116 STRATEGIC BUSINESS MODELLING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.A.) (DEA)
Luca Gnan
Leonardo Caporarello

8117 CORPORATE GOVERNANCE E PROCESSI DECISIONALI NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

CORPORATE GOVERNANCE AND DECISION MAKING IN THE PUBLIC SECTOR AND INTERNATIONAL INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.P.A.S.) (DEA)
Giovanni Valotti
Daniela Cristofoli

8118 E-GOVERNMENT STRATEGIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.P.A.S.) (DEA)
Greta Nasi
Luca Buccoliero

8119 MANAGEMENT DELLA SUSSIDIARIETA': NON PROFIT, COOPERATIVE E ORGANIZZAZIONI NON GOVERNATIVE (ONG)

MANAGEMENT OF SUBSIDIARITY: NON PROFIT ORGANIZATIONS, COOPERATIVES AND NGO'S
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.P.A.S.) (DEA)
Giorgio Fiorentini
Antonello Garzoni

8120 GOVERNANCE E MANAGEMENT DEI NETWORK DI PUBBLICO INTERESSE

GOVERNANCE AND MANAGEMENT IN PUBLIC SECTOR NETWORKS
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.P.A.S.) (DEA)
Francesco Longo
Giovanni Fosti

8121 MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

FINANCIAL MANAGEMENT OF EUROPEAN AND INTERNATIONAL PROJECTS
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.P.A.S.) (DEA)
Germana Di Falco

8122 MANAGEMENT E GESTIONE DEI SERVIZI SOCIO-SANITARI

MANAGEMENT OF HEALTH AND SOCIAL CARE
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.P.A.S.) (DEA)
Mara Barbara Bergamaschi
Giovanni Fattore

8123 MODELLI DI FINANZIAMENTO E GESTIONE FINANZIARIA NELLE P.A.

FUNDING AND FINANCIAL MANAGEMENT IN THE PUBLIC SECTOR
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.P.A.S.) (DEA)
Luca Buccoliero

8124 RELAZIONI CON IL CITTADINO E COMUNICAZIONE PUBBLICA DELLE ISTITUZIONI NAZIONALI E INTERNAZIONALI

NATIONAL AND INTERNATIONAL INSTITUTIONS: RELATIONSHIPS WITH CITIZENS AND PUBLIC COMMUNICATION
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.P.A.S.) (DEA)
Giorgio Fiorentini
Valentina Mele

8125 METODI E STRUMENTI DI MANAGEMENT DELLE ISTITUZIONI EUROPEE E INTERNAZIONALI

MANAGEMENT TOOLS OF EUROPEAN AND INTERNATIONAL INSTITUTIONS
(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.P.A.S.) (DEA)
Elio Borgonovi
Paolo Magri

8126 SISTEMI DI VALUTAZIONE DELLE PERFORMANCE PER LE AZIENDE NON PROFIT E PER LE ORGANIZZAZIONI NON GOVERNATIVE

PERFORMANCE EVALUATION OF NONPROFIT AND NONGOVERNMENT ORGANISATIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Alex Turrini

Anna Maria Merlo

8127 STRATEGIC MANAGEMENT OF PUBLIC INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Federico Lega

Peter Charles Spurgeon

8128 I SISTEMI INFORMATIVI INTEGRATI (ERP)

ENTERPRISE RESOURCE PLANNING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

Leonardo Caporarello - Vincenzo Morabito

8129 INFORMATION SECURITY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

Leonardo Caporarello - Massimo Magni

8130 IS GOVERNANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

Paola Bielli - Severino Meregalli

8131 MANAGEMENT CONSULTING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

Carlo Alberto Carnevale Maffe' - Bernardino Provera

8132 ORGANIZZAZIONE DELLE PICCOLE E MEDIE IMPRESE

SMALL BUSINESS ORGANIZATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Paolo Preti

Marina Puricelli

8133 ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI

CROSS CULTURAL MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Cataldo Ruta

Giuseppe Delmestri

8134 PROJECT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

Massimo Magni - Marco Sampietro

8135 SISTEMI DI SVILUPPO DEL PERSONALE

HUMAN RESOURCE DEVELOPMENT SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Silvia Bagdadli

Maria Gabriella Bagnato - Barbara Imperatori

8136 SISTEMI DI VALUTAZIONE E DI RICOMPENSA

ASSESSMENT AND COMPENSATION SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Silvia Bagdadli

Simone Brero

8137 AMMINISTRAZIONE E CONTROLLO NELLE IMPRESE MULTINAZIONALI

ACCOUNTING AND CONTROL IN MNCS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Andrea Dossi

8138 AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

ACCOUNTING AND CONTROL FOR SMES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Annamaria Arcari

Gianluca Lombardi Stocchetti - Lucrezia Songini

8139 ANALISI DI BILANCIO (corso progredito) (Financial statements analysis)

FINANCIAL STATEMENTS ANALYSIS (advanced course)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Nicola Pecchiari

Giuseppe Pogliani

8140 BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

CONSOLIDATED FINANCIAL STATEMENTS AND GROUP PERFORMANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Antonio Tessitore

Alberto Bertoni - Angelo Provasoli - Alfredo Vigano'

8141 CAPITAL BUDGETING E GESTIONE DEL CIRCOLANTE

CAPITAL BUDGETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Paolo Ghiringhelli

