



# Student's Handbook 2005 2006

GUIDE TO THE UNIVERSITY

**Bocconi**

## Undergraduate Programs

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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 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.unibocconi.it/bachecheistituti> (Italian version);
- the Teaching Organisation Area and Student Academic Career Area bulletin board that can be accessed at <http://www.unibocconi.it/bulletinboard>;
- the How to section that contains a number of brief guides designed to enhance student life.

## 1.2 The student kit

1.2.1 Theunofficial 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, Final Report Service – SOLF, SMS service) 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 loss 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 of which are described in the specific section in this chapter;
  - Final Report Service (SOLF), described in chapter 6 "Final report and graduation" of this Guide;
  - SMS service activation, 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 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). Password requests can also be made via email to [ufficio.studenti@unibocconi.it](mailto: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/puntoblu> or [yoU@B](mailto: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 in 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  
VI 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  
VT Display final report title  
LI Choice of language for Punto Blu

Other functions concerning the choice of foreign languages and 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  
FT Fees and taxes paid  
FA Financial aid  
UT Unofficial academic transcript

### 1.3.2 Functions available from Virtual Punto Blu

#### Student menu



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  
PL Application to Graduation  
VP Display Study Plan  
LI Choice of Language for Punto Blu  
VT Display Final Report Title

Other functions concerning the choice of foreign languages and 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 Teaching Organisation Area);
- **various activities sign-up**;
- **notices**, messages from the Teaching Organisation Area 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;
- **publication of graduation grades and ceremonies** (date, time, room).

**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 can use the email service provided free of charge by the University together with the webmail service, <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](mailto: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, independent 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 (Italian version) 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**

Four 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 area <http://www.unibocconi.it/sedi> (italian version).

## 2 Program structures of the undergraduate degrees

### Introduction

The Economics Faculty of Università Bocconi offers 9 undergraduate degree programs:

- 5 undergraduate degrees in the Management field of study (no.17 of the Ministerial Decree of August 4, 2000).
  - Economia aziendale – *Undergraduate Degree in Business Administration* (CLEA)
  - Economia delle amministrazioni pubbliche e delle istituzioni internazionali – *Undergraduate Degree in Public Administration and International Institutions* (CLAPI)
  - Economia delle istituzioni e dei mercati finanziari – *Undergraduate Degree in Institutions and Financial Markets Management* (CLEFIN)
  - Economia e legislazione per l'impresa – *Undergraduate Degree in Law and Business Administration* (CLELI)
  - Economia per le arti, la cultura e la comunicazione – *Undergraduate Degree in Economics and Management of Arts, Culture and Communication* (CLEACC)
- 3 undergraduate degrees in the Economics field of study (no. 28 of the Ministerial Decree of August 4, 2000).
  - Discipline economiche e sociali – *Undergraduate Degree in Economic and Social Sciences* (DES)
  - Economia dei mercati internazionali e delle nuove tecnologie – *Undergraduate Degree in Economics of International Markets and New Technologies* (CLEMIT)
  - Economia e management internazionali – *Undergraduate Degree in International Economics and Management* (DIEM)
- 1 undergraduate degree in the Legal Studies field of study (no. 31 of the Ministerial Decree of August 4, 2000).
  - Scienze giuridiche – *Undergraduate Degree in Law* (CLSG)

For the 2005-2006 a.y. all 3 years of all the programs are available, with the following number of class groups that have on average 130 students each, except for the undergraduate degree in Law which comprises of 150 students:

Degree	Italian class groups	English class groups	Total no. of class groups
CLEA			
1st year	7	1	8
2nd year	7	1	8
3rd year	7	1	8
CLAPI			
1st year	1		1
2nd year	1		1
3rd year	1		1
CLEFIN			
1st year	2		2
2nd year	2		2
3rd year	2		2
CLELI			
1st year	1		1
2nd year	1		1
3rd year	1		1
CLEACC			
1st year	2		2
2nd year	2		2
3rd year	1	1 (*)	2
DES			
1st year	1		1
2nd year	1		1
3rd year	1		1

CLEMIT			
1st year	1		1
2nd year	1		1
3rd year	1		1
DIEM			
1st year		1	1
2nd year		1	1
3rd year		1	1
CLSG			
1 st year	2		2
2 nd year	2		2
3 rd year	2		2

(\*) All courses taught in English in first year (2003-2004 a.y.); courses taught in both English and Italian in second and third years (2004-05 and 2005-06 a.y.).

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), individual study and other educational activities such as the preparation of the final report.

According to the ECTS system, each credit point corresponds to an average of 25 hours work for the student, 8 of which (and no more than 10) 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 undergraduate degree requirements each student must obtain 180 credit points.

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, computer skills tests and the final report.

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

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

The program requirements for degrees belonging to the Management field of study (no. 17 of the Ministerial Decree of August 4, 2000) and the Economics field of study – with the exception of the DIEM – (no. 28 of the Ministerial Decree of August 4, 2000), are as follows:

- compulsory courses (146 CP);
- elective courses (12 CP);
- European Union languages (first language: 6 CP; second language: 6 CP);
- computer skills (4 CP);
- final report (6 CP).

For the DIEM, the program requirements are as follows:

- compulsory courses (130 CP);
- elective courses (24 CP);
- European Union languages (first language: 6 CP; second language: 6 CP);
- computer skills (4 CP);
- final report (10 CP).

The program requirements for the degree belonging to the Legal Studies field of study (no. 31 of the Ministerial Decree of August 4, 2000) are as follows:

- compulsory courses (148 CP);
- elective courses (12 CP);
- European Union language (6 CP);
- computer skills (4 CP);
- projects/seminars (6 CP);
- final report (4 CP).

It should be noted that in order to be awarded a degree, the reform of the University system stipulate that students are expected to speak 2 European Union languages, apart from Italian, for 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 degrees belonging to the Legal studies Field of study (first foreign language).

## 2.1

### Corso di laurea in Economia aziendale

### Undergraduate Degree in Business Administration

### CLEA

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

**Program Director:**  
Bruno Busacca

**Assistant Program Director:**  
Isabella Soscia

**Field of study:**  
Management (no. 17, Ministerial Decree of August 4, 2000)

#### 2.1.1 Educational objectives

While respecting the educational objectives of the field of study that the program belongs to, the corso di laurea in Economia aziendale – *Undergraduate Degree in Business Administration (CLEA)* also has the following specific objectives:

- to provide a complete picture of the economic, financial, social, legal, cultural and technological aspects that characterise the operations of every type of company, of their groups and of the environment where they operate;
- to transmit a fundamental knowledge of management, organisational and research aspects present in the various types of companies and, in particular, in companies of various dimensions that operate in different economic contexts;
- to develop the basic abilities:
  - to analyse business and environmental aspects;
  - to make decisions in complex economic and social contexts;
  - for innovation, entrepreneurship, and management.

#### 2.1.2 Career opportunities

**Possible career opportunities are:**

- professional and managerial positions in various business departments (marketing and sales, finance, personnel, business administration etc.);
- consultancy;
- entrepreneurial activities (either working for oneself or in a family-run business) and management positions (in medium and large companies).

### 2.1.3 Program requirements breakdown

The program requirements comprise **180** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
23 compulsory courses	146
2 elective courses	12
First foreign language from European Union	6
Second foreign language from European Union	6
Computer skills	4
Final report	6

The academic curriculum provides:

- broad, interdisciplinary, basic preparation (political economics, business economics, law, history, quantitative methods, IT) particularly in the first year;
- an in-depth knowledge of the problems and methodology connected to various business functions and processes (marketing, finance, production, logistics, organisation, accounting, etc.);
- an in-depth discussion of topics connected with structure and economic control with reference to companies, particularly in the second and third years.

With reference to the 2005-2006 a.y. for each year of the program 7 Italian class groups and 1 English class group are offered.

The prerequisites for admission to the first year of a class group taught in English are:

- First Certificate in English (FCE), or
- Business English Certificate Vantage, or
- Business English Certificate Higher, or
- IELTS with a minimum mark of 6.5 out of 9, or
- TOEFL with a minimum mark of 550 out of 677 (if paper based) or 213 out of 300 (if computer based), or
- Certificate in Advanced English (CAE), or
- Certificate of Proficiency in English (CPE), or
- Secondary school diploma in English, valid for admission to Italian Universities, (at least 50% of the subjects in the curriculum must have been taught in English) or
- native English speaker.

The Admission Committee reserves the right to evaluate any other English language certificate students may hold.

### 2.1.4 Program structure (Italian class group)

**First year 2005-2006 a.y.**

**First semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5001	Economia aziendale	Theory and principles of management	8
5021	Istituzioni di diritto privato	Principles of private law	8
5023	Istituzioni di diritto pubblico	Principles of public law	6

5015	Matematica generale (I parte)	Mathematics (Part I)	4
5028	Storia economica <i>Precorsi di prima lingua straniera</i>	Economic history <i>First foreign language (preparatory modules)</i>	6

### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5007	Contabilità e bilancio	Accounting and financial statements	8
5009	Economia e gestione delle imprese	Corporate management	6
5005	Informatica	Computer skills	4
5015	Matematica generale (II parte)	Mathematics (Part II)	4
5013	Microeconomia <i>Precorsi di prima lingua straniera</i>	Microeconomics <i>First foreign language (preparatory modules)</i>	8
<b>Total CP of the first year</b>			<b>62</b>
<b>60% of CP</b>			<b>37</b>

### Second year 2005-2006 a.y.

#### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5043	Contabilità e bilancio 2	Accounting and financial statements 2	4
5004	Economia delle aziende e delle amministrazioni pubbliche	Public management	6
5044	Macroeconomia	Macroeconomics	6
5046	Organizzazione aziendale	Organization theory	6
5047	Statistica <i>Precorsi di prima lingua straniera</i> <i>Precorsi di seconda lingua straniera</i>	Statistics <i>First foreign language (preparatory modules)</i> <i>Second foreign language (preparatory modules)</i>	8

#### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5048	Finanza aziendale	Corporate finance	6
5050	Marketing	-	6
5045	Matematica finanziaria	Financial mathematics	6
5051	Programmazione e controllo Prima lingua straniera <i>Precorsi di seconda lingua straniera</i>	Managerial accounting First foreign language <i>Second foreign language (preparatory modules)</i>	6
<b>Total CP of the second year</b>			<b>60</b>
<b>60% of CP</b>			<b>36</b>

### Third year 2005-2006 a.y.

#### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5011	Economia dei mercati e degli intermediari finanziari	Financial markets and institutions	6
5049	Gestione dell'innovazione e della tecnologia	Innovation and technology management	6
5081	Scienza delle finanze	Public economics	6
5082	Sistemi informativi aziendali Opzionale n° 1 (*) <i>Precorsi di seconda lingua straniera</i>	Management information systems First elective course (*) <i>Second foreign language (preparatory modules)</i>	4
			6

#### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
<i>Code</i>	<i>Courses</i>		<i>CP</i>
5083	Diritto commerciale Strategia e politica aziendale	Company and business law Business strategy	6
			6



Opzionale n° 2 (*)	Second elective course (*)	6
Seconda lingua straniera	Second foreign language	6
Lavoro finale	Final report	6
<b>Total CP of the third year</b>		<b>58</b>

(\*) Please note that the positioning of the elective courses in both the first and second semesters is purely a guideline. Students can choose to take both the electives in the first semester or both in the second semester or one in the first semester and the other in the second semester.

## 2.1.5 Program structure (English class group)

### First year 2005-2006 a.y.

#### First semester

Code	Course title	CP
5132	Computer skills	4
5028	Economic history	6
5015	Mathematics (Part I)	4
5021	Principles of private law	8
5001	Theory and principles of management	8
	<i>First foreign language (preparatory modules)</i>	

#### Second semester

Code	Course title	CP
5007	Accounting and financial statements	8
5293	Comparative public and European law	6
5009	Corporate management	6
5015	Mathematics (Part II)	4
5013	Microeconomics	8
	<i>First foreign language (preparatory modules)</i>	
	<b>Total CP of the first year</b>	<b>62</b>
	<b>60% of CP</b>	<b>37</b>

### Second year 2005-2006 a.y.

#### First semester

Code	Course title	CP
5043	Accounting and financial statements 2	4
5044	Macroeconomics	6
5046	Organization theory	6
5004	Public management	6
5047	Statistics	8
	<i>First foreign language (preparatory modules)</i>	
	<i>Second foreign language (preparatory modules)</i>	

#### Second semester

Code	Course title	CP
5048	Corporate finance	6
5045	Financial mathematics	6
5051	Managerial accounting	6
5050	Marketing	6
	First foreign language	6
	<i>Second foreign language (preparatory modules)</i>	
	<b>Total CP of the second year</b>	<b>60</b>
	<b>60% of CP</b>	<b>36</b>

### Third year 2005-2006 a.y.

### **First semester**

<b>Code</b>	<b>Course title</b>	<b>CP</b>
5011	Financial markets and institutions	6
5049	Innovation and technology management	6
5082	Management information systems	4
5081	Public economics	6
	First elective course (*)	6
	<i>Second foreign language (preparatory modules)</i>	

### **Second semester**

<b>Code</b>	<b>Course title</b>	<b>CP</b>
5084	Business strategy	6
5083	Company and business law	6
	Second elective course (*)	6
	Second foreign language	6
	Final report	6
	<b>Total CP of the third year</b>	<b>58</b>

(\*) Please note that the positioning of the elective courses in both the first and second semesters is purely a guideline. Students can choose to take both the electives in the first semester or both in the second semester or one in the first semester and the other in the second semester.

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

Detailed information about elective courses, foreign language paths, computer skills and final reports is contained in chapters 3 and 6.

## **2.2**

### **Corso di laurea in Economia delle amministrazioni pubbliche e delle istituzioni internazionali**

### **Undergraduate Degree in Public Administration and International Institutions**

### **CLAPI**

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

**Program Director:**  
Lanfranco Senn

**Assistant Program Director:**  
Stefano Villa

**Field of study:**  
Management (no. 17, Ministerial Decree of August 4, 2000)

### **2.2.1 Educational objectives**

While respecting the educational objectives of the field of study that the program belongs to, the corso di laurea in Economia delle amministrazioni pubbliche e delle istituzioni internazionali – *Undergraduate Degree in Public Administration and International Institutions* (CLAPI) also has the following specific objectives:

- to provide a solid grounding in business and economic-political matters aimed at understanding the specific nature and relevance of the social, political and institutional contexts in which all administrative activities concerned with the protection of public interest take place. The graduates will therefore be able to analyse problems with the sensibility necessary to appreciate the effects that "non-market" decisional contexts have on the application of the principles and criteria of economic rationality;
- to adapt technical knowledge to the operational reality of local, national and international public administration;
- to ensure that students have mastered the methodology of analysing the economic, legal, institutional and social contexts necessary for understanding the development and impact of administrative decisions on, among others, public-private collaboration projects;
- to provide the necessary skills for dealing with the complexities of administrative management, organisation and decisional processes;
- to develop the behavioural capacity of students and their understanding of the dynamic principles of groups and the processes concerned with decision making, negotiating and knowledge accumulation;
- to acquire the ability to understand the repercussions of innovative technology in the public administration sectors;
- to develop creative and entrepreneurial organisational skills in public service sectors.

## 2.2.2 Career opportunities

Possible career opportunities are:

- in public, state, regional and local administration;
- in local authorities, agencies and companies involved in the regulation, production and supply of public services (health, transport, utilities);
- international institutions;
- consultancy companies;
- non-profit institutions, non-governmental organisations (NGOs), world associations and organisations dedicated to the representation of interests;
- companies with strong ties with public administration boards (for example, companies that supply goods and services).

## 2.2.3 Program requirements breakdown

The program requirements comprise **180 CP** divided as follows:

<i>Educational activities</i>	<i>CP</i>
20 compulsory courses	146
2 elective courses	12
First foreign language from European Union	6
Second foreign language from European Union	6
Computer skills	4
Final report	6

The academic curriculum provides:

- solid, interdisciplinary, basic preparation concerned with general economics, business economics, legal and mathematical-statistical aspects and political studies, particularly in the first 2 years;
- detailed research into the specific aspects of the planning and management of public administration on a local, regional, national and international scale, particularly in the second and third years;
- guide to learning about and understanding the economic and institutional reality in which public administration operates, and learning methods of approaching and resolving operational problems (third year).

## 2.2.4 Program structure

### First year 2005-2006 a.y.

#### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5001	Economia aziendale	Theory and principles of management	8
5005	Informatica	Computer skills	4
5021	Istituzioni di diritto privato	Principles of private law	6
5023	Istituzioni di diritto pubblico	Principles of public law	6
5015	Matematica generale (I parte)	Mathematics (Part I)	4
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	

#### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5007	Contabilità e bilancio	Accounting and financial statements	8
5004	Economia delle aziende e delle amministrazioni pubbliche	Public management	8
5015	Matematica generale (II parte)	Mathematics (Part II)	4
5013	Microeconomia	Microeconomics	8
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	
	<b>Total CP of the first year</b>		<b>56</b>
	<b>60% of CP</b>		<b>34</b>

### Second year 2005-2006 a.y.

#### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5083	Diritto commerciale	Company and business law	6
5044	Macroeconomia	Macroeconomics	8
5047	Statistica	Statistics	10
5028	Storia economica	Economic history	6
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	
	<i>Precorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	

#### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5053	Diritto amministrativo e internazionale	International and administrative law	8
5009	Economia e gestione delle imprese	Corporate management	6
5055	Organizzazione del lavoro nelle amministrazioni pubbliche	Organization and human resource management in the public sector	6
5057	Scienza della politica (*)	Political science (*)	6
	<i>oppure</i>	<i>or</i>	
5056	Sociologia (*)	Sociology (*)	6
	Prima lingua straniera	First foreign language	6
	<i>Precorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	
	<b>Total credits of the second year</b>		<b>62</b>
	<b>60% of CP</b>		<b>37</b>

(\*)Students must choose between courses 5056 and 5057.