8142 REAL ESTATE FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Armando Borghi

Giacomo Morri

8143 CONTABILITA', VALUTAZIONE E CONTROLLO DEGLI INTANGIBILI

INTANGIBLES - ACCOUNTING, EVALUATION AND CONTROL

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Mario Massari

Giuseppe Pogliani - Francesco Reggiani

8144 EARNINGS QUALITY, ANALISI DI BILANCIO E INFORMAZIONI PRICE SENSITIVE

EARNINGS QUALITY, FINANCIAL STATEMENTS ANALYSIS AND PRICE SENSITIVE INFORMATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Maurizio Maria Pini

8145 INTERNATIONAL CORPORATE FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Alberto Bertoni

Stefano Bonini - Ombretta Pettinato - Carlo Maria Pinardi

8146 BOND AND EQUITY OFFERINGS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Mauro Bini

Francesco Momente' - Francesco Reggiani

8147 FORENSIC ACCOUNTING AND FINANCIAL STATEMENT FRAUD

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Giuseppe Pogliani

Nicola Pecchiari

8148 MERGERS AND ACQUISITIONS: GESTIONE DEI PROCESSI E CREAZIONE DI VALORE

MERGERS AND ACQUISITIONS: DEAL STRUCTURING AND VALUE MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger

8149 RISTRUTTURAZIONI AZIENDALI E PROCESSI DI TURNAROUND

CORPORATE RESTRUCTURING AND TURNAROUND MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger

8150 GOVERNANCE, RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

GOVERNANCE, RISK ASSESSMENT AND INTERNAL CONTROL SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Nicola Pecchiari

Sergio Beretta - Dino Martinazzoli

8153 SISTEMI DI CONTROLLO E TECNOLOGIE

CONTROL SYSTEMS AND TECHNOLOGICAL ENVIRONMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Franco Amigoni

Gianluca Meloni

8154 SISTEMI DI COST MANAGEMENT

COST MANAGEMENT SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Marco Agliati

Giovanni Paolo Tomasi

8155 PERFORMANCE EVALUATION AND INCENTIVES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Angelo Ditillo

Lorenzo Patelli

8156 STRATEGIC MANAGEMENT ACCOUNTING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Andrea Dossi

Antonello Garzoni - Lucrezia Songini

8157 TESORERIA E GESTIONE DEI RISCHI FINANZIARI D'IMPRESA

TREASURY AND FINANCIAL RISK MANAGEMENT: A CORPORATE PERSPECTIVE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Cesare Conti

Emanuele Facile

8158 ADVERTISING MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Cristian Chizzoli - Anna Uslenghi

8159 BRAND MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Bruno Giuseppe Busacca

Maria Carmela Ostilio

8160 BtoB MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Stefania Borghini

Bernard Cova

8161 CHANNEL AND TRADE MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Sandro Castaldo

Katia Premazzi

8162 COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

CORPORATE COMMUNICATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Barbara Del Bosco - Vito Di Bari - Stefano Pace

8163 CORPORATE SOCIAL RESPONSIBILITY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Francesco Perrini

Antonio Tencati

8164 CRM AND LOYALTY MANAGEMENT

(cp: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Fabio Ancarani

Fabrizio Zerbini

8165 ECONOMIA DELLA DISTRIBUZIONE COMMERCIALE

RETAIL MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Sandro Castaldo

Karin Maria Laura Zaghi

8166 CULTURE, MEDIA E CONSUMO

CULTURES, MEDIA AND CONSUMPTION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Stefano Podesta'

Daniele Dallì - Stefano Pace

8167 E-MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Emanuela Prandelli

Gianmario Verona

8168 INNOVATION AND TECHNOLOGY MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Alfonso Gambardella

Paola Giuri - Giovanna Padula

8169 SOSTENIBILITA' E INNOVAZIONE NELL'IMPRESA INDUSTRIALE

CORPORATE SUSTAINABILITY AND INNOVATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Francesco Perrini

Stefano Pogutz

8170 INNOVAZIONE NEL RETAILING

RETAILING INNOVATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Daniele Fornari

Roberto Ravazzoni

8171 LABORATORIO DI BENI CULTURALI E MERCATO DELL'ARTE

CULTURAL HERITAGE AND THE ARTS MARKET WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Guido Guerzoni

8172 LABORATORIO DI COMUNICAZIONE

WORKSHOP IN COMMUNICATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Cristian Chizzoli - Stefano Pace - Diego Rinallo

8173 LABORATORIO DI EDITORIA E MEDIA

PUBLISHING AND MEDIA WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Paola Dubini

Giuseppe Delmestri - Giacomo Negro - Andrea Ordanini - Fabrizio Perretti

8174 LABORATORIO DI MODA E DESIGN

FASHION AND DESIGN WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)

Salvatore Testa

Erica Corbellini - Stefania Saviolo

8175 LABORATORIO DI SPETTACOLO ED ENTERTAINMENT

PERFORMING ARTS AND ENTERTAINMENT WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)

Anna Maria Merlo

Claudia Tacchino

8176 LABORATORIO DI TURISMO E TERRITORIO

TOURISM AND LOCAL DEVELOPMENT WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)

Magda Antonioli

Rodolfo Baggio - Giovanni Viganò

8177 LOGISTICS MANAGEMENT AND STRATEGY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Alberto Grando

Monica Dellantonio

8178 MANAGEMENT DELLE ACQUISIZIONI

ACQUISITION MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Valter Conca

Angeloantonio Russo

8179 MARKETING DEI SERVIZI

SERVICES MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Antonella Caru'

Annamma Joy - Stefano Pace

8180 MARKETING ESPERIENZIALE

EXPERIENTIAL MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Antonella Caru'