### Third year 2005-2006 a.y.

#### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5011	Economia dei mercati e degli intermediari finanziari	Financial markets and institutions	6
5085	Programmazione e controllo nelle amministrazioni pubbliche	Planning and control in public administration	10
5081	Scienza delle finanze	Public economics	6
	Opzionale n° 1 (**)	First elective course (**)	6
	Seconda lingua straniera	Second foreign language	6

### **Second semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5086	Economia internazionale e regionale	International and regional economics	10
5087	Relazioni internazionali	International relations	6
	Opzionale n° 2 (**)	Second elective course (**)	6
	Lavoro finale	Final report	6
<b>Total credits of the third year</b>			<b>62</b>

(\*\*) Please note that the positioning of the elective courses in both the first and second semesters is purely a guideline. Students can choose to take both the electives in the first semester or both in the second semester or one in the first semester and the other in the second semester.

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

Detailed information about elective courses, foreign language paths, computer skills and final reports is contained in chapters 3 and 6.

## **2.3**

### **Corso di laurea in Economia delle istituzioni e dei mercati finanziari Undergraduate Degree in Institutions and Financial Markets Management CLEFIN**

2.3.1 Educational objectives

2.3.2 Career opportunities

2.3.3 Program requirements breakdown

2.3.4 Program structure

#### **Program Director:**

Sergio Paci

#### **Assistant Program Director:**

Giacomo Nocera

#### **Field of study:**

Management (no. 17, Ministerial Decree of August 4, 2000)

### **2.3.1 Educational objectives**

While respecting the educational objectives of the field of study that the program belongs to, the corso di laurea in Economia delle istituzioni e dei mercati finanziari – *Undergraduate Degree in Institutions and Financial Markets Management* (CLEFIN) also has the following specific objectives:

- to develop interdisciplinary training in the areas of financial intermediary economics and monetary-financial economics, as well as in law, quantitative and statistical methods and corporate finance;
- to provide specific training in the operations of institutions and financial markets and, more generally, in the role of finance in modern economic systems;
- to ensure that students have the ability to analyse financial markets and understand business behaviour;
- to develop the abilities applicable to the management processes of financial intermediaries.

## 2.3.2 Career opportunities

Possible career opportunities are:

- in the various sectors of the finance system (banks, insurance, other financial intermediaries, financial market operators, international financial institutions);
- in non-financial companies, in positions that require liaising with the financial system;
- in professional activities that offer consultancy on financial subjects and problems.

## 2.3.3 Program requirements breakdown

The program requirements comprise **180** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
20 compulsory courses	146
2 elective courses	12
First foreign language from European Union	6
Second foreign language from European Union	6
Computer skills	4
Final report	6

The academic curriculum provides:

- the acquisition of competencies and skills in analysing the operations of the financial sector;
- the development of analytic and management skills applicable to the main activities in the financial sector;
- an in-depth study of the globalisation and internationalisation processes taking place in the financial sector, with particular reference to the process of integration in the European Union;
- the development of professional competence and ability applicable to the management of institutions in the financial sector.

## 2.3.4 Program structure

**First year 2005-2006 a.y.**

***First semester***

<b><i>Code</i></b>	<b><i>Course title</i></b>	<b><i>English translation</i></b>	<b><i>CP</i></b>
5001	Economia aziendale	Theory and principles of management	8
5021	Istituzioni di diritto privato	Principles of private law	6
5023	Istituzioni di diritto pubblico	Principles of public law	6
5015	Matematica generale (I parte)	Mathematics (Part I)	4
5028	Storia economica	Economic history	6
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	

***Second semester***

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5007	Contabilità e bilancio	Accounting and financial statements	8
5011	Economia dei mercati e degli intermediari finanziari	Financial markets and institutions	8
5005	Informatica	Computer skills	4
5015	Matematica generale (II parte)	Mathematics (Part II)	4
5013	Microeconomia	Microeconomics	8
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	
	<b>Total CP of the first year</b>		<b>62</b>
	<b>60% of CP</b>		<b>37</b>

## Second year 2005-2006 a.y.

### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5058	Economia del mercato mobiliare	Securities markets	8
5009	Economia e gestione delle imprese	Corporate management	6
5044	Macroeconomia	Macroeconomics	8
5047	Statistica	Statistics	8
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	
	<i>Precorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	

### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5059	Economia monetaria	Monetary economics	8
5126	Economia monetaria e degli intermediari finanziari (Aspetti internazionali)	International monetary and financial economics	6
5045	Matematica finanziaria	Financial mathematics	8
	Prima lingua straniera	First foreign language	6
	<i>Precorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	
	<b>Total CP of the second year</b>		<b>58</b>
	<b>60% of CP</b>		<b>35</b>

## Third year 2005-2006 a.y.

### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5088	Diritto commerciale e finanziario	Business and financial law	8
5242	Economia e gestione della banca e dell'assicurazione	Banking and insurance management	8
5048	Finanza aziendale	Corporate finance	8
	Opzionale n° 1 (*)	First elective course (*)	6
	<i>Precorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	

### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5089	Economia applicata	Applied economics	6
5081	Scienza delle finanze	Public economics	6
	Opzionale n° 2 (*)	Second elective course (*)	6
	Seconda lingua straniera	Second foreign language	6
	Lavoro finale	Final report	6
	<b>Total CP of the third year</b>		<b>60</b>

(\*)Please note that the positioning of the elective courses in both the first and second semesters is purely a guideline. Students can choose to take both the electives in the first semester or both in the second semester or one in the first semester and the other in the second semester.

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

Detailed information about elective courses, foreign language paths, computer skills and final reports is contained in chapters 3 and 6.

## 2.4

### **Corso di laurea in Economia e legislazione per l'impresa Undergraduate Degree in Law and Business Administration CLELI**

2.4.1 Educational objectives

2.4.2 Career opportunities

2.4.3 Program requirements breakdown

2.4.4 Program structure

**Program Director:**

Luigi Arturo Bianchi

**Assistant Program Director:**

Silvia Gaia Balp

**Field of study:**

Management (no. 17, Ministerial Decree of August 4, 2000)

#### 2.4.1 Educational objectives

While respecting the educational objectives of the field of study that the program belongs to, the corso di laurea in Economia e legislazione per l'impresa – *Undergraduate Degree in Law and Business Administration* (CLELI) also has the following specific objectives:

- to provide a basic methodological, cultural, scientific and professional knowledge for the development of the multiple activities of consultancy and assistance that characterise the modern accounting profession and, more in general, the business-legal consulting profession;
- to provide an adequate knowledge of the normative, economic, technical and ethical aspects that concern an accountant's obligation to protect public interest;
- to develop the specific skills necessary for business consultancy and assistance in business administration, legal, fiscal and general economic areas:
  - in the definition and re-definition phases of structure, patrimonial and organisational arrangements of companies;
  - ordinary and extraordinary phases of business management;
  - the cessation of business activities;
- to ensure that students have mastered the methodology of economic and financial analysis and the technical instruments that support these analyses, and that they understand the (economic and legal) context that is useful for understanding the essential aspects of business problems and defining the most appropriate solutions.

#### 2.4.2 Career opportunities

Possible career opportunities are:



- self-employed accountants for those activities permitted by the undergraduate degree and, in general, business consultants mainly in the areas of economics-finance, administration and economics-law;
- company auditors;
- in the areas of financial management, administration, taxation and the management control of industrial, commercial and service companies;
- in operational management activities and functions in financial institutions and business consultancy companies, with particular reference to administrative, tax, financial and management consultancy.

### 2.4.3 Program requirements breakdown

The program requirements comprise **180** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
22 compulsory courses	146
2 elective courses	12
First foreign language from European Union	6
Second foreign language from European Union	6
Computer skills	4
Final report	6

The academic curriculum provides:

- particular emphasis on interdisciplinary training;
- an in-depth study of business economic subjects with particular reference to management, administrative and organisational areas;
- attention to the legal area with particular reference to civil, commercial, public, tax, labour and competition laws.

### 2.4.4 Program structure

**First year 2005-2006 a.y.**

**First semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5001	Economia aziendale	Theory and principles of management	8
5021	Istituzioni di diritto privato	Principles of private law	8
5023	Istituzioni di diritto pubblico	Principles of public law	6
5015	Matematica generale	Mathematics	8
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	

**Second semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5007	Contabilità e bilancio	Accounting and financial statements	8
5024	Diritto del lavoro	Labour law	4
5005	Informatica	Computer skills	4
5009	Economia e gestione delle imprese	Corporate management	6
5013	Microeconomia	Microeconomics	8
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	
	<b>Total CP of the first year</b>		<b>60</b>
	<b>60% of CP</b>		<b>36</b>

**Second year 2005-2006 a.y.**

**First semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5043	Contabilità e bilancio 2	Accounting and financial statements 2	8
5083	Diritto commerciale	Company and business law	8
5044	Macroeconomia	Macroeconomics	8
5047	Statistica	Statistics	6
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	
	<i>Precorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	

### **Second semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5061	Diritto delle procedure concorsuali	Insolvency law	4
5048	Finanza aziendale	Corporate finance	8
5045	Matematica finanziaria	Financial mathematics	4
5051	Programmazione e controllo	Managerial accounting	8
	Prima lingua straniera	First foreign language	6
	<i>Precorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	
	<b>Total CP of the second year</b>		<b>60</b>
	<b>60% of CP</b>		<b>36</b>

### **Third year 2005-2006 a.y.**

#### **First semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5093	Diritto tributario	Tax law	6
5092	Organizzazione e sistemi informativi aziendali	Management information systems	6
5084	Strategia e politica aziendale	Business strategy	6
	Opzionale n° 1 (*)	First elective course (*)	6
	Seconda lingua straniera	Second foreign language	6

#### **Second semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5011	Economia dei mercati e degli intermediari finanziari	Financial markets and institutions	6
5094	Revisione aziendale	Financial auditing	6
5081	Scienza delle finanze	Public economics	6
	Opzionale n° 2 (*)	Second elective course (*)	6
	Lavoro finale	Final report	6
	<b>Total CP of the third year</b>		<b>60</b>

(\*) Please note that the positioning of the elective courses in both the first and second semesters is purely a guideline. Students can choose to take both the electives in the first semester or both in the second semester or one in the first semester and the other in the second semester.

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

Detailed information about elective courses, foreign language paths, computer skills and final reports is contained in chapters 3 and 6.

## **2.5**

### **Corso di laurea in Economia per le arti, la cultura e la comunicazione**

### **Undergraduate Degree in Economics and Management of Arts,**

# Culture and Communication CLEACC

- 2.5.1 Educational objectives
- 2.5.2 Career opportunities
- 2.5.3 Program requirement breakdown
- 2.5.4 Program structure (Italian class group)
- 2.5.5 Program structure (bilingual class)

**Program Director:**  
Severino Salvemini

**Assistant Program Director:**  
Bernardino Provera

**Field of study:**  
Management (no. 17, Ministerial Decree of August 4, 2000)

## 2.5.1 Educational objectives

While respecting the educational objectives of the field of study that the program belongs to, the corso di laurea in Economia per le arti, la cultura e la comunicazione – *Undergraduate Degree in Economics and Management of Arts, Culture and Communication* (CLEACC) also has the following specific objectives:

- to integrate economic culture with general culture in order to construct complete professionalism (management, planning and entrepreneurial) in the arts, culture and communication sectors;
- to provide the fundamental knowledge necessary to understand the relationships between cultural institutions and their markets, including the restrictions and functional conditions of the institutional reality of the public service;
- to ensure that students have mastered the methodology of economic, juridical and social analysis necessary for understanding the development of business procedures;
- to provide the skills necessary for business management, from the point of view of operational, commercial, organisational and financial management aspects;
- to develop organisational skills in students, in terms of organisational ability and the understanding of the main group dynamics and decision, negotiating and learning processes;
- to acquire an understanding of the technological scenario and the consequent repercussions of technological innovations on means of communication and general cultural services;
- to develop creative and entrepreneurial skills in order to create new methods for use in the arts, culture and communication sectors.

## 2.5.2 Career opportunities

Possible career opportunities are:

- middle managers in companies concerned with communications, entertainment, museums and libraries;
- management of programming and scheduling in communication companies;
- management of the rights and distribution of the above;
- management of internal and external communication;
- management of the organisation of special events, entertainment shows and festivals;
- management of organisation of tourist-cultural exhibitions;
- management of analysis of the economic sectors in the artistic heritage and multimedia sectors;
- management of the new forms of communication connected to new technologies;
- management activities in the arts, culture, sport and communications sectors;
- theme parks managers;

- entrepreneurial, professional and consultancy activities in the sectors referred to above.

In these positions the professional figure is specifically responsible for developing decisions linked to commercial and marketing functions, organisation and computer systems, finance and fund raising, logistics, strategy and general management.

The third year of the CLEACC includes various specific learning projects based on the sectors linked to possible career opportunities, involving media, publishing, museums, arts, parks, libraries, theatre, cinema, television, radio, music, sport, tourism, fashion and exhibitions.

### 2.5.3 Program requirements breakdown

The program requirements comprise **180** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
23 compulsory courses	146
2 elective courses	12
First foreign language from European Union	6
Second foreign language from European Union	6
Computer skills	4
Final report	6

The academic curriculum provides:

- wide basic knowledge on economic, legal and quantitative subjects (particularly in the first and second years);
- an in-depth study of the main characteristics of business management (particularly in the second and third year);
- wide amount of cultural work on historical, technological, humanistic and artistic subjects (particularly in the second year);
- third year where, apart from developing the strategic and commercial dimensions of companies, students are given the opportunity of developing the operational aspects of the economic sectors of culture and communication, on the basis of their professional choice.

In the 2003-2004 a.y. a cycle of studies commenced with the teaching in 2 languages for one of the 2 CLEACC class groups, all courses in the first year taught in English and some courses in the second year (2004-2005 a.y.) and in the third year (2005-2006 a.y.) taught in English and others in Italian.

### 2.5.4 Program structure (Italian class group)

**First year 2005-2006 a.y.**

#### **First semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5001	Economia aziendale	Theory and principles of management	8
5021	Istituzioni di diritto privato	Principles of private law	6
5016	Matematica generale - Statistica (I parte)	Mathematics and Statistics (Part I)	6
5028	Storia economica	Economic history	6
5010	Tecnologie per la cultura e la comunicazione <i>Precorsi di prima lingua straniera</i>	New media for culture and communication <i>First foreign language (preparatory modules)</i>	4

#### **Second semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5007	Contabilità e bilancio	Accounting and financial statements	6

5005	Informatica	Computer skills	4
5003	Management delle istituzioni culturali	Cultural management	8
5016	Matematica generale - Statistica (II parte)	Mathematics and Statistics (Part II)	4
5013	Microeconomia <i>Precorsi di prima lingua straniera</i>	Microeconomics <i>First foreign language (preparatory modules)</i>	8
<b>Total CP of the first year</b>			<b>60</b>
<b>60% of CP</b>			<b>36</b>

## Second year 2005-2006 a.y.

### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5294	Arte e cultura (I parte) (see <b>Note</b> )	Arts and culture (Part I) (see <b>Note</b> )	6
5063	Introduzione alla filosofia	Introduction to philosophy	4
5023	Istituzioni di diritto pubblico	Principles of public law	6
5044	Macroeconomia	Macroeconomics	6
5082	Sistemi informativi aziendali <i>Precorsi di prima lingua straniera</i> <i>Precorsi di seconda lingua straniera</i>	Management information systems <i>First foreign language (preparatory modules)</i> <i>Second foreign language (preparatory modules)</i>	4

### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5294	Arte e cultura (II parte) (see <b>Note</b> )	Arts and culture (Part II) (see <b>Note</b> )	12
5066	Comportamento organizzativo	Organizational behaviour	6
5050	Marketing	-	6
5067	Statistica (Indagini campionarie) Prima lingua straniera <i>Precorsi di seconda lingua straniera</i>	Statistics (Sample surveys) First foreign language <i>Second foreign language (preparatory modules)</i>	4 6
<b>Total CP of the second year</b>			<b>60</b>
<b>60% of CP</b>			<b>36</b>

## Third year 2005-2006 a.y.

### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5011	Economia dei mercati e degli intermediari finanziari	Financial markets and institutions	4
5048	Finanza aziendale	Corporate finance	6
5097	Laboratorio settoriale (see <b>Note</b> )	Sectorial workshop (see <b>Note</b> )	6
5081	Scienza delle finanze Opzionale n° 1 (*) <i>Precorsi di seconda lingua straniera</i>	Public economics First elective course (*) <i>Second foreign language (preparatory modules)</i>	4 6

### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5096	Diritto dei beni immateriali	Intellectual property law	6
5095	Economia delle aziende pubbliche e non profit	Management of public institutions and non- profit organizations	6
5098	Progettazione Opzionale n° 2 (*) Seconda lingua straniera Lavoro finale	Organization design Second elective course (*) Second foreign language Final report	4 6 6 6
<b>Total CP of the third year</b>			<b>60</b>

(\*) Please note that the positioning of the elective courses in both the first and second semesters is purely a guideline. Students can choose to take both the electives in the first semester, both in the second semester or one in the first semester and the other in the second semester.