Bernard Cova - Stefano Pace

8181 MARKETING INTERNAZIONALE

INTERNATIONAL MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Enrico Valdani

Carolina Guerini - David Mario Dino Jarach

8182 OPERATIONS AND INNOVATION MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Gianmario Verona

Christine Moorman - Giuseppe Stabilini

8183 PROTEZIONE DELLE RISORSE E DELL'AMBIENTE

PROTECTION OF RESOURCES AND ENVIRONMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Sergio Pivato

Nicola Misani

8184 RESEARCH AND DEVELOPMENT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Vincenzo Baglieri

Silvia Zamboni

8185 SALES AND KEY ACCOUNT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Paolo Guenzi

8186 SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

SEMIOTICS OF CONSUMPTION AND COMMUNICATION THEORIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Arianna Brioschi - Paola Maria Milanese - Diego Rinallo

8187 SUPPLY CHAIN MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Raffaele Secchi

Francesco Gallman

8188 ASSET MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Barbara Alemanni

Marco Navone

8190 GESTIONE DEI RISCHI E MODELLI DI ALM PER LE ASSICURAZIONI

RISK MANAGEMENT AND ALM MODELS FOR INSURANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Giuseppe Corvino

8191 INVESTMENT BANKING E FINANZA STRUTTURATA

INVESTMENT BANKING AND STRUCTURED FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Stefano Gatti

Andrea Fabbri

8192 LE INFORMAZIONI AL MERCATO DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

INFORMATION AND REPORTING OF FINANCIAL INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Sergio Paci

Stefano Zorzoli

8193 INTERNATIONAL FINANCIAL MARKETS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Manuela Geranio

8194 PRIVATE BANKING E GESTIONE DEI PATRIMONI ISTITUZIONALI

PRIVATE BANKING AND MONEY MANAGEMENT FOR INSTITUTIONAL INVESTORS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.M.I.F.) (DEA)
Andrea Cesare Resti

8195 PRIVATE EQUITY AND VENTURE CAPITAL

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Stefano Caselli

8196 COMPARATIVE FINANCIAL SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Marco Onado

8197 STRATEGIA E ORGANIZZAZIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

STRATEGIES AND ORGANISATION OF FINANCIAL AND INSURANCE INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.M.I.F.) (DEA)
Paolo Mottura
Sergio Paci

8201 GESTIONE DELL'INNOVAZIONE

INNOVATION MANAGEMENT

(cp: CLEMIT-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Boris Durisin

8202 PUBLIC ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Alessandra Casarico
Robert Dur - Luca Micheletto

8203 ECONOMICS OF EUROPEAN INTEGRATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Carlo Altomonte
Mario Nava - Francesco Passarelli

8204 ENTREPRENEURSHIP, FINANCE AND INNOVATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Laura Bottazzi
Stefano Caselli - Stefano Gatti

8210 INFORMAZIONE E STRUTTURA DEI MERCATI FINANZIARI

INFORMATION AND FINANCIAL MARKET ARCHITECTURE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Barbara Rindi
Bruno Biais

8212 POLITICA COMPARATA

COMPARATIVE POLITICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Maria Weber
Corrado Molteni

8215 REGOLAMENTAZIONE DEI MERCATI FINANZIARI

REGULATION OF FINANCIAL MARKETS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Angelo Porta
Franco Bruni

8216 LABORATORIO DI STAMPA ED ECONOMIA

PRESS AND ECONOMICS WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)
(I sem.) (I.E.P.) (DEP)
Andrea Beltratti
Marco Liera

8217 LABORATORIO DI STRUMENTI PER L'ATTIVITA' DI RICERCA

RESEARCH TOOLS WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)
(I sem.) (I.E.P.) (DEP)
Stefano Breschi
Anna Creti'

8218 TEORIA DEI GIOCHI

GAME THEORY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.P.) (DEP)
Pierpaolo Battigalli

8219 PRINCIPLES OF FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6
- CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Andrea Beltratti

8221 TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.M.Q.) (DEP)
Sonia Petrone
Patrizia Campagnoli - Luca Molteni

8222 BEHAVIOURAL MODELS IN ECONOMICS AND FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Erio Castagnoli
Fabio Angelo Maccheroni

8223 FIXED INCOME (Advanced methods)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Fulvio Ortu
Damiano Brigo - Gianluca Fusai - Fabio Mercurio

8224 INCOME DISTRIBUTION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Pietro Muliere
Conchita D'ambrosio

8228 METHODS FOR FINANCIAL RISK MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Fabio Angelo Maccheroni
Mascia Bedendo - Gino Favero - Francesco Saita

8229 NUMERICAL METHODS IN FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Anna Battauz
Fabrizio Iozzi

8230 QUANTITATIVE METHODS FOR SOCIAL SCIENCES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Pietro Muliere

8231 BAYESIAN STATISTICAL METHODS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Pietro Muliere

8232 POPULATION DYNAMICS AND ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.M.Q.) (DEP)
Francesco Billari
Hans-peter Kohler

8233 DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)
(I sem.) (I.M.Q.) (DEP)
Francesco Billari
Jane Klobas - Stefano Renzi

8236 INTERNATIONAL TRADE LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
Giorgio Sacerdoti
Gianluca Rubagotti

8239 DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE

IT AND COMMUNICATION LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
Giuseppe Franco Ferrari
Oreste Pollicino - Luca Sanfilippo

8240 DIRITTO FALLIMENTARE

BANKRUPTCY LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
Da definire

8241 DIRITTO DELLA CONCORRENZA

ANTITRUST LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
Federico Ghezzi
Mariateresa Maggolino - Giuseppina Maria Mangione

8242 DIRITTO INTERNAZIONALE PRIVATO

INTERNATIONAL PRIVATE LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Maria Paola Mariani

Giorgio Sacerdoti

8243 DIRITTO DELL'ARBITRATO INTERNO E INTERNAZIONALE

INTERNAL AND INTERNATIONAL ARBITRATION LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giovanni Iudica

Stefano Azzali

8244 DIRITTO PUBBLICO DELL'ECONOMIA

REGULATION IN ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

Antonello Tarzia

8245 DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

TAX LAW (advanced course 1) (Business taxation)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Carlo Garbarino

Angelo Contrino - Claudio Legnazzi

8246 DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

TAX LAW (advanced course 2) (Advanced topics)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Carlo Garbarino

Patrizio Braccioni - Andrea Manzitti

8247 DIRITTO TRIBUTARIO INTERNAZIONALE

INTERNATIONAL TAX LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Carlo Garbarino

Angelo Contrino

8248 COMPARATIVE BUSINESS HISTORY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.) (DEP)

Franco Amatori

8249 LABORATORIO DI FONTI DEI DATI PER LA RICERCA ECONOMICA E SOCIALE: DAI MEDIA TRADIZIONALI A INTERNET

DATA SOURCES FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP: FROM TRADITIONAL MEDIA TO THE INTERNET

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.S.E.) (DEP)

Andrea Colli

Guido Alfani

8250 SOCIOLOGIA E STORIA (corso monografico)

SOCIOLOGY AND HISTORY (monographic course)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.) (DEP)

Achille Marzio Romani

Marco Cattini - Sandro Roventi

8251 STORIA, ISTITUZIONI E CRISI DEL SISTEMA FINANZIARIO GLOBALE

HISTORY, INSTITUTIONS AND CRISES OF THE GLOBAL FINANCIAL SYSTEM

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.) (DEP)

Massimo Amato

Luca Fantacci

8252 UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETA', ISTITUZIONI

ECONOMICS, SOCIETY AND INSTITUTIONS: A PERSPECTIVE VIEW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.) (DEP)

Marco Cattini

Giuseppe Berta

8254 ECONOMIA DELLA CULTURA E DEL TERRITORIO

CULTURAL ECONOMICS AND LAND USE ISSUES

(cp: CLEACC-LS 6)

(II sem.) (I.E.P.) (DEP)

Magda Antonioli

Giovanni Vigano'

8255 ECONOMETRIA / ECONOMETRICS

(cp: CLEFIN-LS 6)

(II sem.) (I.E.P.) (DEP)

Carlo Ambrogio Favero

Barbara Chizzolini

8256 STATISTICA / STATISTICS

(cp: CLEFIN-LS 6)

(I sem.) (I.M.Q.) (DEP)

Francesco Corielli

8257 DIRITTO ROMANO

ROMAN LAW

(cp: CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Federico Pergami

8258 DIRITTO UNIONE EUROPEA

EUROPEAN UNION LAW

(cp: CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Maria Paola Mariani

8259 MANAGEMENT DEI PROCESSI DI FUND RAISING

MANAGEMENT OF FUND RAISING PROCESSES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Francesco Manfredi

Erika Mallarini

8260 FINANCIAL STATEMENT ANALYSIS

(cp: CLEFIN-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Annalisa Prencipe

Patrizia Tettamanzi - Daniela Travella

8261 MANAGEMENT OF INTERNATIONAL INSTITUTIONS

(cp: CLAPI-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Stefano Olmeti

Paolo Roberto Graziano

8262 ECONOMIA E MANAGEMENT DELLA CONOSCENZA

ECONOMICS AND MANAGEMENT OF KNOWLEDGE

(cp: CLEMIT-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Alfonso Gambardella

8263 LABORATORIO DI PROGRAMMAZIONE DEI CALCOLATORI PER LE SCIENZE ECONOMICHE E SOCIALI
COMPUTER PROGRAMMING FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)
(I sem.) (I.M.Q.) (DEP)
Fabrizio Iozzi
Paolo Cadringer

8264 INTERNATIONAL MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Enrico Valdani
Andras Bauer - Eleonora Cattaneo

8265 SEMIOTICS OF CONSUMPTION AND COMMUNICATION THEORIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Francesca Golfetto
Arianna Brioschi - Diego Rinallo - Jonathan Schroeder

8266 ANTROPOLOGIA DELLA MODA

ANTHROPOLOGY OF FASHION
(cp: GM-LS 6 - CLEACC-LS 6)
(I sem.) (CONV.POLITECNICO)
Antonio Calbi

8271 COMPARATIVE BUSINESS AND CORPORATE LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.D.C.) (DEP)
Catherine Rogers
Hirte Heribert

10.3

List of courses by instructor in alphabetical order

The course profiles can be consulted at <http://www.unibocconi.it/profiles>.