## 2.5.5 Program structure (bilingual class group)

### First year 2003-2004 a.y. (\*\*)

#### First semester

<b>Code</b>	<b>Course title</b>	<b>CP</b>
5028	Economic history	6
5016	Mathematics and Statistics (Part I)	6
5010	New media for culture and communication	4
5021	Principles of private law	6
5001	Theory and principles of management	8
	First foreign language (preparatory modules)	

#### Second semester

<b>Code</b>	<b>Course title</b>	<b>CP</b>
5007	Accounting and financial statements	6
5005	Computer skills	4
5003	Cultural management	8
5016	Mathematics and Statistics (Part II)	4
5013	Microeconomics	8
	First foreign language (preparatory modules)	
	<b>Total CP of the first year</b>	<b>60</b>
	<b>60% of CP</b>	<b>36</b>

### Second year 2004-2005 a.y. (\*\*)

#### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5294	Arte e cultura (I parte) cfr nota	Arts and culture (Part I) (see Note)	6
5063	Introduction to the philosophy		4
5044	Macroeconomics		6
5082	Management information systems		4
5023	Principles of public law		6
	First foreign language (preparatory modules)		
	Second foreign language (preparatory modules)		

#### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5294	Arte e cultura (II parte) cfr nota	Arts and culture (Part I) (see Note)	12
5050	Marketing		6
5066	Organizational behaviour		6
5067	Statistics (Sample surveys)		4
	First foreign language		6
	Second foreign language (preparatory modules)		
	<b>Total CP of the second year</b>		<b>60</b>
	<b>60% of CP</b>		<b>36</b>

(\*\*) In order to provide complete information, the first and the second year of the program structure which are no longer offered are also indicated (2003-2004 a.y. and 2004-2005 a.y.)

### Third year 2005-2006 a.y.

### First semester

Code	Course title	CP
5048	Corporate finance	6
5011	Financial markets and institutions	4
5097	Sectorial workshop (see Note)	6
5081	Public economics	4
	First elective course (*)	6
	Second foreign language (preparatory modules)	

### Second semester

Code	Course title	English translation	CP
5096	Diritto dei beni immateriali	Intellectual property law	6
5095	Management of public institutions and non-profit organizations		6
5098	Organization design		4
	Second elective course (*)		6
	Second foreign language		6
	Final report		6
	<b>Total CP of the third year</b>		<b>60</b>

(\*) Please note that the positioning of the elective courses in both the first and second semesters is purely a guideline. Students can choose to take both the electives in the first semester or both in the second semester or one in the first semester and the other in the second semester.

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

Detailed information about elective courses, foreign language paths, computer skills and final reports is contained in chapters 3 and 6.

### Note

#### Cod. 5294 Arte e cultura [Arts and culture]

This is an annual course assigned 18 CP. The course is divided into 2 parts (first and second semester), the credit points are awarded at the completion of part II.

Students must attend one of the following workshops: Opinione pubblica [Public opinion]; Informazione e narrazione [Information and narration]; Visual arts (taught in English); Arti visive [Visual arts]; Storia dello spettacolo [History of entertainment]; Fondamenti e istituzioni delle umanità occidentali [Western humanity foundations and institutions].

At the end of the first year students can make their choices by using the yoU@B student diary, clicking on "Workshop choices Arte e cultura [Arts and culture] CLEACC 5294"

Students must indicate their choices of workshops in order of preference. If the workshops chosen by the students are not evenly distributed, or the workshop chosen as first choice is full, students will be assigned to their second choice if there are still places available for this, while if their second choice is full they will be assigned to their third choice, and so on. Students will be informed of their workshop allocations through a personalised message in their yoU@B student diary.

#### Cod. 5097 Laboratorio settoriale [Sectorial workshop]

Students must attend one workshop from among: Fashion & lifestyle, Musei e mercato dell'arte [Museums and the arts market], Radio e televisione [Radio and television], Teatro e spettacolo dal vivo [Theatre and live entertainment], Cinema, Editoria ed editoria multimediale [Publishing and multimedia publishing], Musica e discografia [Music and the record industry], Comunicazione [Communications], Turismo e territorio [Tourism and territory] and Design.

At the end of the second year the choices must be made through the yoU@B student diary, clicking on "Workshop choices cod. 5097".

Students can make four choices in order of preference. If the workshops chosen by the students are not evenly distributed, students will be assigned to their second choice if there are still places available for this, while if their second choice is full they will be assigned to their third choice, and so on. Students will be informed of their workshop allocations through a personalised message in their yoU@B student diary.

## 2.6

### Corso di laurea in Discipline economiche e sociali

### Undergraduate Degree in Economic and Social Sciences

### DES

- 2.6.1 Educational objectives
- 2.6.2 Career opportunities
- 2.6.3 Program requirements breakdown
- 2.6.4 Program structure

**Program Director:**  
Massimiliano Marcellino

**Assistant Program Director:**  
Giuseppe Attanasi

**Field of study:**  
Economics (no. 28, Ministerial Decree of August 4, 2000)

#### 2.6.1 Educational objectives

While respecting the educational objectives of the field of study that the program belongs to, the corso di laurea in Discipline economiche e sociali – *Undergraduate Degree in Economic and Social Sciences* (DES) also has the following specific objectives:

- to provide the fundamental knowledge necessary to reach an in-depth understanding of the structure of the economic system;
- to provide students with the opportunity to acquire a way of studying and carrying out research that allows them to continuously learn throughout their professional life;
- to develop the ability to manage change, innovation and interaction in the range of systems characterised by various grades of complexity;
- to supply students with IT and statistical analysis tools that are applied in the macroeconomic and microeconomic fields.

#### 2.6.2 Career opportunities

Possible career opportunities are:

- applied and theoretical research activities;
- study activities and operational functions in the manufacturing, financial and service sectors;
- study and operational activities connected to independent authorities, international organisations and both public and private organisations;
- working for consultancy companies.

#### 2.6.3 Program requirements breakdown

The program requirements comprise **180** credit points divided as follows:

*Educational activities*  
19 compulsory courses

CP  
146



2 elective courses	12
First foreign language from European Union	6
Second foreign language from European Union	6
Computer skills	4
Final report	6

The academic curriculum provides:

- economic subjects, with reference to asset, financial, monetary and employment markets;
- business subjects, to help students acquire a basic knowledge of the functional structures of manufacturing organisations;
- quantitative subjects, as support for economic analysis and the application of mathematical and statistical instruments in the field of applied research;
- historical, social and political subjects, in order to understand the economic system from the point of view of institutions and interaction between the different social components.

## 2.6.4 Program structure

First year 2005-2006 a.y.

**First semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5001	Economia aziendale	Theory and principles of management	8
5005	Informatica	Computer skills	4
5021	Istituzioni di diritto privato	Principles of private law	8
5015	Matematica generale (I parte)	Mathematics (Part I)	8
	<i>Percorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	

**Second semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5007	Contabilità e bilancio	Accounting and financial statements	6
5023	Istituzioni di diritto pubblico	Principles of public law	6
5015	Matematica generale (II parte)	Mathematics (Part II)	4
5013	Microeconomia	Microeconomics	8
5028	Storia economica	Economic history	8
	<i>Percorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	
	<b>Total CP of the first year</b>		<b>60</b>
	<b>60% of CP</b>		<b>36</b>

Second year 2005-2006 a.y.

**First semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5009	Economia e gestione delle imprese	Corporate management	6
5044	Macroeconomia	Macroeconomics	8
5068	Matematica per l'economia e le scienze sociali	Mathematics for economics and social sciences	8
5047	Statistica	Statistics	8
	<i>Percorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	
	<i>Percorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	

**Second semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5099	Analisi dei dati	Data analysis	10
5069	Analisi economica	Economic analysis	8

5011	Economia dei mercati e degli intermediari finanziari	Financial markets and institutions	6
	Prima lingua straniera	First foreign language	6
	<i>Precorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	
	<b>Total CP of the second year</b>		<b>60</b>
	<b>60% of CP</b>		<b>36</b>

### Third year 2005-2006 a.y.

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5083	Diritto commerciale	Company and business law	8
5101	Econometria	Econometrics	6
5102	Storia economica e sociale	Economic and social history	6
	Opzionale n° 1 (*)	First elective course (*)	6
	<i>Precorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	

### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5100	Politica economica	Economic policy	8
5081	Scienza delle finanze	Public economics	8
	Opzionale n° 2 (*)	Second elective course (*)	6
	Seconda lingua straniera	Second foreign language	6
	Lavoro finale	Final report	6
	<b>Total CP of the third year</b>		<b>60</b>

(\*) Please note that the positioning of the elective courses in both the first and second semesters is purely a guideline. Students can choose to take both the electives in the first semester or both in the second semester or one in the first semester and the other in the second semester.

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

Detailed information about elective courses, foreign language paths, computer skills and final reports is contained in chapters 3 and 6.

## 2.7

# Corso di laurea in Economia dei mercati internazionali e delle nuove tecnologie

## Undergraduate Degree in Economics of International Markets and New Technologies

### CLEMIT

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

**Program Director:**  
Andrea Colli

**Assistant Program Director:**  
Nicoletta Corrocher

**Field of study:**  
Economics (no. 28, Ministerial Decree of August 4, 2000)

## 2.7.1 Educational objectives

While respecting the educational objectives of the field of study that the program belongs to, the corso di laurea in Economia dei mercati internazionali e delle nuove tecnologie – *Undergraduate Degree in Economics of International Markets and New Technologies* (CLEMIT) also has the following specific objectives:

- to provide an understanding of the methods and cultural, scientific and professional aspects necessary for graduates in economics applied to sectors with a high level of internationalisation and high innovative content;
- to supply tools for the analysis of the functioning of international markets and innovative sectors and for an understanding of the ways companies operate in these contexts;
- to develop the skills necessary for participating in the management of the processes of innovation and internationalisation.

## 2.7.2 Career opportunities

Possible career opportunities are:

- operational functions and analysis activities connected with international companies;
- sector analysts in companies venture capital companies and independent authorities concerned with regulations and competition;
- research activities applied to topics concerned with innovation and internationalisation;
- operational functions and analysis activities in the area of innovative, large- and small-scale companies;
- activities in business consultancy companies on subjects connected with innovation and internationalisation;
- experts in innovation and technology transfer in business development centres, university - industry liaison offices, public agencies for the promotion of innovation and international organisations (European Union, OECD, etc.);
- the management of intellectual rights (licences and patents).

## 2.7.3 Program requirements breakdown

The program requirements comprise **180** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
21 compulsory courses	146
2 elective courses	12
First foreign language from European Union	6
Second foreign language from European Union	6
Computer skills	4
Final report	6

The academic curriculum provides:

- wide basic training in the first and second years, characterised by the close integration of economic material with management subjects, together with mathematical-statistical and legal subjects;
- an in-depth study, in the second and third years, of subjects linked to the development of markets, the modality of international competition, the characteristics of innovation, institutional and market regulation contexts and the growth potential of countries;
- in the third year, interdisciplinary projects concerned with economic applications in advanced technology sectors (information technology and multimedia; telecommunications; Internet and e-commerce; pharmaceuticals and biotechnology; energy and the environment; robotics and expert systems; advanced services).

## 2.7.4 Program structure

### First year 2005-2006 a.y.

#### First semester

Code	Course title	English translation	CP
5001	Economia aziendale	Theory and principles of management	8
5005	Informatica	Computer skills	4
5021	Istituzioni di diritto privato	Principles of private law	6
5015	Matematica generale (I parte)	Mathematics (Part I)	6
5029	Storia economica dell'industria	Industrial history	6
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	

#### Second semester

Code	Course title	English translation	CP
5007	Contabilità e bilancio	Accounting and financial statements	6
5009	Economia e gestione delle imprese	Corporate management	6
5023	Istituzioni di diritto pubblico	Principles of public law	4
5015	Matematica generale (II parte)	Mathematics (Part II)	6
5013	Microeconomia	Microeconomics	8
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	
	<b>Total CP of the first year</b>		<b>60</b>
	<b>60% of CP</b>		<b>36</b>

### Second year 2005-2006 a.y.

#### First semester

Code	Course title	English translation	CP
5070	Economia industriale ed economia dell'impresa	Industrial organization and fundamentals of management	8
5044	Macroeconomia	Macroeconomics	8
5050	Marketing	-	6
5047	Statistica	Statistics	8
	<i>Precorsi di prima lingua straniera</i>	<i>First foreign language (preparatory modules)</i>	
	<i>Precorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	

#### Second semester

Code	Course title	English translation	CP
5071	Diritto commerciale ed industriale	Company and business law and intellectual property	6
5101	Econometria	Econometrics	6
5072	Economia internazionale	International trade	8
5046	Organizzazione aziendale	Organization theory	6
	Prima lingua straniera	First foreign language	6
	<i>Precorsi di seconda lingua straniera</i>	<i>Second foreign language (preparatory modules)</i>	
	<b>Total CP of the second year</b>		<b>62</b>
	<b>60% of CP</b>		<b>37</b>

### Third year 2005-2006 a.y.

#### First semester

Code	Course title	English translation	CP
5103	Economia dei mercati finanziari internazionali	International financial markets	6
5106	Gestione dell'innovazione	Innovation management	8
5104	Innovation and industrial dynamics	-	8
	Opzionale n° 1 (*)	First elective course (*)	6

Seconda lingua straniera	Second foreign language	6
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### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5105	Laboratorio sui settori innovativi e nuove tecnologie (see <b>Note</b> )	Workshop on innovative sectors and new technologies (see <b>Note</b> )	6
5107	Politica economica (Regolamentazione e localizzazione) Opzionale n° 2 (*) Lavoro finale	Economic policy (regulation and localization) Second elective course (*) Final report	6 6
<b>Total CP of the third year</b>			<b>58</b>

(\*) Please note that the positioning of the elective courses in both the first and second semesters is purely a guideline. Students can choose to take both the electives in the first semester or both in the second semester or one in the first semester and the other in the second semester.

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

Detailed information about elective courses, foreign language paths, computer skills and final reports is contained in chapters 3 and 6.

#### Note:

**Cod. 5105 Laboratorio sui settori innovativi e nuove tecnologie [Workshop on innovative sectors and new technologies]**

The course consists of 8 workshops, divided into two groups of 4:

*Group A:* Energia e ambiente [*Energy and the environment*]; Multimedia; Pharmaceuticals and biotechnology (taught in English); Internationalisation strategies (taught in English).

*Group B:* Supply-chain management; Telecomunicazioni [*Telecommunications*]; Innovation and intellectual property rights (taught in English); Internet and e-commerce (taught in English).

During the second semester of the third year students must attend two of the eight workshops, indicating their preferences through the yoU@B student diary, clicking on "Workshop choices cod. 5105 Settori innovativi e nuove tecnologie [*Innovative sectors and new technologies*]" and follow the instructions indicated for each group of *choices*. If the workshops chosen by the students are not evenly distributed, students will be assigned to their second choice if there are still places available for this, while if their second choice is full they will be assigned to their third choice, and so on. Students will be informed of their workshop allocations through a personalised message in their yoU@B student diary.

## 2.8

### Corso di laurea in Economia e management internazionali Undergraduate Degree in International Economics and Management DIEM

2.8.1 Educational objectives

2.8.2 Career opportunities

2.8.3 Program requirement breakdown

2.8.4 Program structure

#### Program Director:

Tito Boeri

#### Assistant Program Director:

Elisabetta Barone

**Field of study:**  
Economics (no. 28, Ministerial Decree of August 4, 2000)

## 2.8.1 Educational objectives

While respecting the educational objectives of the field of study that the program belongs to, the corso di laurea in Economia e management internazionali – *Undergraduate* Degree in International Economics and Management (DIEM) also has the following specific objectives:

- to provide an understanding of the methods and cultural, scientific and professional aspects necessary for graduates in international economy and private and public companies that have strong international connections;
- to offer fundamental instruments for the understanding of market functions and their development and international competition, with particular reference to the European Union single market as a platform for global competition;
- to understand management models typical of companies of a significant international dimension and, more generally, company behaviour in different economic systems that are becoming increasingly integrated.

## 2.8.2 Career opportunities

Possible career opportunities are connected with research activities and operational functions in the area of:

- multinational companies;
- export-oriented companies;
- financial institutions operating in international markets;
- international organisations;
- independent authorities concerned with supporting internationalisation.

DIEM also provides basic training for careers as economists in the area of international organisations and public companies concerned with supporting internationalism.