ADDIS MICHELA

8013 - MARKETING (corso progredito)

AGLIATI MARCO

8154 - SISTEMI DI COST MANAGEMENT
8020 - MODELLI DI PIANIFICAZIONE E CONTROLLO

AIROLDI GIUSEPPE

8003 - SISTEMI DI CORPORATE GOVERNANCE

ALDERIGHI MARCO

8052 - REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE POLITICHE PUBBLICHE

ALEMANNI BARBARA

8188 - ASSET MANAGEMENT

ALESSANDRI ALBERTO

8088 - DIRITTO PENALE

ALFANI GUIDO

8249 - LABORATORIO DI FONTI DEI DATI PER LA RICERCA ECONOMICA E SOCIALE: DAI MEDIA TRADIZIONALI A INTERNET

ALLEGRI VINCENZO

8071 - DIRITTO COMMERCIALE (corso progredito)

ALTOMONTE CARLO

8203 - ECONOMICS OF EUROPEAN INTEGRATION

AMATO MASSIMO

8251 - STORIA, ISTITUZIONI E CRISI DEL SISTEMA FINANZIARIO GLOBALE

AMATORI FRANCO

8248 - COMPARATIVE BUSINESS HISTORY

8092 - FORME D'IMPRESA E COMPETIZIONE GLOBALE (Confronto tra organizzazioni nella seconda meta' del XX secolo: Stati Uniti, Europa, Giappone)

AMATUCCI FABRIZIO

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

AMATUCCI FABIO MICHELE

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

AMIGONI FRANCO

8153 - SISTEMI DI CONTROLLO E TECNOLOGIE

8016 - PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance)

ANCARANI FABIO

8164 - CRM AND LOYALTY MANAGEMENT

8006 - MARKETING MANAGEMENT

ANNUNZIATA FILIPPO

8071 - DIRITTO COMMERCIALE (corso progredito)

ANTONIOLI MAGDA

8176 - LABORATORIO DI TURISMO E TERRITORIO

8254 - ECONOMIA DELLA CULTURA E DEL TERRITORIO

ARBORE ALESSANDRO

8006 - MARKETING MANAGEMENT

8011 - STRATEGIC MARKETING

ARCARI ANNAMARIA

8138 - AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

ARDIZZONE LUIGI

8071 - DIRITTO COMMERCIALE (corso progredito)

ARTONI ROBERTO

8056 - TEMI DI ECONOMIA DELL'ARTE E DELLA CULTURA

AYMARD MAURICE

8093 - ARTE E CULTURA

AZZALI STEFANO

8243 - DIRITTO DELL'ARBITRATO INTERNO E INTERNAZIONALE

BAGDADLI SILVIA

8135 - SISTEMI DI SVILUPPO DEL PERSONALE

8136 - SISTEMI DI VALUTAZIONE E DI RICOMPENSA

8034 - PEOPLE MANAGEMENT

BAGGIO RODOLFO

8176 - LABORATORIO DI TURISMO E TERRITORIO

BAGLIERI VINCENZO

8184 - RESEARCH AND DEVELOPMENT MANAGEMENT

BAGNATO MARIA GABRIELLA

8135 - SISTEMI DI SVILUPPO DEL PERSONALE

BAIA CURIONI STEFANO

8093 - ARTE E CULTURA

BALDUSSI GIANNINA

8071 - DIRITTO COMMERCIALE (corso progredito)

BALP SILVIA GAIA

8074 - DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

BATTAUZ ANNA

8229 - NUMERICAL METHODS IN FINANCE

8065 - MODELLI QUANTITATIVI PER LA FINANZA

BATTIGALLI PIERPAOLO

8218 - TEORIA DEI GIOCHI

BAUER ANDRAS

8264 - INTERNATIONAL MARKETING

BEDENDO MASCIA

8045 - DERIVATI

8228 - METHODS FOR FINANCIAL RISK MANAGEMENT

BELTRATTI ANDREA

8216 - LABORATORIO DI STAMPA ED ECONOMIA

8219 - PRINCIPLES OF FINANCE

8054 - TEORIA DELLA FINANZA

BERETTA SERGIO

8020 - MODELLI DI PIANIFICAZIONE E CONTROLLO

8150 - GOVERNANCE, RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

BERGAMASCHI MARA BARBARA

8122 - MANAGEMENT E GESTIONE DEI SERVIZI SOCIO-SANITARI

BERTA GIUSEPPE

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

8252 - UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETA', ISTITUZIONI

BERTONI ALBERTO

8140 - BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

BERTONI ALBERTO

8145 - INTERNATIONAL CORPORATE FINANCE

BIAIS BRUNO

8210 - INFORMAZIONE E STRUTTURA DEI MERCATI FINANZIARI

BIANCHI LUIGI ARTURO

8071 - DIRITTO COMMERCIALE (corso progredito)

BIELLI PAOLA

8037 - PROGETTAZIONE DEI SISTEMI INFORMATIVI (I.S. Development)

8130 - IS GOVERNANCE

BILLARI FRANCESCO

8232 - POPULATION DYNAMICS AND ECONOMICS

8233 - DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

BINI MAURO

8146 - BOND AND EQUITY OFFERINGS

8017 - POLITICHE FINANZIARIE DI IMPRESA

8023 - ANALISI PER LE DECISIONI FINANZIARIE

BLANC ERIKA

8070 - METODI STATISTICI PER L'ECONOMIA APPLICATA

BOERI TITO MICHELE

8104 - LABOUR ECONOMICS

BONINI STEFANO

8023 - ANALISI PER LE DECISIONI FINANZIARIE

8145 - INTERNATIONAL CORPORATE FINANCE

BORDONABA ZABALZA M.CRISTINA

8102 - LINGUA SPAGNOLA

BORGHI ARMANDO

8142 - REAL ESTATE FINANCE

BORGHINI STEFANIA

8160 - BtoB MARKETING

8007 - TEORIA GENERALE DEI CONSUMI (Consumo e antropologia culturale)

BORGONOVİ ELIO

8125 - METODI E STRUMENTI DI MANAGEMENT DELLE ISTITUZIONI EUROPEE E INTERNAZIONALI

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

8094 - STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate)