## 2.8.3 Program requirements breakdown

The program requirements comprise **180** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
19 compulsory courses	130
4 elective courses	24
First foreign language from European Union	6
Second foreign language from European Union	6
Computer skills	4
Final report	10

The academic curriculum provides:

- in the first and second year of the degree, a wide economic training with many interdisciplinary elements aimed at closely integrating economic material with business material, together with quantitative methods and law;
- an in-depth study, in the second and third year, of subjects that provide an understanding of the internationalisation of companies and European economic integration, and makes it possible to compare institutional contexts and market regulations in different countries and to analyse the interdependency that exists between markets functions and the public regulation of national and supranational organisations;
- the third year of the degree includes compulsory periods dedicated to internships or study abroad, seminars on topics concerned with internationalisation, globalisation and European integration, with the participation of

managers of multinational companies, European government executives and executives from international organisations.

The course is taught entirely in English and, given the presence of students and teaching staff from different countries, in an international environment.

The prerequisites for admission to the undergraduate degree are:

- First Certificate in English (FCE), or
- Business English Certificate Vantage, or
- Business English Certificate Higher, or
- IELTS with a minimum mark of 6.5 out of 9, or
- TOEFL with a minimum mark of 550 out of 677 (if paper based) or 213 out of 300 (if computer based), or
- Certificate in Advanced English (CAE), or
- Certificate of Proficiency in English (CPE), or
- Secondary school diploma in English, valid for admission to Italian Universities, (at least 50% of the subjects in the curriculum must have been taught in English) or
- native English speaker.

The Admission Committee reserves the right to evaluate any other English language certificate students may hold.

## 2.8.4 Program structure

**First year 2005-2006 a.y.**

**First semester**

<b>Code</b>	<b>Course title</b>	<b>CP</b>
5006	Computer science for business	4
5025	Introduction to the legal system I	6
5002	Management	8
5018	Mathematics and modelling	8
	<i>First foreign language (preparatory modules)</i>	

**Second semester**

<b>Code</b>	<b>Course title</b>	<b>CP</b>
5008	Accounting and financial statements analysis	6
5019	Data analysis	8
5026	Introduction to the legal system II	6
5014	Microeconomics	8
	First foreign language	6
	<b>Total CP of the first year</b>	<b>60</b>
	<b>60% of CP</b>	<b>36</b>

**Second year 2005-2006 a.y.**

**First semester**

<b>Code</b>	<b>Course title</b>	<b>CP</b>
5118	Financial mathematics	6
5120	International and European law	6
5114	Macroeconomics	8
5273	Personnel economics and organisational behaviour	8
	<i>Second foreign language (preparatory modules)</i>	

**Second semester**

<b>Code</b>	<b>Course title</b>	<b>CP</b>
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5119	Comparative business law	6
5117	Comparative political economics	6
5122	Corporate finance	6
5121	European economic policy	6
5115	International economics (Real and monetary)	10
	<i>Second foreign language (preparatory modules)</i>	
	<b>Total CP of the second year</b>	<b>62</b>
	<b>60% of credits</b>	<b>37</b>

### Third year 2005-2006 a.y.

#### First semester

<b>Code</b>	<b>Course title</b>	<b>CP</b>
5292	Business strategy	6
5243	Financial markets and institutions	6
5124	International marketing	6
	2 elective courses (*)	12
	<i>Second foreign language (preparatory modules)</i>	

#### Second semester

<b>Code</b>	<b>Course title</b>	<b>CP</b>
	2 elective courses (*)	12
	Second foreign language	6
	Final report	10
	<b>Total CP of the third year</b>	<b>58</b>

(\*) Please note that the positioning of the elective courses in both the first and second semesters is purely a guideline. Students can choose the number of electives they take in any semester.

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

Detailed information about elective courses, foreign language paths, computer skills and final reports is contained in chapters 3 and 6.

## 2.9

### Corso di laurea in Scienze giuridiche

### Undergraduate Degree in Law

### CLSG

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

**Program Director:**  
Giovanni Iudica

**Assistant Program Director:**  
Emanuele Lucchini Guastalla

**Field of study:**  
Legal studies (no. 31, Ministerial Decree of August 4, 2000)



## 2.9.1 Educational objectives

While respecting the educational objectives of the field of study that the program belongs to, the corso di laurea in Scienze giuridiche – *Undergraduate Degree in Law* (CLSG) also has the following specific objectives:

- to provide a knowledge of legal procedures and of the cultural and technical fundamentals for training jurists who work mainly for and/or in companies;
- complete the legal training by providing basic economic, business and quantitative knowledge;
- develop legal skills also in European and international contexts.

## 2.9.2 Career opportunities

The Undergraduate Degree in Law is basically a preliminary program for the Graduate Degree in Law.

The main objective is to train graduates for traditional careers (magistrates, lawyers, notaries) and in particular: as civil and penal magistrates who operate in the commercial, bankruptcy and labour sections; lawyers working for international studios that mainly work with large companies, and jurists specialising in relations with foreign and non-government institutions or for institutions specialising in the business activities of independent authorities.

On completion of the undergraduate degree, however, it is possible to find employment in the legal departments of financial sectors, public administration and private companies.

## 2.9.3 Program requirements breakdown

The program requirements comprise **180** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
21 compulsory courses	148
2 elective courses	12
Foreign language from European Union	6
Computer skills	4
Projects/seminars	6
Final report	4

The academic curriculum provides:

- basic training in the main juridical disciplines both in the area of private and business law and in the area of public, penal, procedural, international and historical-philosophical law;
- the multi-year development of particularly fundamental subjects;
- the completion of juridical training with a basic knowledge of accounting and financial reporting, the economic analysis of law and quantitative methods;
- the development of theoretical knowledge with direct experience gained from seminars and case studies.

## 2.9.4 Program structure

**First year 2005-2006 a.y.**

**First semester**

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5001	Economia aziendale	Theory and principles of management	8
5022	Diritto privato 1 e sistemi giuridici comparati	Civil law 1 and comparative law	10

5005	Informatica	Computer skills	4
5017	Metodi quantitativi <i>Precorsi di lingua straniera</i>	Quantitative methods <i>Foreign language (preparatory modules)</i>	6

### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5007	Contabilità e bilancio	Accounting and financial statements	6
5020	Diritto costituzionale italiano ed europeo	Italian and European constitutional law	10
5012	Principi di microeconomia e macroeconomia	Principles of economics	8
5027	Storia del diritto italiano <i>Precorsi di lingua straniera</i>	Italian legal history <i>Foreign language (preparatory modules)</i>	6
<b>Total CP of the first year</b>			<b>58</b>
<b>60% of CP</b>			<b>35</b>

### Second year 2005-2006 a.y.

#### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5073	Analisi economica del diritto	Law and economics	6
5074	Diritto penale e procedura penale 1	Criminal law and procedure 1	6
5075	Diritto privato 2	Civil law 2	6
5081	Scienza delle finanze Lingua straniera	Public economics Foreign language	6

#### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5083	Diritto commerciale	Company and business law	8
5077	Diritto processuale civile e fallimentare	Civil procedure and bankruptcy law	10
5078	Diritto tributario italiano ed europeo	Italian and European tax law	6
5076	Istituzioni di diritto del lavoro	Labour law	6
<b>Total credits of the second year</b>			<b>60</b>
<b>60% of CP</b>			<b>36</b>

### Third year 2005-2006 a.y.

#### First semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5108	Diritto amministrativo	Administrative law	6
5109	Diritto ed economia dei mercati e degli intermediari finanziari	Financial institutions and markets law and economics	8
5113	Diritto privato 3	Civil law 3	6
5110	Filosofia del diritto Opzionale n° 1 (*)	Jurisprudence, theory of justice First elective course (*)	6

#### Second semester

<b>Code</b>	<b>Course title</b>	<b>English translation</b>	<b>CP</b>
5111	Diritto internazionale e comunitario	International and European law	8
5112	Diritto penale e procedura penale 2 Opzionale n° 2 (*) Progetto/seminario Lavoro finale	Criminal law and procedure 2 Second elective course (*) Project/seminars Final report	6 6 6 4
<b>Total CP of the third year</b>			<b>62</b>

(\*) Please note that the positioning of the elective courses in both the first and second semesters is purely a guideline. Students can choose to take both the electives in the first semester or both in the second semester or one in the first semester and the other in the second semester.

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

Detailed information about elective courses, foreign language paths, computer skills and final reports is contained in chapters 3 and 6.

## 3 Educational activities in the study plan

### 3.1 Compulsory courses

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

Therefore, 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. According to the current regulations such educational activities are classified as: "basic", "characteristic" of the field of study of the degree or "similar or supplementary to the characteristics ones", with particular regard to the cultural context and interdisciplinary education.

Chapter 2 contains a section devoted to each undergraduate degree 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.

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 (see chapter 5.14, paragraph "Credit for exams passed at universities abroad").

Students can receive credit for exams recognised either in full or after the course program has been integrated. The list of exams that students cannot receive credits for can be found on the website at <http://www.unibocconi.it/exams> in List of exams for which credit cannot be granted if taken abroad.

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

These programs are identified with the initials:

**CC** compulsory courses of the undergraduate degree;

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

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.

### 3.2 Elective courses

3.2.1 Corso di laurea in Economia aziendale - Undergraduate Degree in Business Administration (CLEA)

3.2.2 Corso di laurea in Economia delle amministrazioni pubbliche e delle istituzioni internazionali - Undergraduate Degree in Public Administration and International Institutions (CLAPI)

3.2.3 Corso di laurea in Economia delle istituzioni e dei mercati finanziari -

Undergraduate Degree in Institutions and Financial Markets Management (CLEFIN)

3.2.4 Corso di laurea in Economia e legislazione per l'impresa - Undergraduate Degree in Law and Business Administration (CLELI)

3.2.5 Corso di laurea in Economia per le arti, la cultura e la comunicazione - Undergraduate Degree in Economics and Management of Arts, Culture and Communication (CLEACC)

3.2.6 Corso di laurea in Discipline economiche e sociali - Undergraduate Degree in Economic and Social Sciences (DES)

3.2.7 Corso di laurea in Economia dei mercati internazionali e delle nuove tecnologie - Undergraduate Degree in Economics of International Markets and New Technologies (CLEMIT)

3.2.8 Corso di laurea in Economia e Management internazionali - Undergraduate Degree in International Economics and Management (DIEM)

3.2.9 Corso di laurea in Scienze giuridiche - Undergraduate Degree in Law (CLSG)

**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" in accordance with current regulations.

The program structures of all undergraduate degrees offered by Bocconi require students to choose 2 elective courses, with the exception of the DIEM where students must choose 4 elective courses.

For undergraduate degrees CLEA, CLAPI, CLEFIN, CLELI, DES, CLEMIT and CLSG students must choose:

- the first elective from among the restricted group of courses offered for their own program;
- the second elective from among the broad group of courses, which is made up of all the restricted groups (including those offered by their own program). In addition also some courses that do not form part of the restricted group for various undergraduate degrees (see note at the end of paragraph 3.2).

CLEACC students must choose both electives from the broad group.

DIEM students must choose:

- the first 2 electives from the restricted group;
- the other 2 from the broad group.

The exams relative to electives can be taken at universities abroad as part of the programs offered by the International Relations Office.

Students can receive credit for the exams recognised either in full or after the course program has been integrated.

All exams that correspond to electives offered by Università Bocconi can be taken abroad, while electives that do not correspond to the courses offered by Università Bocconi can only be taken as part of the Exchange Program, in particular cases.

Students must obtain approval from the Program Director or his/her delegate prior to departure for the university abroad.

Students choose their electives when they enrol in the third year of their program, following the procedure described in chapter 7 "Continuing studies".

Before choosing their electives students should consult the "Table of incompatible courses" that can be found on the website at <http://www.unibocconi.it/undergraduateprograms> 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 following list contains all the electives in the restricted groups for each undergraduate degree. Every elective is awarded 6 credit points.

It should be noted that with regard to the educational objectives of the undergraduate degree programs, the list of electives in the restricted group may be subject to changes decided on by the Faculty Council.

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

These programs are identified with the initials:

**RR** electives from the restricted group;

**AI** electives from the broad group.

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.

### 3.2.1 Corso di laurea in Economia aziendale - Undergraduate Degree in Business Administration (CLEA)

Course code	Course title in the restricted group	English translation in the restricted group	Language of instruction	Semester
5256	Accounting nei settori	Financial accounting in selected industries	ITA	II
5185	Analisi dei dati per il management	Data analysis for management	ITA	II
5255	Analisi economiche per le decisioni aziendali	Economic analysis for decision making	ITA	I
5203	Business history	-	ITA	II
5207	Business planning	-	ITA	II
5226	Comportamento organizzativo e gestione del personale	Organizational behaviour and personnel management	ITA	II
5154	Corporate banking	-	ITA	I
5197	Diritto dell'Unione Europea	European union law	ITA	I

5199	Diritto industriale (marchi e brevetti)	Topics in intellectual property law	ITA	I
5078	Diritto tributario italiano ed europeo	Italian and European tax law	ITA	II
5143	E-business and the global market		ITA	I
5220	Economia e gestione delle aziende non profit	Management of non-profit organizations	ITA	I
5314	Economia e gestione dei fondi pensione	Pension fund management	ITA	II
5252	Finanza mobiliare	Capital market financing	ITA	I
5254	Finanza straordinaria	Merges, acquisitions and corporate restructuring	ITA	I
5268	Fondamenti di product management	Product management	ITA	I
5145	Gestione dell'ambiente e della sicurezza aziendale	Environmental and occupational health and safety	ITA	I
5146	Gestione delle operations	Production and operations management	ITA	I
5267	Gestione e organizzazione di vendita	Sales management	ITA	II
5227	I sistemi informativi nell'economia digitale	Information systems in the digital economy	ITA	II
5233	Information technology e innovazione organizzativa	Informational technology and organizational information	ITA	I
5257	Internal auditing e analisi dei processi aziendali	Internal auditing and business processes analysis	ITA	II
5147	International marketing research	-	ENG	II
5310	Introduction to management consulting	-	ENG	II
5213	Introduzione alla finanza aziendale internazionale	Introduction to international corporate finance	ITA	I
5215	L'analisi di bilancio; l'informativa esterna	Financial statement analysis (and business community information)	ITA	II
5148	La comunicazione di marketing	Marketing communication	ITA	I
5309	Management delle aziende di moda e design: evoluzione storica e dinamiche competitive	Management of fashion and design companies: historical perspectives and competitive dynamics	ITA	I
5138	Management delle aziende di turismo	Tourism management	ITA	II
5313	Management delle informazioni aziendali (Information management)	Information management	ITA	II
5230	Management delle istituzioni culturali e artistiche	Arts and cultural management	ITA	II
5316	Management of fashion and design companies: historical perspectives and competitive dynamics	-	ENG	I / II
5225	Management of human capital services	-	ENG	II
5222	Management of international and supranational organisations	-	ENG	I
5266	Marketing PMI	Small business management	ITA	II
5312	Metodi quantitativi per il management strategico d'impresa	Quantitative methods for corporate strategic management	ITA	II
5235	Networking management	-	ITA	II
5157	Politica del credito e gestione dei rischi	Credit risk analysis and credit risk management	ITA	II
5231	Progettazione delle strutture organizzative	Design of organizational structures	ITA	II
5217	Reporting direzionale e valutazione della performance	Performance measurement and evaluation systems	ITA	I
5151	Retailing	-	ITA	II
5253	Sistemi di analisi e contabilità dei costi	Cost analysis and cost accounting	ITA	II
5311	Storia dell'industria della moda	History of the fashion industry	ITA	II
5140	Strategia di internazionalizzazione	International business and management	ITA	II
5139	Strategie delle piccole e medie imprese	Strategies for small and medium-sized companies	ITA	I
5228	Tecnologie informatiche e nuovi modelli di business	Information technologies and new business models	ITA	I
5141	The management of competition and innovation in high-tech sectors	-	ENG	II

The broad group, in addition to the courses from all restricted groups, **also** includes the courses mentioned in the note at the end of paragraph 3.2.

### 3.2.2 Corso di laurea in Economia delle amministrazioni pubbliche e delle istituzioni internazionali - Undergraduate Degree in Public Administration and International Institutions (CLAPI)

Course code	Course title in the restricted group	English translation in the restricted group	Language of instruction	Semester
5162	Comparative fiscal systems and regulatory authorities	-	ENG	II
5219	Contabilità e bilancio nelle amministrazioni pubbliche	Governmental accounting	ITA	I
5165	Economia dello sviluppo	Development economics	ITA	II
5220	Economia e gestione delle aziende non profit	Management of non-profit organizations	ITA	I
5169	Economia urbana	Urban economics	ITA	I
5221	Forme di gestione dei servizi pubblici	Utilities management	ITA	I
5174	Istituzioni e regolamentazione dei mercati finanziari	Institutions and regulation of financial markets	ITA	II
5225	Management of human capital services	-	ENG	II
5222	Management of international and supranational organisations	-	ENG	I
5223	Metodi di analisi e valutazione dei programmi pubblici	Programme analysis and evaluation	ITA	I
5176	Politica economica europea	European economic policy	ITA	I
5224	Public management and the business environment	-	ENG	II

The broad group, in addition to the courses from all restricted groups, **also** includes the courses mentioned in the note at the end of paragraph 3.2.