BORRE' LUIGI

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

BORRUSO EDOARDO

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

BOTTAZZI LAURA

8204 - ENTREPRENEURSHIP, FINANCE AND INNOVATION

BRACCIONI PATRIZIO

8246 - DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

BRAMANTI ALBERTO

8051 - POLITICHE PER LO SVILUPPO TERRITORIALE E URBANO

BRERO SIMONE

8136 - SISTEMI DI VALUTAZIONE E DI RICOMPENSA

BRESCHI STEFANO

8217 - LABORATORIO DI STRUMENTI PER L'ATTIVITA' DI RICERCA

8060 - ECONOMIA DELL'INNOVAZIONE (Crescita economica e cambiamento strutturale)

BRIGO DAMIANO

8223 - FIXED INCOME (Advanced methods)

BRIOSCHI ARIANNA

8186 - SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

8265 - SEMIOTICS OF CONSUMPTION AND COMMUNICATION THEORIES

BRUELHART MARIUS

8057 - ECONOMIA INTERNAZIONALE (Globalizzazione, competitività e crescita)

BRUGGER GUALTIERO

8148 - MERGERS AND ACQUISITIONS: GESTIONE DEI PROCESSI E CREAZIONE DI VALORE

8149 - RISTRUTTURAZIONI AZIENDALI E PROCESSI DI TURNAROUND

8026 - ANALISI E VALUTAZIONI FINANZIARIE

8027 - FINANZA STRATEGICA

BRUGNOLI CARLO

8110 - IMPRENDITORIALITÀ E BUSINESS PLANNING

BRUNI FRANCO

8215 - REGOLAMENTAZIONE DEI MERCATI FINANZIARI

BRUSATI LUCA GIOVANNI

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

BUCCOLIERO LUCA

8123 - MODELLI DI FINANZIAMENTO E GESTIONE FINANZIARIA NELLE P.A.

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

8118 - E-GOVERNMENT STRATEGIES

BUONGIORNO MASSIMO

8026 - ANALISI E VALUTAZIONI FINANZIARIE

BUSACCA BRUNO GIUSEPPE

8159 - BRAND MANAGEMENT

8006 - MARKETING MANAGEMENT

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

CACCIA LAURA MARIA

8033 - PROGETTAZIONE DEI SISTEMI DI CONTROLLO E VALUTAZIONE DEI RISULTATI NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

CADRINGER PAOLO

8263 - LABORATORIO DI PROGRAMMAZIONE DEI CALCOLATORI PER LE SCIENZE ECONOMICHE E SOCIALI

CAGLIO ARIELA

8016 - PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance)

CALBI ANTONIO

8266 - ANTROPOLOGIA DELLA MODA

CAMPAGNOLI PATRIZIA

8221 - TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA

CANTU' ELENA

8032 - ANALISI DI BILANCIO E REVISIONE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

CAPORARELLO LEONARDO

8116 - STRATEGIC BUSINESS MODELLING

8128 - I SISTEMI INFORMATIVI INTEGRATI (ERP)

8129 - INFORMATION SECURITY

CAPPETTA ROSSELLA

8036 - METODOLOGIE E TECNICHE DI ANALISI ORGANIZZATIVA

CARACO' ANDREA

8071 - DIRITTO COMMERCIALE (corso progredito)

CARNEVALE MAFFE' CARLO ALBERTO

8131 - MANAGEMENT CONSULTING

CARONE MARCO

8071 - DIRITTO COMMERCIALE (corso progredito)

CARRIERO ANDREA

8004 - ECONOMETRIA AVANZATA

CARU' ANTONELLA

8179 - MARKETING DEI SERVIZI

8180 - MARKETING ESPERIENZIALE

CASARICO ALESSANDRA

8202 - PUBLIC ECONOMICS

CASELLI STEFANO

8195 - PRIVATE EQUITY AND VENTURE CAPITAL

8042 - INVESTMENT BANKING

8204 - ENTREPRENEURSHIP, FINANCE AND INNOVATION

CASO' MICHELE

8025 - PRINCIPI CONTABILI INTERNAZIONALI

CASSESE GIANLUCA

8050 - TEMI AVANZATI DI ECONOMIA

CASTAGNOLI ERIO

8222 - BEHAVIOURAL MODELS IN ECONOMICS AND FINANCE

8064 - METODI QUANTITATIVI PER LE PREVISIONI E LE DECISIONI

CASTALDO SANDRO

8161 - CHANNEL AND TRADE MARKETING

8165 - ECONOMIA DELLA DISTRIBUZIONE COMMERCIALE

"8009 - CHANNEL MARKETING (Evoluzione del commercio; analisi e progettazione)"

CATALANI ANTONIO

8113 - MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

CATTANEO ELEONORA

8264 - INTERNATIONAL MARKETING

CATTINI MARCO

8252 - UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETA', ISTITUZIONI

8094 - STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate)

8250 - SOCIOLOGIA E STORIA (corso monografico)

CERCHIELLO PAOLA

8063 - STATISTICA PER L'ANALISI ORGANIZZATIVA

CERESA-GASTALDO MASSIMO

8089 - PROCEDURA PENALE

CHIAPPETTA FRANCESCO

8001 - CORPORATE GOVERNANCE

CHIZZOLI CRISTIAN

8008 - COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

8158 - ADVERTISING MANAGEMENT

8172 - LABORATORIO DI COMUNICAZIONE

CHIZZOLINI BARBARA

8255 - ECONOMETRIA

CILLO PAOLA

8010 - PRODUCT AND MARKETING INNOVATION (Research and Development)