### 3.2.3 Corso di laurea in Economia delle istituzioni e dei mercati finanziari - Undergraduate Degree in Institutions and Financial Markets Management (CLEFIN)

Course code	Course title in the restricted group	English translation in the restricted group	Language of instruction	Semester
5154	Corporate banking	-	ITA	I
5195	Diritto delle assicurazioni	Insurance law	ITA	II
5173	Economia monetaria internazionale	International monetary economics	ITA	I
5187	Elementi di matematica per i mercati finanziari	Mathematics for financial markets	ITA	I
5314	Economia e gestione dei fondi pensione	Pension fund management	ITA	II
5174	Istituzioni e regolamentazione dei mercati finanziari	Institutions and regulation of financial markets	ITA	II
5214	La valutazione delle aziende	Business valuation	ITA	II
5272	Metodi di scelta sul mercato azionario	Active management in stock market	ITA	II
5175	Microstruttura dei mercati dei capitali	Microstructure of capital markets	ITA	I
5157	Politica del credito e gestione dei rischi	Credit risk analysis and credit risk management	ITA	II
5158	Portfolio e risk management nei mercati internazionali	Portfolio theory and global asset management	ITA	I
5160	Private banking e investitori istituzionali	Private banking and institutional investors	ITA	I
5190	Statistica per i mercati finanziari	Statistics for financial markets	ITA	II
5161	Strumenti derivati e tecniche di copertura	Derivatives	ITA	II

The broad group, in addition to the courses from all restricted groups, **also** includes the courses mentioned in the note at the end of paragraph 3.2.

### 3.2.4 Corso di laurea in Economia e legislazione per l'impresa - Undergraduate Degree in Law and Business Administration (CLELI)

Course code	Course title in the restricted group	English translation in the restricted group	Language of instruction	Semester
5258	Bilancio, comunicazione finanziaria e temi professionali	Financial reporting and accounting for mergers, acquisitions and related matters	ITA	II
5251	Contabilità e principi internazionali	International accounting	ITA	I

5197	Diritto dell'Unione Europea	European union law	ITA	I
5200	Diritto penale commerciale	Business and corporate criminal law	ITA	II
5252	Finanza mobiliare	Capital market financing	ITA	I
5215	L'analisi di bilancio; l'informativa esterna	Financial statement analysis (and business community information)	ITA	II
5050	Marketing	-	ITA	I
5253	Sistemi di analisi e contabilità dei costi	Cost analysis and cost accounting	ITA	II
5139	Strategie delle piccole e medie imprese	Strategies for small and medium-sized companies	ITA	I

The broad group, in addition to the courses from all restricted groups, **also** includes the courses mentioned in the note at the end of paragraph 3.2.

### 3.2.5 Corso di laurea in Economia per le arti, la cultura e la comunicazione

#### Undergraduate Degree in Economics and Management of Arts, Culture and Communication (CLEACC)

CLEACC does not have a restricted group of courses.

CLEACC students must choose their 2 electives from the broad group made up of:

- the restricted groups of all the other undergraduate degrees (except for: 5309 Management delle aziende di moda e design: evoluzione storica e dinamiche competitive [*Management of fashion and design companies: historical perspectives and competitive dynamics*]; 5316 Management of fashion and design companies: historical perspectives and competitive dynamics; 5138 Management delle aziende di turismo [*Tourism management*] and 5230 Management delle istituzioni culturali e artistiche [*Arts and cultural management*]);
- the courses mentioned in the note at the end of paragraph 3.2.

### 3.2.6 Corso di laurea in Discipline economiche e sociali - Undergraduate Degree in Economic and Social Sciences (DES)

Course code	Course title in the restricted group	English translation in the restricted group	Language of instruction	Semester
5135	Demografia internazionale	International demography	ITA	I
5165	Economia dello sviluppo	Development economics	ITA	II
5167	Economia internazionale reale	International trade	ITA	II
5168	Economia politica (Povertà, disuguaglianza e distribuzione del reddito)	Economics (Poverty, inequality and income distribution)	ITA	I
5274	Metodologia della ricerca storica	Methods of research in history	ITA	II
5188	Modelli economici	Economic models	ITA	I
5087	Relazioni internazionali	International relations	ITA	II
5057	Scienza politica	Political science	ITA	II
5056	Sociologia	Sociology	ITA	II
5180	Storia del pensiero economico	History of economic thought	ITA	I

The broad group, in addition to the courses from all restricted groups, **also** includes the courses mentioned in the note at the end of paragraph 3.2.

### 3.2.7 Corso di laurea in Economia dei mercati internazionali e delle nuove tecnologie - Undergraduate Degree in Economics of International Markets and New Technologies (CLEMIT)

Course code	Course title in the restricted group	English translation in the restricted group	Language of instruction	Semester
5196	Diritto dell'informatica ed Internet	Internet and informatic law	ITA	II
5144	E-business e gestione dell'innovazione	Managing innovation through e-business	ITA	I
5166	Economia e politica delle imprese	Economics of multinational enterprises	ITA	I



5164	multinazionali Economics of the firm	-	ENG	I
5232	Organizational networks and entrepreneurship	-	ENG	II
5181	Tecnologia e sviluppo economico	Technology and economic development	ITA	II
5141	The management of competition and innovation in high-tech sectors	-	ENG	II

The broad group, in addition to the courses from all restricted groups, **also** includes the courses mentioned in the note at the end of paragraph 3.2.

### 3.2.8 Corso di laurea in Economia e management internazionali - Undergraduate Degree in International Economics and Management (DIEM)

Course code	Course title in the restricted group	Language of instruction	semester
5204	Advanced accounting and finance	ENG	II
5305	Applied research	ENG	II
5162	Comparative fiscal systems and regulatory authorities	ENG	II
5170	European labour markets	ENG	II
5171	Foundations of the European economy	ENG	II
5172	Industrial organisation	ENG	I
5155	International banking	ENG	II
5136	International business strategy	ENG	II
5147	International marketing research	ENG	II
5212	International project finance	ENG	I
5225	Management of human capital services	ENG	II
5222	Management of international and supranational organizations	ENG	I
5224	Public management and the business environment	ENG	II
5183	The economics of development and transition	ENG	I
5184	The economics of globalization	ENG	I

The broad group, in addition to the courses from all restricted groups, **also** includes the courses mentioned in the note at the end of paragraph 3.2.

### 3.2.9 Corso di laurea in Scienze giuridiche - Undergraduate Degree in Law (CLSG)

Course code	Course title in the restricted group	English translation in the restricted group	Language of instruction	Semester
5191	Diritto bancario	Banking and finance law	ITA	I
5315	Diritto civile (Contrattualistica)	Civil law (Rules of contracts)	ITA	I
5194	Diritto dell'ambiente	Environment law	ITA	II
5195	Diritto delle assicurazioni	Insurance law	ITA	II
5196	Diritto dell'Informatica ed Internet	Internet and informatic law	ITA	II
5198	Diritto ecclesiastico (*)	Law and religion	ITA	I
5199	Diritto industriale (Marchi e brevetti)	Topics in intellectual property law	ITA	I
5200	Diritto penale commerciale	Business and corporate criminal law	ITA	II
5193	Diritto privato comparato	Comparative law	ITA	II
5238	Diritto pubblico comparato	Comparative public law	ITA	I
5202	Organizzazione internazionale	International organization	ITA	II

(\*) cross-institutional course at Università di Pavia

The broad group, in addition to the courses from all restricted groups, **also** includes the courses mentioned in the note at the end of paragraph 3.2.

#### Note applies to all undergraduate programs

The broad group includes also the following courses:

Course code	Course title in the restricted group	English translation in the restricted group	Language of instruction	Semester
5156	Mercati finanziari internazionali	International financial markets	ITA	II
5303	Modellazione dei sistemi aziendali	Modelling company systems	ITA	I
5153	Teorie e tecniche della comunicazione	Communication theories and techniques	ITA	I

The Mercati finanziari internazionali [ International financial markets ] course cannot be included in the study plans of CLEFIN and CLEMIT students.

## 3.3 Foreign Languages

3.3.1 The common European framework

3.3.2 First foreign language

First foreign language for all undergraduate degree programs (except the DIEM)

First foreign language for the DIEM

3.3.3 Second foreign language

Second foreign language for all undergraduate degree programs (except the CLSG)

3.3.4 Method of assessing foreign language knowledge

### 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.

As explained at paragraph 3.3.2 Università Bocconi offers for English also the levels of P1 and P2. These levels are intensive models developed for absolute beginners. At the completion of the module P2 students should have acquired the skills corresponding to level A2 of the Common European Framework.

### 3.3.2 First foreign language

#### First foreign language for all undergraduate degree programs (except the DIEM)

##### Program structure position and credit points

The first foreign language is positioned in the second year of the program structure in either the first or second semester, depending on the undergraduate degree. In particular:

first semester: CLSG

second semester: CLEA, CLAPI, CLEFIN, CLELI, CLEACC, DES and CLEMIT

Students can choose to sit the exam in the exam periods of either the first or second semester independently of which semester the course is positioned in the program structure.

The objective of the course is to provide students with the ability to use the language appropriately.

The language path offered by the University takes place in the first and second years of undergraduate degrees.

The course is assigned 6 credit points, which are awarded to students when they pass the exam or after the submission and registration in their academic career of one of the international language certificates recognised by the University (see Paragraph 3.3.4: "Method of assessing foreign language knowledge").

These credits form part of the 60% of second-year credit points that are required in order to sit third-year exams ( see chapter 7 "Enrolment in continuing years").

The assessment of foreign language knowledge is marked out of thirty and the mark is included in the calculation of the Grade Point Average.

##### Method of choosing first foreign language

1. For all students who are **not English native speakers**, the first foreign language must be **English**.

The exit level from the language path corresponds to level **C1** of the Council of Europe's framework.

However, in light of the students' different linguistic levels on entry, the University allows students to exit from the language path with a lower linguistic level corresponding to level **B2**.

The course code is **5127**.

2. For all students who are **English native speakers**, the first foreign language can be chosen from **French, German, Portuguese and Spanish**.

Students must reach level **B2**.

The course codes are:

**French 5128**

**German 5129**

**Portuguese 5295**

**Spanish 5130**

##### English (for students who are not English native speakers)

Università Bocconi has identified some recommended entrance requirements to ensure that students have an adequate preparation to follow its curricular English language courses. These requirements correspond to level B1 of the Common European Framework for Language Competence (see paragraph 3.3.1 "The Common European Framework"). Students can find detailed information regarding the relative language knowledge and skills required and self-learning programs to help them to reach the indicated level based on the different initial preparation on the Internet site at

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

## Initial evaluation test

- All students who are not English native speakers that take part in the admission process based on the aptitude test will sit at the same time as it, an English language knowledge test. The purpose of this is to identify the student's ideal language path.

## The Language path

The educational activities designed to help students to learn English are organised by the Language Centre including both level C1 and B2 curricular courses and preparatory modules for students who have not yet acquired the sufficient linguistic competence.

With regard to the language levels of students when they enrol, the University suggests to individual students a personalised learning plan. In particular for absolute beginners the following paths are offered:

Year of program	Semester	Module	Level	Number of hours
1 st year	I	Module P1	Intensive - Part 1	78 hours
1 st year	II	Module P2	Intensive - Part 2	78 hours
2 nd year	I	Module B1	Intermediate	52 hours
2 nd year	II	Course B2	Post-intermediate	52 hours

For other students the following paths are offered. Students can follow in whole or in part the preparatory modules based on their linguistic competence ascertained by the initial test.

Year of program	Semester	Module	Level	Number of hours
1 st year	I	Module A2	Pre-intermediate	52 hours
1 st year	II	Module B1	Intermediate	52 hours
2 nd year	I (or II)*	Module/Course B2**	Post-intermediate	52 hours
2 nd year	II (or I)*	Course C1	Advanced	52 hours

\* The modules of level B2 and C1 are offered in both the first and second semester.

\*\* The level B2 has a double value: the curricular course for students who intend to sit the B2 exam and the preparatory module for students who intend to be accepted to the curricular course C1.

**First-year** students who are not English native speakers and have been selected "by test" are automatically assigned an English class group on the basis of their language level, which is ascertained by the initial evaluation test.

**First-year** students who are not English native speakers and have been selected "by dossier" or "transferring from other universities" are automatically assigned an A2 level class group for the first semester and a B1 level class group for the second semester.

**Second-year** students who are not English native speakers must choose the modules/courses for the first and second semesters they intend to take when they enrol in the academic year (through Punto Blu, during the period 1 August - 12 September 2005).

For both first- and second-year students their class groups are assigned for both the first and second semesters.

Once students have completed enrolment they can utilise Punto Blu to print and check the class timetables of curricular courses and preparatory modules.

In any case, the assigned class group and class timetable are communicated to all students through the yoU@B student diary at the beginning of each semester.

Attendance is not compulsory but strongly recommended; the modules and courses are the best way of learning the language and preparing for the exam. 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 every language and they are available on the Internet site at <http://www.unibocconi.it/languagecentre>).

Students must declare their desired exit level when they register for the exam at one of the Punto Blu terminals independently of the module(s) or course(s) attended.

## French, German, Portuguese and Spanish (for English native speakers)

## Initial evaluation test

There is no compulsory initial evaluation test for French, German, Portuguese and Spanish although a self-evaluation test is available on the Internet site at <http://www.unibocconi.it/languagecentre>.

## The language path

The educational activities designed to help students to learn French, German, Portuguese and Spanish are organised by the Language Centre including both level B2 curricular courses and preparatory modules for students who have not yet acquired the sufficient linguistic competence.

The language paths are the following:

Year of program	Semester	Module	Level	Number of hours
1 st year	I semester	Module A1	Elementary	52 hours
1 st year	II semester	Module A2	Pre-intermediate	52 hours
2 nd year	I semester	Module B1	Intermediate	52 hours
2 nd year	II semester	Course B2	Post-intermediate	52 hours

**First-year** students who are English native speakers must choose their first language when they carry out the enrolment procedure via Internet.

Once the language has been chosen, students are automatically assigned an A1 level class group for the first semester and an A2 level class group for the second semester.

**Second-year** students who are English native speakers must confirm (or choose a language if they did not do so in the first year) the language chosen in the first year when they enrol in the academic year (Punto Blu, during the period 1 August - 12 September)

Once the language has been confirmed/chosen, students are automatically assigned a B1 level class group for the first semester and a B2 level class group for the second semester.

Any language changes can be made for both the first and second year during the period 9-31 January 2006. Changes can be carried out at any Punto Blu terminal or Virtual Punto Blu.

Attendance is not compulsory but strongly recommended; the modules and courses are the best way of learning the language and preparing for the exam. 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 every language and they are available on the Internet site at <http://www.unibocconi.it/languagecentre>).

## First foreign language for the DIEM

### Program structure position and credit points

The first foreign language is positioned in the first year of the program structure in the second semester.

Students can choose to sit the exam in the exam periods of either the first or second semester independently of which semester the course is positioned in the program structure.

The objective of the course is to provide students with the ability to use the language appropriately.

The course is assigned 6 credit points, which are awarded to students when they pass the exam or after the submission and registration in their academic career of one of the international language certificates recognised by the University (see Paragraph 3.3.4: "Method of assessing foreign language knowledge").

These credits form part of the 60% of first-year credit points that are required in order to sit second-year exams (see chapter 7 Enrolment in continuing years).

The assessment of foreign language knowledge is marked out of thirty and the mark is included in the calculation of the Grade Point Average.

### Method of choosing first foreign language and language learning experience

1. For all students who are **not English native speakers**, the first foreign language is chosen by students:

- English level **C2** of the Council of Europe's framework. However, in light of the students' different linguistic levels on entry, the University allows students to exit from the language path with a lower linguistic level corresponding to level **C1**.  
The course code is **5127**.

The language path is as follows:

Year of program	Semester	Module /Course	Level	Number of hours
1 st year	I semester	Module /Course C1 *	Advanced	52 hours
1 st year	II semester	Course C2	Proficient	52 hours

\* The level C1 has a double value: the curricular course for students who intend to sit the C1 exam and the preparatory module for students who intend to be accepted to the curricular course C2.

- One of the following languages of the European Union (as long as it is different from the student's native language): **French, German, Portuguese and Spanish** level B2.  
The course codes are:  
**French 5128**  
**German 5129**  
**Portuguese 5295**  
**Spanish 5130**

The language path is as follows:

Year of program	Semester	Module	Level	Number of hours
1 st year	I semester	Module B1	Intermediate	52 hours
1 st year	II semester	Course B2	Post-intermediate	52 hours

2. For students who are **English native speakers**, the first foreign language may be chosen from one of the following languages of the European Union: **French, German, Portuguese and Spanish** level B2.

The course codes are:

**French 5128**  
**German 5129**  
**Portuguese 5295**  
**Spanish 5130**

The language path is as follows:

Year of program	Semester	Module	Level	Number of hours
1 st year	I semester	Module B1	Intermediate	52 hours
1 st year	II semester	Course B2	Post-intermediate	52 hours

When enrolling via Internet, **first year students** must choose the first foreign language to include in their study plan:

- If the first language is English, students are automatically assigned to a level C1 class group for the first semester and a level C2 class group for the second semester;
- If the first language is French, German, Portuguese and Spanish students are automatically assigned a level B1 class group for the first semester and a level B2 class group for the second semester.

Any language changes can be made for both the first and second year during the period 9-31 January 2006. Changes can be carried out at any Punto Blu terminal or Virtual Punto Blu.

Once students have completed enrolment they can utilise Punto Blu to print and check the class timetables of curricular courses and preparatory modules.

In any case, the assigned class group and class timetable are communicated to all students through the yoU@B student diary at the beginning of each semester.

Students must declare their desired exit level when they register for the exam at one of the Punto Blu terminals independently of the module(s) or course(s) attended.

### 3.3.3 Second foreign language

## Second foreign language for all undergraduate degree programs (except the CLSG)

### Program structure position and credit points

The second foreign language is positioned in the third year of the program structure in either the first or second semester, depending on the undergraduate degree. In particular:

first semester: CLAPI, CLELI, CLEMIT

second semester: CLEA, CLEFIN, CLEACC, DES, DIEM

The program requirements of the CLSG do not include a second foreign language.

Students can choose to sit the exam in either the exam periods of either the first or second semester independently of which semester the course is positioned in the program structure.

The objective of the course is to provide students with the ability to use the language appropriately.

The language path offered by the University takes place in the second and third years of undergraduate degrees.

The course is assigned 6 credit points, which are awarded to students when they pass the exam or after the submission and registration in their academic career of one of the international language certificates recognised by the University (see Paragraph 3.3.4: "Method of assessing foreign language knowledge").

The assessment of foreign language knowledge is marked out of thirty and the mark is included in the calculation of the Grade Point Average.

### Method of choosing second foreign language

For students who are **Italian native speakers**, the second foreign language must be chosen from **French, German, Portuguese or Spanish**.

The course codes are:

**French 5128**

**German 5129**

**Portuguese 5295**

**Spanish 5130**

For students who are **not Italian native speakers** the second language must be **Italian**. The course code is **5239**.

The exit level from the language path corresponds to level **B2** of the Council of Europe's framework. However, in light of the students' different linguistic levels on entry, the University allows students to exit from the language path with a lower linguistic level corresponding to level **B1**.

### French, German, Portuguese and Spanish (for Italian native speakers)

#### Initial evaluation test

There is no compulsory initial evaluation test for French, German, Portuguese and Spanish although a self-evaluation test is available on the Internet site at <http://www.unibocconi.it/languagecentre>. Students are invited to take this test before enrolling for the second year of the program.

#### The language path

The educational activities designed to help students to learn French, German, Portuguese and Spanish are organised by the Language Centre including both level B2 and B1 curricular courses and preparatory modules for students who have not yet acquired the sufficient linguistic competence.

With regard to the language levels of students ascertained by the self-evaluation test, the University suggests to individual students a personalised learning plan that may advise them to follow in whole or in part the preparatory modules based on their linguistic competence, to take on the curricular courses or to sit directly the exam.

The language paths are as follows:

Year of program	Semester	Module	Level	Number of hours
2nd year	I semester	Module A1	Elementary	52 hours
2nd year	II semester	Module A2	Pre-intermediate	52 hours
3rd year	I (or II) semester	Module /Course B1 *	Intermediate	52 hours

3rd year                      II semester                      Course B2                      Post-intermediate                      52 hours

\* The level B1 has a double value: the curricular course for students who intend to sit the B1 exam and the preparatory module for students who intend to be accepted to the curricular course B2.

**Second-year** students who are Italian native speakers must choose their second language when they enrol in the academic year (through Punto Blu - during the period 1 August - 12 September 2005 ). They must also choose the modules they intend to follow in the first and second semesters (A1 in the first semester and A2 in the second semester; only A2 in the second semester; nothing for all the second year); then they will be automatically assigned the class group corresponding to the level they have chosen for both the first and second semester.

**Third-year** students must confirm the language they chose in the second year of the course (or choose a language if they did not do so in the second year) when they enrol for the academic year (Punto Blu, during the period 1 August - 12 September 2005 ). They must also choose the modules they intend to follow in the first and second semesters (B1 in the first semester and B2 in the second semester; only B1 in the first semester; only B1 in the second semester; only B2 in the second semester), then they will be automatically assigned the level class group corresponding to the choices made for both the first and second semesters.

Any language changes can be made for both the second and third year during the period 9-31 January 2006. Changes can be carried out at any Punto Blu terminal or Virtual Punto Blu.

Once students have completed enrolment they can utilise Punto Blu to print and check the class timetables of curricular courses and preparatory modules.

In any case, the assigned class group and class timetable are communicated to all students through the yoU@B student diary at the beginning of each semester.

Attendance is not compulsory but strongly recommended; the modules and courses are the best way of learning the language and preparing for the exam. 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 every language and they are available on the Internet site at <http://www.unibocconi.it/languagecentre>).

Students must declare their desired exit level when they register for the exam at one of the Punto Blu terminals independently of the module(s) or course(s) attended.

### Italian (for students who are not Italian native speakers)

#### Initial evaluation test

Students who are extra-EU non Italian residents must according to the Ministerial regulations sit an Italian test through the University. Dates and times are communicated to each individual student concerned by the Admissions Office. With reference to all other students who are not Italian native speakers there is no initial evaluation test for Italian organised by the University, although a self-evaluation test is available on the Internet site at <http://www.unibocconi.it/languagecentre>. Students are invited to take this test **before enrolling for the first year of the program**.

#### The language path

The educational activities designed to help students to learn Italian are organised by the Language Centre including both level B2 and B1 curricular courses and preparatory modules for students who have not yet acquired the sufficient linguistic competence.

With regard to the language levels of students when they enrol, the University suggests to individual students a personalised learning plan that may advise them to follow in whole or in part the preparatory modules based on their linguistic competence, to take on the modules or to sit directly the exam.

The language paths are as follows:

Year of program	Semester	Level	Number of hours
1 st year		Basic course organised by the International Relations Service	
2 nd year	I semester	Module A2	52 hours
3 rd year	I semester	Module/ Course B1 *	52 hours



3<sup>rd</sup> year

II semester

Course B2

Post-intermediate

52 hours

\* The level B1 has a double value: the curricular course for students who intend to sit the B1 exam and the preparatory module for students who intend to be accepted to the curricular course B2.

**First-year** students who are not Italian native speakers and who are absolute beginners or at the elementary level (A1) can enrol in the basic course offered by the International Relations Service.

**Second-year** students who are not Italian native speakers are automatically assigned an A2 level class group when they enrol for the academic year (during the period 1 August - 12 September 2005).

**Third-year** students who are not Italian native speakers must choose the modules they intend to follow in the first and second semesters (B1 in the first semester and B2 in the second semester; only B1 in the first semester; only B2 in the second semester), when they enrol for the academic year (Punto Blu, during the period 1 August - 12 September 2005). Then they will be automatically assigned the class group corresponding to the choices made.

Once students have completed enrolment they can utilise Punto Blu to print and check the class timetables of curricular courses and preparatory modules.  
In any case, the assigned class group and class timetable are communicated to all students through the yoU@B student diary at the beginning of each semester.

Attendance is not compulsory but strongly recommended; the modules and courses are the best way of learning the language and preparing for the exam. 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 every language and they are available on the Internet site at <http://www.unibocconi.it/languagecentre>).

Students must declare their desired exit level when they register for the exam at one of the Punto Blu terminals independently of the module(s) or course(s) attended.

### 3.3.4 Method of assessing foreign language knowledge

#### Assessment by exam

The assessment is carried out by means of an exam that consists of testing comprehension and knowledge of written and spoken expressions adapted to the appropriate language level.

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

The detailed course programs (**course syllabuses**) are available on the Internet site at <http://www.unibocconi.it/languagecentre> and at the Language Centre Secretariat.

The exam is marked out of thirty and is included in the calculation of the Grade Point Average.  
Students must declare which exit level they want when they register for the exam at one of the Punto Blu terminals.  
The level of competence achieved is recorded on the official exam report and on the official academic transcript.

As an alternative to the Bocconi exam students may choose to take one of the international certificate exams indicated by the University (listed below), 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.

#### Assessment by international language certificate

If students opt for a certificate exam they can choose to sit the exam through either:

- the Bocconi Language Centre, if it is a recognised exam centre for the chosen certificate or;
- an officially recognised Examination Centre either in Italy or abroad. The cost of sitting the certificate exam is the responsibility of the individual student.

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

Students who already hold one of the certificates indicated by the University may ask for the result of the certificate exam to be converted into a mark out of thirty and recorded instead of the Bocconi exam.

If the international language certificate is recorded in the student's academic career before it is positioned in the program structure the credit points gained cannot be counted towards the credit points required for sitting the exams for the following year.

For students enrolled from the 2004-2005 a.y. the validity of each international certificate for academic career registration purposes is equal to three years from the achievement date.

It should be noted that if students hold international certificates of higher levels than the level indicated in the program requirements, these will be recognised when the graduation grade is calculated (see chapter 6 "Awarding of the graduate grade").

In addition to the international certificates presented below the University recognises other specialised language certificates indicated for the graduate degree programs (available on the website at <http://www.unibocconi.it/languagecentre>).

### Recognised International Certificates and mark conversion tables

#### English

Certificates that can substitute the exam level	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			
				Cambridge ESOL	A	30
					B	28
C	26					
Certificates that can substitute the exam level B2	Awarding institute	Certificate mark	Mark expressed out of thirty			
				Cambridge ESOL	A	30
					B	27
C	25					

#### French

Certificates that can substitute the exam level	Awarding institute	Certificate mark	Mark expressed out of thirty			
Diplôme Approfondi de Langue Française unités B3 et B4 (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			
				MEN	16 - 20	30 cum laude
					14 - 15	30
10 - 13	28					
Certificates that can substitute the exam level B2	Awarding institute	Certificate mark	Mark expressed out of thirty			
				MEN	16 - 20	30 cum laude
					14 - 15	30
12 - 13	28					
10 - 11	26					
Certificates that can substitute the exam level B1	Awarding institute	Certificate mark	Mark expressed out of thirty			
				MEN	16 - 20	30
					13 - 15	28

(DELF 1)		10 - 12	26
Diplôme d'Etudes en Langue Française scolaire niveau 2 (DELF scolaire niveau 2)	MEN	16 - 20 13 - 15 10 - 12	30 28 26

### Portuguese

Certificates that can substitute the exam level	C2	Awarding institute	Certificate mark	Mark expressed out of thirty
Diploma Universitário de Português Língua Estrangeira (DUPLÉ)		Instituto Camões (MNE * ) e Universit� di Lisboa (ULP ** )	90-100% 80-89% 71-79% 66-70% 50-65%	30 28 26 24 22
Certificates that can substitute the exam level	C1	Awarding institute	Certificate mark	Mark expressed out of thirty
Diploma Avan�ado de Português L�ngua Estrangeira (DAPLE)		Instituto Cam�es e Universit� di Lisboa	90-100% 80-89% 71-79% 66-70% 50-65%	30 28 26 24 22
Certificates that can substitute the exam level	B2	Awarding institute	Certificate mark	Mark expressed out of thirty
Diploma Interm�dio de Portugu�s L�ngua Estrangeira (DIPLE)		Instituto Cam�es e Universit� di Lisboa	90-100% 80-89% 71-79% 66-70% 50-65%	30 28 26 24 22
Certificates that can substitute the exam level	B1	Awarding institute	Certificate mark	Mark expressed out of thirty
Diploma Elementar de Portugu�s L�ngua Estrangeira (DEPLE)		Instituto Cam�es e Universit� di Lisboa	90-100% 80-89% 71-79% 66-70% 50-65%	30 28 26 24 22

\* MNE: Minist rio dos Neg cios Estrangeiros

\*\* ULP: Dipartimento di Lingua e Cultura Portoghese, Facolt  di Lettere

### Spanish

Certificates that can substitute the exam level	C2	Awarding institute	Certificate mark	Mark expressed out of thirty
Diploma de Espa�ol Lengua Extranjera - Nivel Superior (DSE)		Instituto Cervantes	91 - 100 81 - 90 70 - 80	30 cum laude 30 28
Certificates that can substitute the exam level	B2	Awarding institute	Certificate mark	Mark expressed out of thirty
Diploma de Espa�ol Lengua Extranjera - Nivel Intermedio (DIE, ex DBE)		Instituto Cervantes	98 - 100 91 - 97 84 - 90 77 - 83 70 - 76	30 cum laude 30 28 26 24
Certificates that can substitute the exam level	B1	Awarding institute	Certificate mark	Mark expressed out of thirty
Diploma de Espa�ol Lengua Extranjera Nivel Inicial (CIE)		Instituto Cervantes	90 - 100 80 - 89 70 - 79	30 27 24

## German

Certificates that can substitute the exam level	Awarding institute	Certificate mark	Mark expressed out of thirty
<b>C2</b>			
Zentrale Oberstufenprüfung (ZOP)	Goethe Institut	sehr gut gut befriedigend ausreichend	30 cum laude 30 28 26
<b>C1</b>			
Zentrale Mittelstufenprüfung (ZMP)	Goethe Institut	sehr gut gut befriedigend ausreichend	30 cum laude 30 28 26
<b>B2</b>			
Zertifikat Deutsch Plus (ZD Plus)	Weiterbildungs-Testsysteme (WBT)	sehr gut gut befriedigend ausreichend	30 cum laude 30 28 26
<b>B1</b>			
Zertifikat Deutsch (ZD)	Goethe Institut, Österreichisches Sprachdiplom Deutsch (ÖSD), WBT, Universität Freiburg	sehr gut gut befriedigend ausreichend	30 28 26 24

## Italian

Certificates that can substitute the exam level	Awarding institute	Certificate mark	Mark expressed out of thirty
<b>C2</b>			
Certificazione di Italiano come Lingua Straniera 4 (CILS 4)	Università per Stranieri di Siena	90 - 100 76 - 89 66 - 75 55 - 65	30 cum laude 30 29 28
Certificato di Conoscenza della Lingua Italiana 5 (CELI 5)	Università per Stranieri di Perugia	A B C	30 cum laude 30 29
<b>C1</b>			
Certificazione di Italiano come Lingua Straniera 3 (CILS 3)	Università per Stranieri di Siena	90 - 100 76 - 89 66 - 75 55 - 65	30 cum laude 28 26 24
Certificato di Conoscenza della Lingua Italiana 4 (CELI 4)	Università per Stranieri di Perugia	A B C	30 cum laude 27 24
<b>B2</b>			
Certificazione di Italiano come Lingua Straniera 2 (CILS 2)	Università per Stranieri di Siena	90 - 100 76 - 89 66 - 75 55 - 65	30 cum laude 28 26 24
Certificato di Conoscenza della Lingua Italiana 3 (CELI 3)	Università per Stranieri di Perugia	A B C	30 cum laude 27 24
<b>B1</b>			
Certificates that can substitute the exam level	Awarding institute	Certificate mark	Mark expressed

Certificazione di Italiano come Lingua Straniera 1 (CILS 1)	Università per Stranieri di Siena	90 - 100	out of thirty
		76 - 89	30 cum laude
		66 - 75	28
		55 - 65	26
Certificato di Conoscenza della Lingua Italiana 2 (CELI 2)	Università per Stranieri di Perugia	A	30 cum laude
		B	27
		C	24

## 3.4 Computer skills

3.4.1 Program structure position and credit points

3.4.2 Assessment of knowledge

3.4.3 Teaching service

### 3.4.1 Program structure position and credit points

The program requirements of all undergraduate degrees offered at Università Bocconi include a computer skills course, aiming to provide students with the opportunity to develop their knowledge and skills in IT, in accordance with the current regulations in force regarding undergraduate degrees in the fields of study Management, Economics and Legal Studies. The Computer skills course is positioned in the first year of undergraduate programs, in the first semester for some programs and in the second semester for others. The details of these are:

- first semester: CLAPI, DES, CLEMIT, DIEM, CLSG and CLEA English class group;
- second semester: CLEA (except for English class group), CLEFIN, CLELI and CLEACC.

The course is assigned 4 credit points that form part of the 60% of first-year credit points that are required in order to sit second-year exams.

### 3.4.2 Assessment of knowledge

The knowledge and skills in IT are assessed by the **ECDL Start** (European Computer Driving Licence), an internationally recognised certificate which enables students to demonstrate their competence in Windows, Office Applications and the Internet.

Università Bocconi is a "Test Centre" for acquiring the ECDL.

In order to obtain the licence it is necessary to pass the following 4 exam modules:

- **Resource management;**
- **Word;**
- **Excel;**
- **Internet.**

To pass models students must answer 75% or more of exam questions correctly.

When each module is passed the mark is registered on the Skills Card. The ECDL Start is issued when all four modules have been passed.

The overall result achieved from the 4 modules is converted into a mark out of thirty and recorded in the student's academic career. In particular, the average of the percentages achieved for each of the 4 modules is calculated. The average percentage is then converted into a mark out of thirty on the basis of the conversion table shown below.

The mark out of thirty is included in the calculation of the Grade Point Average.

Average percentage	Mark out of thirty rounded
75	up 18
76	18

77	18
78	19
79	19
80	19
81	20
82	20
83	21
84	21
85	22
86	23
87	23
88	24
89	25
90	26
91	26
92	27
93	28
94	29
95	29
96	30
97	30
98	30
99	30 cum laude
100	30 cum laude

Please note: students that passed some of the modules before 2004 must use the calculation method available on the SEDIN (IT Education Services Centre) website at <http://www.unibocconi.it/sedin> (Italian version).

The assessment methods are different for attending and non attending students (detailed information is available in the course profile).

All students (attending and non attending) can sit the exam on the date fixed by the Bocconi Test Centre. If students have already passed the exam at secondary school, they must download from the SEDIN website the appropriate form, complete and submit it to SEDIN (IT Education Services Centre) Secretariat together with a photocopy front and back of their Skills Card attesting to their achievement in the module(s). If exams are not taken using the ALICE automatic system, students must also send the declaration, written on headed paper from the Test Centre, of the mark achieved (**expressed as a percentage**) for every exam passed.

The deadlines for submitting these documents are:

- for class groups enrolled in the first semester: 28 October, 2005 ;
- for class groups enrolled in the second semester: 14 April, 2006 .

Students, who are not satisfied with their results of an exam taken at secondary school, have the possibility to re-sit the exam at the Bocconi Test Centre on payment of a fee of € 10.33 for each module that they want to re-sit.

The procedure will be posted on the bulletin board.

Università Bocconi provides free of charge the Skills Card (for students who do not have one) and the first exam attempt for each of the four modules taken at the Bocconi Test Centre. If students are unable to pass one or more of the modules that go towards the ECDL Start, they must pay € 10.33 for every exam module they re-sit.

For more information and the exam dates see the SEDIN website at <http://www.unibocconi.it/sedin> (Italian version).

### 3.4.3 Teaching service

The computer skills course covers a total of 32 hours of compulsory lessons and 8 hours of optional exercises divided in the following way:

- **Course introduction:** 2 hours;
- **Management resources:** 6 hours + 2 hours of optional exercises;
- **Word:** 8 hours + 2 hours of optional exercises;
- **Excel:** 8 hours + 2 hours of optional exercises;
- **Internet:** 6 hours;
- **Final exercises:** 2 hours + 2 hours optional.

For the 2005-2006 a. y., there are a total of 38 computer skills class groups divided up as follows:

- 14 in the first semester (code 5005 for CLAPI, DES, CLEMIT and CLSG; code 5006 for DIEM; code 5132 for CLEA class group 8 taught in English);
- 24 in the second semester (code 5005 for CLEA - class groups 1 to 7, CLEFIN, CLELI and CLEACC).

In order to allow students to attend lessons in the University's IT classrooms for each class group in the first year of every undergraduate program, 2 computer skills class groups are scheduled, as shown in the table below.

Students have only one possibility to attend the assigned class group (except in special circumstances and with prior approval from the Course Director).

Undergraduate degree program	Class group	Computer skills class group	Semester	Course code
CLEA	1	61 and 62	II	5005 Informatica [Computer Skills]
	2	63 and 64	II	5005 Informatica [Computer Skills]
	3	65 and 66	II	5005 Informatica [Computer Skills]
	4	67 and 68	II	5005 Informatica [Computer Skills]
	5	69 and 70	II	5005 Informatica [Computer Skills]
	6	71 and 72	II	5005 Informatica [Computer Skills]
	7	73 and 74	II	5005 Informatica [Computer Skills]
CLEA	8	75 and 76	I	5132 Computer skills
CLAPI	9	51 and 52	I	5005 Informatica [Computer Skills]
CLEFIN	10	77 and 78	II	5005 Informatica [Computer Skills]
	11	79 and 80	II	5005 Informatica [Computer Skills]
CLELI	12	81 and 82	II	5005 Informatica [Computer Skills]
CLEACC	13	83 and 84	II	5005 Informatica [Computer Skills]
	14	85 and 86	II	5005 Informatica [Computer Skills]
DES	15	53 and 54	I	5005 Informatica [Computer Skills]
CLEMIT	16	55 and 56	I	5005 Informatica [Computer Skills]
DIEM	17	51 and 52	I	5006 Computer science for business
CLSG	18	57 and 58	I	5005 Informatica [Computer Skills]
	19	59 and 60	I	5005 Informatica [Computer Skills]

## 3.5 Studying abroad

### 3.5.1 Long programs

Exchange Program

Free-mover Semester Program

### 3.5.2 Short programs

Campus Abroad

Free-Mover Summer Program

### 3.5.3 Scholarships for international programs

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 with 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 Programs and Free-Mover Semester Programs);
- Short programs (Campus Abroad and Free-Mover Summer Programs);

- Master CEMS-MIM (MSc students only).

### 3.5.1 Long programs

#### Exchange Program

The Università Bocconi "Exchange Program" (which includes 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 program is offered to all students regularly enrolled at Bocconi in their second year. Students can take the semester abroad during their third year.

Students are allowed to enrol in a semester abroad at one of the partner universities if they pass the selection process based on their GPA, number of credit points gained and language skills. In previous editions, some of the requirements for students have included minimum GPA of 22/30, minimum number of credits points and language skills. Students who are selected and subsequently withdraw from the Exchange Program (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 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 if they decide to continue their studies in MSc programs.

#### 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 4 exams recognised either fully or partially. The credit approval procedure is explained in chapter 5.14, paragraph "Credit for Exams Passed at Universities Abroad", of this Guide.

#### Final report

Exchange experiences can be linked to final reports. See chapter 6.1, paragraph "Final report", of this Guide.

#### Graduation Grade

Exchange Program participation counts as "other relevant elements in the student's academic career" and is included in the calculation of the graduation grade. See chapter 6.2.5, paragraph, "Awarding of the graduation grade", 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 the third year of their degree 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 that are willing to accept such students. The list of universities abroad will be published on the webpage at <http://www.ir.unibocconi.it/eng> and in the International Relations publications. This is the only list considered valid for the recognition of exams taken as part of the Free-Mover Semester. Any other applications for alternatives must be examined individually beforehand, by the International Relations Office. The application must be accompanied by a motivational letter and some information about the chosen university and is to be submitted to the International Relations Office before enrolling at the university abroad.



### **Application procedure**

Students should contact their chosen 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 of the individual institutions 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 fees and taxes for both Bocconi and the institution 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 3 exams recognised either fully or partially. The credit approval procedure is explained in chapter 5.14, paragraph "Credit for Exams Passed at Universities Abroad", of this Guide.

### **Final report**

Free-Mover Semester can be linked to final reports. See chapter 6.1, paragraph "Final report", of this Guide.

### **Graduation Grade**

Free-Mover Semester participation counts as "other relevant elements in the student's academic career" and is included in the calculation of the graduation grade. See chapter 6.2.5, paragraph "Awarding of the graduation grade", 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.

## **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 second year. Students are admitted to the program depending on the outcome of the selection process based on their GPA, number of credit points and language skills. For recent editions of this program students have been required to have a minimum GPA of 22/30, a minimum number of credit points and English language skills.

### **Application and deadlines**

The application deadline is, around, the months of November and March (the precise dates will be released in the International Relations publications and on the website). For more information visit the website at <http://www.ir.unibocconi.it/eng> and check out successive publications released by the Service.

### **Exam recognition**

The exams are recognised as Bocconi exams and do not come under the "Credit for Exams Passed at Universities Abroad". To have exams and credit points registered in the academic career, students must: pass the exam and participate in both lessons and related activities. Students are reminded that their participation in all activities and presence for the entire period of the program is compulsory.

### **Final report**

Campus Abroad experiences can be linked to final reports. See chapter 6.1, paragraph "Final report", of this Guide.

### **Graduation grade**

Campus Abroad participation counts as "other relevant elements in the student's academic career" and is included in the calculation of the graduation grade only if exams are passed in the Campus Abroad regime. For detailed information see the website at <http://www.ir.unibocconi.it/eng> and chapter 6.2.5, paragraph "Awarding of the graduation grade", of this Guide.

### **Free-Mover Summer Program**

Università Bocconi has selected a number of partner schools from its international network who offer interesting and challenging Summer Programs. They last between 3 and 5 weeks during the summer months and allow students to take curricular courses in various areas for which they can receive credit. The list of universities abroad will be released in the International Relations publications. This is the only list considered valid for the recognition of courses offered in the Summer Program through institutions abroad. Students can submit applications for other alternatives that must be examined individually before applying to the program, by the International Relations Office.

### **Eligibility and requirements**

The program is offered to students from all undergraduate degrees, starting from the summer of their second year. Università Bocconi does not carry out any type of selection process however students must satisfy the entry requirements established by the institution chosen for the Summer Program.

### **Application procedure**

The International Relations Office provides informational guidance, making available the website sites of the various programs and any brochures of partner institutions. Students are required to contact their chosen destination to obtain course programs and details of the enrolment procedures. Students are responsible for travel, board and lodging expenses as well as the fees and taxes of the partner university. Students are also encouraged to ensure that they have health insurance cover for the period abroad. Once students have been accepted to the Free-Mover Summer Program by the institution they have chosen, 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 one exam recognised either in full or after the course program has been integrated. The credit approval procedure is explained in chapter 5.14, paragraph "Credit for Exams Passed at Universities Abroad", of this Guide.

### **Final report**

Free-mover Summer experiences can be linked to final reports. See chapter 6.1, paragraph "Final report", of this Guide.

## **3.5.3 Scholarships for international programs**

Students taking part in international programs can apply for scholarships from ISU Bocconi (Student Assistance and Financial Aid) and the TCA - University Fees Office (for information about scholarships and application forms, see .pdf file Conditions for Access to Services ISU Bocconi available in the Download Area). Students chosen for the Exchange Program for one semester of study at a European institution which has signed a bilateral Socrates agreement will receive a Socrates scholarship from the European Union.

For information: ISU Bocconi  
<http://www.unibocconi.it/financialaid>.

## **3.6 Internships in Italy and abroad**

- 3.6.1 Internships in Italy and abroad with SOP Career Service
  - Characteristics of internships and requirements requested
  - How to find an internship
  - Starting the procedure
- 3.6.2 International internships with the International Relations Office
  - Students eligible for programs
  - Requirements
  - Documents
  - Periods and deadlines
  - Internet site

Internships are mainly designed to provide students and graduates with the opportunity of gaining real world work and professional experience. They are training experiences that take place over a limited time period and allow the participants to develop professional skills, get their bearings in these environments and facilitate their professional choices, guaranteeing them direct experience in the continuously changing work environment.

Internships can be carried out in all types of companies and organisations/institutions, both in Italy and abroad.

These experiences help trainees to identify their strengths and weaknesses, to gain insight into the "rules of the game" for operating within different industries, departments, companies and institutions, to test out knowledge and to take on a certain degree of responsibility.

The University recognises the educational value of field experience, which is not limited to a mere practical application of material studied in the classroom, but offers a genuine moment of both personal and professional growth.

The host company or organisation and Bocconi sign a convention and agree on the aims and contents of the training period. As the promoter of the initiative, the University prepares all the necessary legal documentation, checks the quality of the training projects, provides insurance cover and assists the trainees and companies/institutions involved.

Internships can last between 2 and 6 months and are generally on a full-time basis, with a certain amount of flexibility. Internships can be carried out in any period of the year.

#### **Final report**

Internships can also provide the material for the final report (see chapter 6.1, paragraph "Final report" of this Guide).

#### **Recognition of an internship as part of graduation**

Internship participation counts as "other relevant elements in the student's academic career" and is included in the calculation of the graduation grade (see chapter 6.2.5, paragraph "Awarding of the graduation grade" of this Guide). The internship must be recorded in the student's academic career by the reservation date of the graduation session. Generally the internship must have finished by that date.

#### **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 the Career Service (SOP) and International Relations Office (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 website at <http://www.unibocconi.it/financialaid> in Financial Assistance for Undergraduate Degrees.

### **3.6.1 Internships in Italy and abroad with SOP Career Service**

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 3.6.2).

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;
- public authorities, institutions and associations;
- 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.

#### **Characteristics of internships and requirements requested**

Internships are educational opportunities in the field, not employment contracts. They comply with article 18 of the Law no.196 of 25 March 1998, the relative Decree no.142 of 25 March 1998, as well as the convention signed by the

individual company involved and the University.

In accordance with the law, internships are not paid, although the company involved may decide to award a study grant. The Notiziario Stage & Placement (Stage & Placement Newsletter) clearly highlights the unpaid internships.

The right to take up an Internship is not linked to academic qualifications. The curriculum and personal characteristics of individual candidates are defined by the individual companies on the basis of the contents of the educational projects, the quality of which is guaranteed by SOP. During the training period, each student is supervised by a company tutor and a tutor from the University.

Students are advised not to apply for training periods before the summer of their second year, to ensure that they have gained the necessary basic knowledge from their studies, however training periods can also be carried out by graduate students. The minimum period for an internship is 2 months.

SOP is not involved in selecting candidates, in order to ensure that all students have an equal opportunity of being admitted to training periods. The selection process is run by the individual companies, who directly inform the candidates of the result of their application.

## How to find an internship

Internship opportunities are available through:

- the Notiziario Stage & Placement (Stage & Placement Newsletter), a collection of offers published online at <http://www.sop.unibocconi.it/eng>;
- presentations made by companies of their internship programs;
- Bocconi&Jobs, the University's careers fair;
- a job hunting support service through the SOP Placement Library;
- restricted meetings between companies and students;
- the website at <http://www.sop.unibocconi.it> in Stage, students can find information about the Stage sul territorio [*Italian Internship*] program (internships with companies belonging to Italian associations) and the Leonardo Da Vinci Program involving international internships within the European Union.

Students can also find internships by themselves, in which case they must ensure that the company/organisation that is interested in offering the internship contacts the SOP Internship Office, which is responsible for assessing the contents of the internship and formalising the internship in accordance with the current regulations (convention and training project).

## Starting the procedure

The SOP Internship Office is responsible for formalising the training experience (unless they are arranged by SRI, see 3.6.2) and providing the necessary documentation to ensure the training experience is recognised at graduation.

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

When the internship has finished, the company involved will issue the student with a form stating that he/she has completed the internship. This form must then be handed in personally to the SOP Internship Office, together with a report on the training period carried out.

## Educational activities similar to internships

Various new types of contacts – many of them introduced by the Biagi Law – including Voluntary National Civil Service, summer work experience, apprenticeships leading to diplomas, or advanced courses. Such experiences are recognised as educational activities similar to internships. The application for credit for these activities must be addressed to SOP.

## Information and support

For more information and to participate in seminars and individual consultation contact SOP:

SOP Infopoint and Internship Office - via Sarfatti 25  
tel. 02.5836.5004  
email: [infopointsop@unibocconi.it](mailto:infopointsop@unibocconi.it) and [infostage@unibocconi.it](mailto:infostage@unibocconi.it)

SOP - viale Isonzo 25  
tel. 02.5836.5999

For updates and/or more information about the programs described in this Guide, see the website of the SOP Career Service at <http://www.sop.unibocconi.it/eng>.

### 3.6.2 International internships with the International Relations Office

The International Relations Office (International Internship Office) of Università Bocconi offers 3 different international internship programs at institutions/organisations that belong to 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: 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>.

#### Students eligible for international internship programs

The following may take part in international internship programs:

- **students enrolled in their second year** - from summer between the second and third year - for the Field Projects program. Students must have obtained 60% of their first year credit points;
- **students enrolled in their third year**, for the International Organisations (for certain institutions) and Field Projects programs. Students must have completed their first-year exams and have obtained 60% of their second year credit points;
- **newly-graduated Bocconi students** up to 18 months after graduation, for the International Organisations (for certain institutions), Embassies and Field Projects programs.

#### Requirements

The requirements for taking part in the international internship programs are:

- GPA (or graduation grade);
- language skills in the foreign language used in the host institution.

For more information see the website at <http://www.ir.unibocconi.it/eng>.

#### Documents

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

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

For the International Organisations program students also need:

- official academic transcript or 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);
- interest for the topics connected to the program (final report, attendance at courses, seminars, etc.).

After the International Relations Office has carried out the pre-selection process, the student profiles will be sent to the institutions that will make the final decision. Selected students who 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);
- reports from ex internees;
- possible changes to the aforementioned deadlines and information.

For more information

International Relations Office  
International Internship 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](mailto:stage.internazionali@unibocconi.it)

## 3.7 In-Company Training

In-company training projects are designed to provide students with field experience.

The project is aimed at both second-year students in the second semester and third-year students. It offers small groups of students (between 15 to 30 participants) the chance to spend a training period lasting between 2 to 5 days with a company.

Participants take part in diversified activities and initiatives. The main objectives are to increase understanding of business and process dynamics, deepen knowledge of functional areas and improve transversal skills. Generally, projects are structured in two parts: a theoretical part (company presentations, company functions, seminars, testimonies) and a practical part (business games, company visits, group assignments); contents are agreed upon with the company.

The SOP Career Service promotes the realisation of In-Company training projects both in Italy and abroad in collaboration with different types of public and private companies: industrialists, commercialists, service providers, credit, finance and insurance institutions, consulting and auditing firms, professional studios as well as public authorities, institutions and associations.

If the organisation is located outside of the local area then Università Bocconi provides participants with a contribution to cover part of board, lodging and travel expenses.

The initiatives are promoted through the "Notiziario Stage & Placement", that is also available online at [www.sop.unibocconi.it/eng](http://www.sop.unibocconi.it/eng).

On completion of the project, students are requested to write and submit a report prior to receiving the certificate of participation.

In-Company Training projects are included in the "other relevant elements in the student's academic career" for the purpose of calculating graduation grades (see chapter 6.2.5, paragraph "Awarding of the graduation grade").

For information contact SOP  
viale Isonzo 25, 2nd floor - 20135 Milan  
tel. 02.5836.5707  
email: [in-companytraining@unibocconi.it](mailto:in-companytraining@unibocconi.it)  
[www.sop.unibocconi.it/eng](http://www.sop.unibocconi.it/eng)

## 3.8 Integrative activities: seminars, courses and certificates

- 3.8.1 Library research seminars
- 3.8.2 Development of self-management skills courses
- 3.8.3 Interdisciplinary courses
- 3.8.4 Language and culture courses
- 3.8.5 International computer skills certificates
- 3.8.6 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.

Integrative activities can be regarded as a part of "other relevant elements in the student's academic career" for the purpose of calculating graduation grades (see chapter 6.2.5, paragraph "Awarding of the graduation grade").

The activities referred to in the forthcoming paragraphs 3.8.1, 3.8.2, 3.8.3 and 3.8.4 are regulated by the following provisions:

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

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

Students can also indicate if they intend to participate in either only one of the three courses chosen or two of

the three 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 and third-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 admitted to these activities receive confirmation through a personal message in their yoU@B 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; the same attendance criteria applies to online courses.
- **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.

### 3.8.1 Library research seminars

During the 2005-2006 a.y. the library will organise research seminars titled "The Search for Information - tools, strategies and methods" (taught in Italian).

These seminars aim 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.

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 seminars are conducted either on campus or online. In particular:

- the on campus seminar: 7 teaching sessions each one lasting 2 hours plus 1 session for the final assessment item required in order to obtain positive participation;
- the online seminar: 7 teaching sessions (5 online, 2 on campus, lasting 2 hours each) plus 1 session for to the final assessment item required in order to obtain positive participation.

Positive participation at library research seminars can be regarded as a part of "other relevant elements in the student's academic career" for the purpose of calculating graduation grades (see chapter 6.2.5, paragraph "Awarding of the graduation grade").

For information about the general allocation criteria for integrative activities for which library research seminars belong, see 3.8 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 (Italian version).

### 3.8.2 Development of self-management skills courses

Through CESDIA (Centre for Teaching and Learning) students can receive support on acquiring efficient study methods, developing skills that allow them to integrate successfully into the university context, as well as identifying and overcoming particular difficult situations which students may face during their university life.



University studies require the development of the skills of self-organisation, self-management and relationships which are very different from those skills necessary for studying in secondary schools.

Time factors, dynamics, workload, university classroom interaction methods, studying methods and sitting exams require individuals to adapt their way of organisation placing more emphasis on independence, personal responsibility and the creation of a personal development project.

In order to ensure that studying is efficient and productive, it is very important that students acquire an understanding of the key aspects of studying, also in relation to their own style and personal motivation.

The initiatives offered by CESDIA to students are:

- personalised counselling (available on appointment) designed to help students to identify and overcome any difficult situations of university life and also to develop their own resources and acquire new ones in order to help them to adapt more effectively to the University environment;
- courses organised in cycles of meetings for small groups of students designed for those who want to develop their personal skills in areas such as study methods and time management, stress and anxiety management, interpersonal relations, effective written communication, public speaking and intercultural communication.

The courses consist of at least 5 teaching sessions each one lasting 2 hours.

Two types of programs are offered. The first type is designed for first-year students and the other for both second and third-year students.

Positive participation in one or more CESDIA activity can be regarded as a part of "other relevant elements in the student's academic career" for the purpose of calculating graduation grades (see chapter 6.2.5, paragraph "Awarding of the graduation grade"). Positive participation means that students have satisfied the participation requirement at least 75% attendance at lessons and have also passed the final written assessment item.

The detailed courses program is available on the website at <http://www.unibocconi.it/cesdia> (Italian version).

The services offered by CESDIA are provided free of charge to students of Università Bocconi.

Meetings are held in university rooms and are indicated on the CESDIA website in the "Programma iniziative" section (Italian version).

For information:

CESDIA - Centre for Teaching and Learning

viale Isonzo 25 (ground floor) - 20135 Milan

tel. 02 5836.2159

fax 02 5836.2104

email: [cesdia@unibocconi.it](mailto:cesdia@unibocconi.it)

<http://www.unibocconi.it/cesdia> (Italian version)

### 3.8.3 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, cosmology and others.

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/corsinterdisciplinari>.

Positive participation at these courses attested to by teachers, is included in the "other relevant elements in the student's academic career" for the purpose of calculating graduation grades (see chapter 6.2.5, paragraph "Awarding of the graduation grade"). 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 ISPI - Istituto per gli studi di Politica Internazionale 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 two-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  
fax 02 5836.3008  
email: [corsinterdisciplinari@unibocconi.it](mailto:corsinterdisciplinari@unibocconi.it)

### 3.8.4 Language and culture courses

The Bocconi Language Centre organises a fixed number of **Arab, Chinese, Japanese, Portuguese and Russian** language and culture 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. With reference to the contents of the courses offered they are also recommended for students who are not in possession of the relative cultural knowledge and/or language skills. In particular, attendance at the Portuguese cultural and language courses could be more interesting for those who do not have it already in the study plan.

To complement these language and culture courses a multimedia language and American culture course is offered. To get the most out of this particular course participants are recommended to have an English level of at least B2. The initiatives are open to students of all undergraduate (priority is given to third-year students) and MSc degrees at Università Bocconi.

Positive participation at these courses, attested to by teachers, is included in the "other relevant elements in the student's academic career" for the purpose of calculating graduation grades (see chapter 6.2.5, paragraph "Awarding of the graduation grade"). Positive participation means at least 75% attendance at lessons and passing the final assessment item.

**Course duration:** one semester (36 hours).  
**Levels offered:** first level (for all the languages offered) and second level (Chinese only).  
**Scheduled period:** first or second semesters.  
Minimum number of students per class group: 15.

For information:  
Bocconi Language Centre  
piazza Sraffa 11 - 20136 Milano  
tel. 02 5836.2354  
fax 02 5836.2358  
email: [centrolinguistico@unibocconi.it](mailto:centrolinguistico@unibocconi.it)  
<http://www.unibocconi.it/languagecentre>

### 3.8.5 International computer skills certificates

SEDIN - IT Education Services Centre provides students with the opportunity of completing the European Computer Driving Licence (ECDL) relative to the modules of "Access", "Basic PowerPoint" and "Theoretic Business Computer Concepts" (taught in Italian).

It should be noted that if students complete the ECDL Licence (7 out of 7 modules) this will be recognised in the calculation of graduation grades (see chapter 6.2.5, paragraph "Awarding of the graduation grade").

For information about dates and sign-up procedures for the courses contact:  
SEDIN Secretary  
via Sarfatti 25 - 20136 Milano  
tel. 02 5836.6877  
<http://www.unibocconi.it/sedin> (Italian version)

### 3.8.6 Integrative computer skills courses

SEDIN offers a wide range of integrative courses taught in Italian 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.

SEDIN also offers a course in "Report writing with Word XP" to all students who want to discover how to save time when writing reports by taking advantage of the full potential of the Word program.

The integrative courses listed above are not recognised in the calculation of graduation grades.

For information about dates and sign-up procedures for the courses:  
SEDIN Secretary  
via Sarfatti 25 - 20136 Milano  
tel. 02 5836.6877  
<http://www.unibocconi.it/sedin> (Italian version)

## 4 Educational and activities

### 4.1 Lessons

#### Class activities

One credit point corresponds to 8 hours of lessons; maximum 2 additional hours of complementary learning activities can be added.

These complementary learning activities are practical exercises and other class activities that do not add new topics to the course content.

#### Attendance

Attendance at lessons is not compulsory however 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.

For some courses the assessment methods may be different for attending and non attending students.

### 4.2 Class Groups

#### 4.2.1 Specific teaching methods

#### 4.2.2 Repeat class groups

The educational activities are organised into class groups. With reference to the 2005-2006 a.y. each class group is made up of:

- around 130 students in first-year class groups for management-economics degrees;
- around 150 students in class groups for legal studies degrees;
- around 150 students in second and third-year class groups.

For the 2005-2006 a.y. 19 class groups for each year have been scheduled. In particular:

	First year	Second year	Third year
class groups 1-7	CLEA (in Italian)	CLEA (in Italian)	CLEA (in Italian)
class group 8	CLEA (in English)	CLEA (in English)	CLEA (in English)
class group 9	CLAPI	CLAPI	CLAPI
class groups 10 & 11	CLEFIN	CLEFIN	CLEFIN
class group 12	CLELI	CLELI	CLELI
class group 13	CLEACC (in Italian)	CLEACC (in Italian)	CLEACC (in Italian)
class group 14	CLEACC (in Italian)	CLEACC (in Italian)	CLEACC (in English)
class group 15	DES	DES	DES
class group 16	CLEMIT	CLEMIT	CLEMIT
class group 17	DIEM (in English)	DIEM (in English)	DIEM (in English)
class groups 18 & 19	CLSG	CLSG	CLSG

For first-year students the 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.

The class groups remain the same for the entire academic year.

For second and third-year students the class groups for compulsory courses included in their study plans are assigned when they enrol in the new academic year at one of the **Punto Blu** terminals (in the period from 1 August to 12 September 2005), and class groups are assigned only for courses registered in their study plans for the current academic year.

In these years, for undergraduate programs with multiple class groups, the composition of the class group changes in order to provide students with the opportunity of working with as many students as possible from their undergraduate programs.

The third-year class groups for electives are assigned before lessons begin except for when students cannot be allocated either the first or second choice electives (see the paragraph dedicated to **choice of electives**).

For some educational activities (lessons taught in English or applying specific teaching methods), the class groups are divided into smaller groups (the number of these class groups is between 51 and 99). Students are recommended to follow the indications given by teachers during lessons and to consult the Institute bulletin boards that display the smaller group sign up methods and the relative educational activities of these groups.

## 4.2.1 Specific teaching methods

Some courses, in addition to the assigned class groups, may include one or more class groups that apply specific teaching methods. The most common of these include the "LearningSpace" method or lessons taught in English, usually by visiting professors.

The list of such classes together with any eventual sign-up methods (extra activity codes, sign-up deadlines and number of places available) will be posted well in advance on the "General Notices", bulletin board which is located on the ground floor of the University building at via Sarfatti 25, and will also be published on the Internet at <http://www.unibocconi.it/classtimetable>.

Students admitted to these class groups receive confirmation through a personal message in their yoU@B student diary. Students who attend "LearningSpace" class groups will be authorised to follow the online course. Further information about gaining authorisation for the class groups can be obtained either from the Institute Secretariats or can be read on the Internet site at <http://www.unibocconi.it/weblearning>.

## 4.2.2 Repeat class groups

Some courses also include repeat class groups for students who are behind normal academic progress, that is, students who have not yet passed their exams for the previous year or years. These students must follow the lessons in the class group dedicated to them.

For the course profile and information concerning the teaching methods applied in repeat class groups, students are recommended to follow the instructions given by teachers. In addition, each Institute has a Secretariat Office where students can obtain information about the details of these courses (for example, course profile, assessment methods, student consultation hours).

Students who intend to follow these courses must choose the class group they want to join as long as there are still places available.

The list of such classes together with any eventual sign-up methods (extra activity code, sign-up deadlines and number of places available) will be posted well in advance on the "General Notices" bulletin board, which is located on the ground floor of the University building at via Sarfatti 25, and will also be published on the Internet site. <http://www.unibocconi.it/classtimetable>

Those students who have been admitted to these classes will receive a personalised message in their yoU@B student diary.

When no repeat class groups are scheduled, students who are behind normal academic progress may, with prior approval of the teachers, attend the lessons and sit the partial exams in the first, second, and third year regular class groups.

## 4.3 Class timetable

The class timetable for the first and second years has been planned so that educational activities 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.

For the **first year**, in the first semester CLEA students have lessons on 3 afternoons (Mondays, Tuesdays and Wednesdays) and 2 mornings (Thursdays and Fridays) per week, while CLAPI, CLEFIN, CLELI, CLEACC, DES, CLEMIT, DIEM and CLSG students have lessons on 3 mornings (Mondays, Tuesdays and Wednesdays) and 2 afternoons (Thursdays and Fridays).

In the second semester, those students who had lessons on 3 afternoons and 2 mornings in the first semester will have lessons on 3 mornings and 2 afternoons, and vice versa for the second group.

For the **second year** the class timetable is the opposite of the first year so that, for example, in the first semester CLEA students have lessons for 3 mornings (Mondays, Tuesdays and Wednesdays) and 2 afternoons (Thursdays and Fridays). The class timetables for both the first and second years have a block of hours dedicated to language courses so that they do not clash with compulsory courses.

For the **third year** the class timetable includes a block of hours for all programs – different from the one in the first and second semester – that is structured in the same way and dedicated to specific types of educational activities:

- compulsory courses;
- elective courses;
- complementary learning activities;
- foreign languages.

This arrangement ensures that compulsory lessons, elective lessons and language lessons do not clash with each other.

Complementary learning activities aim to revise some of the concepts dealt with during the normal lessons. They are held at different times from those of normal lessons and wherever possible are scheduled during the evening time slot from 6:00pm to 7:30pm and on Saturdays.

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

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

The class timetable and relative changes are posted on the dedicated bulletin boards, which are 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 bulletin boards for foreign languages and computer skills.

After students have enrolled in the academic year, they can view and print the personalised class timetable from both Punto Blu terminals and yoU@B.

At Punto Blu terminals students can see the personalised class timetable for current semester only.

The following highlights the commencement of lessons for the 2005-2006 a.y.:

First semester

- first-year students: 14 September 2005;
- second and third-year students: 15 September 2005.

Second semester

- first, second and third-year students: 13 February 2006.

Please note that language and elective course lessons begin on 19 September 2005 in the first semester and on 13 February 2006 in the second semester, as for all other courses.

In addition, the yoU@B student diary which allows students to integrate their personalised class timetable with other educational activities that interest them and to see and print all the other information recorded in their diary for the desired period (daily, weekly, monthly, and so on).

## 4.4 Suspension of lessons

On the graduation days, listed below, lessons in all courses for 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.

During the partial exam periods, listed below, lessons in all courses are suspended:

- first semester: from Monday 24 October 2005 to Tuesday 8 November 2005;
- second semester: from Thursday 30 March 2006 to Wednesday 12 April 2006.

In addition, lessons are also suspended on the 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.

## 4.5 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 at <http://www.unibocconi.it/ricevimentodocenti> (Italian version) or in the yoU@B student diary, which provides a direct link to the page.

## 4.6 Tutors

Tutors are teachers who are appointed by the Course Director, after approval from the Director of the Institute in question, to provide support to students, either individually or in small groups, with regard to the understanding and learning of the subjects dealt with during lessons. Tutoring is only provided for compulsory courses. It is important to underline that tutors:

- are **not** responsible for the exercises already contained in the course program for students, but that they are available for activities that are complementary to the subjects dealt with in the course; such activities may be exercises;
- do **not** replace the consultations between students and course teachers that continue to be available to promote student-teacher integration.

Tutoring is carried out under the responsibility of the Course Director and normally through the Institute that runs the course, and is subject to student evaluation as part of the teaching evaluation program. Further information about courses and the relative tutoring services (names of tutors, student consultation hours and location) can be found on the "Tutors" bulletin board situated on the first floor of the University building at via Sarfatti 25.

The list of courses that offer a tutoring service can also be found on the University Internet site <http://www.unibocconi.it/tutordidattici> (Italian version).



## 5 Exams

### Introduction

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

Exams and assessment items are marked out of thirty or given a pass or fail grade.  
Exams and assessment items are always individual.

### 5.1 Exam program

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

The **course profile** includes the main topics dealt with in the course and is divided into four distinct sections: course objectives, course content summary, textbooks and detailed description of assessment methods. To help students in choosing courses, the course profiles are published on the Internet site at <http://www.unibocconi.it/profiles> 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 materials that were not available when the profile was finalised.

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 of the course, 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 and the availability of tutors (see 4.6) is provided. The course syllabus is prepared by the Course Directors 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.

### 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 lectures and posted in the notices 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.

Exams may be entirely written or entirely oral or a combination of a written exam with either an obligatory or optional oral part.

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

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 in order to be awarded the relative credit points; passing two partial exams can, if the assessment methods allow, be equivalent to passing the general exam.

Oral exams are open to the public, while for written exams (either general or partial exams) students are guaranteed the right to inspect their exam paper, which they are advised to do before the mark is registered.

Courses that are organised in modules may include assessment at the end of each module, although credit points are not awarded for each single module. Credit points are awarded for the whole course only when students have completed all the programmed modules.

For courses with multi-class groups in the same undergraduate program, the exams are organised in the same way. For undergraduate 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.

## 5.3 Past exam papers

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.

## 5.4 Exam periods, sessions, calendar and timetable

5.4.1 General and partial exams

5.4.2 Exam calendar and exam timetable

### 5.4.1 General and partial exams

The exam calendar is organised in periods that do not coincide with the periods when lessons are held. Each exam period consists of one or more sessions.

The exam calendar (October 2005 - September 2006) allocates 7 exam periods for all courses and any additional periods for partial 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).

Lessons are suspended at mid-semester in both the first and second semester for 1<sup>st</sup> partial exams. 2<sup>nd</sup> 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".

The exam periods and exam sessions (reference period: October 2005 - September 2006) for all undergraduates are scheduled as follows:

From	Period	To	I Semester courses	II Semester courses
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<b>Period I</b>			
24/10/05	08/11/05	1 <sup>st</sup> Partial exams 1 session	1 session
<b>Period II</b>			
09/01/06	21/01/06	2 <sup>nd</sup> Partial exams	