CODA VITTORIO

8002 - GESTIONE STRATEGICA

COLLA PAOLO

8054 - TEORIA DELLA FINANZA

COLLI ANDREA

8249 - LABORATORIO DI FONTI DEI DATI PER LA RICERCA ECONOMICA E SOCIALE: DAI MEDIA TRADIZIONALI A INTERNET

8095 - STORIA ECONOMICA (Dinamiche di sviluppo delle imprese innovative)

8003 - SISTEMI DI CORPORATE GOVERNANCE

8092 - FORME D'IMPRESA E COMPETIZIONE GLOBALE (Confronto tra organizzazioni nella seconda metà' del XX secolo: Stati Uniti, Europa, Giappone)

CONCA VALTER

8178 - MANAGEMENT DELLE ACQUISIZIONI

CONTI CESARE

8157 - TESORERIA E GESTIONE DEI RISCHI FINANZIARI D'IMPRESA

8025 - PRINCIPI CONTABILI INTERNAZIONALI

CONTRINO ANGELO

8074 - DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

8245 - DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

8247 - DIRITTO TRIBUTARIO INTERNAZIONALE

CORBELLINI ERICA

8174 - LABORATORIO DI MODA E DESIGN

CORBETTA GUIDO

8115 - STRATEGIA DELLE AZIENDE FAMILIARI

8002 - GESTIONE STRATEGICA

CORIELLI FRANCESCO

8256 - STATISTICA

CORROCHER NICOLETTA

8048 - INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione)

CORVINO GIUSEPPE

8190 - GESTIONE DEI RISCHI E MODELLI DI ALM PER LE ASSICURAZIONI

8044 - GESTIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

COVA BERNARD

8160 - BtoB MARKETING

8180 - MARKETING ESPERIENZIALE

CRETI' ANNA

8217 - LABORATORIO DI STRUMENTI PER L'ATTIVITA' DI RICERCA

CRISTOFOLI DANIELA

8117 - CORPORATE GOVERNANCE E PROCESSI DECISIONALI NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

CRUGNOLA PAOLO

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

D'AMBROSIO CONCHITA

8224 - INCOME DISTRIBUTION

DAL COLLO ANNA

8101 - LINGUA TEDESCA

DALLI DANIELE

8166 - CULTURE, MEDIA E CONSUMO

DALLOCCIO MAURIZIO

8029 - PROJECT FINANCING E BUSINESS PLAN

DE IULIIS CARMELO MASSIMO LORENZO

8071 - DIRITTO COMMERCIALE (corso progredito)

DE LAURENTIS GIACOMO

8043 - MERCATI E INTERMEDIARI FINANZIARI

DE LUCA LUIGI MARIO

8010 - PRODUCT AND MARKETING INNOVATION (Research and Development)

DE NICOLA ALESSANDRO

8071 - DIRITTO COMMERCIALE (corso progredito)

DE PAOLI LUIGI

8019 - ECONOMIA DELL'ENERGIA

8047 - SCENARI ECONOMICI

DEL BOSCO BARBARA

8162 - COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

DEL CONTE MAURIZIO

8073 - DIRITTO DEL LAVORO

DEL VECCHIO MARIO

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

DELLANTONIO MONICA

8177 - LOGISTICS MANAGEMENT AND STRATEGY

DELMESTRI GIUSEPPE

8133 - ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI

8173 - LABORATORIO DI EDITORIA E MEDIA

DI BARI VITO

8162 - COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

DI FALCO GERMANA

8121 - MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

DITILLO ANGELO

8155 - PERFORMANCE EVALUATION AND INCENTIVES

DOSSI ANDREA

8137 - AMMINISTRAZIONE E CONTROLLO NELLE IMPRESE MULTINAZIONALI

8156 - STRATEGIC MANAGEMENT ACCOUNTING

8016 - PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance)

DUBINI PAOLA

8173 - LABORATORIO DI EDITORIA E MEDIA

8005 - STRATEGIA E GOVERNANCE DELLE AZIENDE CULTURALI

DUR ROBERT

8202 - PUBLIC ECONOMICS

DURISIN BORIS

8201 - GESTIONE DELL'INNOVAZIONE

EPIFANI PAOLO

8057 - ECONOMIA INTERNAZIONALE (Globalizzazione, competitività e crescita)

FABBRI ANDREA

8191 - INVESTMENT BANKING E FINANZA STRUTTURATA

FACILE EMANUELE

8157 - TESORERIA E GESTIONE DEI RISCHI FINANZIARI D'IMPRESA

FANTACCI LUCA

8251 - STORIA, ISTITUZIONI E CRISI DEL SISTEMA FINANZIARIO GLOBALE

FATTORE GIOVANNI

8122 - MANAGEMENT E GESTIONE DEI SERVIZI SOCIO-SANITARI

FAVERO GINO

8228 - METHODS FOR FINANCIAL RISK MANAGEMENT

FAVERO CARLO AMBROGIO

8255 - ECONOMETRIA

FEDELE PAOLO

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

FELLER ALESSANDRA

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

FELTRINELLI ELENA

8062 - METODI QUANTITATIVI PER IL MARKETING

FERRARI GIUSEPPE FRANCO

8239 - DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE

8244 - DIRITTO PUBBLICO DELL'ECONOMIA

FIorentini GIORGIO

8119 - MANAGEMENT DELLA SUSSIDIARIETA': NON PROFIT, COOPERATIVE E ORGANIZZAZIONI NON GOVERNATIVE (ONG)

8124 - RELAZIONI CON IL CITTADINO E COMUNICAZIONE PUBBLICA DELLE ISTITUZIONI NAZIONALI E

INTERNAZIONALI

FORESTIERI GIANCARLO

8042 - INVESTMENT BANKING

FORNARI DANIELE

8170 - INNOVAZIONE NEL RETAILING

FORTUNATO SABINO

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

FOSTI GIOVANNI

8120 - GOVERNANCE E MANAGEMENT DEI NETWORK DI PUBBLICO INTERESSE

FRACCHIA FABRIZIO

8075 - PROFILI PROCEDIMENTALI E ORGANIZZATIVI DELLA RIFORMA AMMINISTRATIVA

8086 - DIRITTO AMMINISTRATIVO (corso progredito)

FUSAI GIANLUCA

8223 - FIXED INCOME (Advanced methods)

GALLMAN FRANCESCO

8187 - SUPPLY CHAIN MANAGEMENT

GAMBARDELLA ALFONSO

8168 - INNOVATION AND TECHNOLOGY MANAGEMENT

8262 - ECONOMIA E MANAGEMENT DELLA CONOSCENZA

GARBARINO CARLO

8245 - DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

8246 - DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

8247 - DIRITTO TRIBUTARIO INTERNAZIONALE

8091 - TASSAZIONE COMPARATA

GARZONI ANTONELLO

8029 - PROJECT FINANCING E BUSINESS PLAN

8119 - MANAGEMENT DELLA SUSSIDIARIETA': NON PROFIT, COOPERATIVE E ORGANIZZAZIONI NON GOVERNATIVE (ONG)

8156 - STRATEGIC MANAGEMENT ACCOUNTING

GATTI STEFANO

8191 - INVESTMENT BANKING E FINANZA STRUTTURATA

8042 - INVESTMENT BANKING

8204 - ENTREPRENEURSHIP, FINANCE AND INNOVATION

GERANIO MANUELA

8193 - INTERNATIONAL FINANCIAL MARKETS

GHEZZI FEDERICO

8241 - DIRITTO DELLA CONCORRENZA

8079 - DIRITTO DEI BENI IMMATERIALI (corso progredito)

8081 - DIRITTO DELL'IMPRESA E DEL MERCATO

8082 - DIRITTI DI PROPRIETA' INTELLETTUALE E CONCORRENZA

GHIDINI GUSTAVO

8079 - DIRITTO DEI BENI IMMATERIALI (corso progredito)

GHIRINGHELLI PAOLO

8141 - CAPITAL BUDGETING E GESTIONE DEL CIRCOLANTE

GIANNELLI ANDREA

8071 - DIRITTO COMMERCIALE (corso progredito)

GIAVAZZI FRANCESCO

8087 - MACROECONOMIA AVANZATA

GIBBERT MICHAEL

8006 - MARKETING MANAGEMENT

GILI LUIGI

8086 - DIRITTO AMMINISTRATIVO (corso progredito)

GIUDICI PAOLO

8063 - STATISTICA PER L'ANALISI ORGANIZZATIVA

GIUGNO DANIELE

8034 - PEOPLE MANAGEMENT

GIURI PAOLA

8168 - INNOVATION AND TECHNOLOGY MANAGEMENT

GNAN LUCA

8116 - STRATEGIC BUSINESS MODELLING

GOLFETTO FRANCESCA

8158 - ADVERTISING MANAGEMENT

8162 - COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

8172 - LABORATORIO DI COMUNICAZIONE

8186 - SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

8265 - SEMIOTICS OF CONSUMPTION AND COMMUNICATION THEORIES

8008 - COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

GRANDO ALBERTO

8177 - LOGISTICS MANAGEMENT AND STRATEGY

GRANDORI ANNA

8039 - PROGETTAZIONE ORGANIZZATIVA

GRAZIANI REBECCA

8069 - STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

GRAZIANO PAOLO ROBERTO

8053 - ANALISI DELLE POLITICHE PUBBLICHE NAZIONALI E INTERNAZIONALI

8261 - MANAGEMENT OF INTERNATIONAL INSTITUTIONS

GUARNERI ATTILIO

8090 - STORIA DELLE CODIFICAZIONI

GUENZI PAOLO

8185 - SALES AND KEY ACCOUNT MANAGEMENT

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8053 - ANALISI DELLE POLITICHE PUBBLICHE NAZIONALI E INTERNAZIONALI

ZAGHI KARIN MARIA LAURA

"8009 - CHANNEL MARKETING (Evoluzione del commercio; analisi e progettazione)"

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

8165 - ECONOMIA DELLA DISTRIBUZIONE COMMERCIALE

ZAMBONI SILVIA

8184 - RESEARCH AND DEVELOPMENT MANAGEMENT

ZANARDI ALBERTO

8056 - TEMI DI ECONOMIA DELL'ARTE E DELLA CULTURA

ZANETTI LAURA

8024 - FINANZA AZIENDALE (Introduzione alle valutazioni)

ZARA CLAUDIO

8043 - MERCATI E INTERMEDIARI FINANZIARI

ZATTONI ALESSANDRO

8001 - CORPORATE GOVERNANCE

ZERBINI FABRIZIO

8006 - MARKETING MANAGEMENT

8008 - COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

8164 - CRM AND LOYALTY MANAGEMENT

ZONA FABIO

8001 - CORPORATE GOVERNANCE

ZORZOLI STEFANO

8192 - LE INFORMAZIONI AL MERCATO DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE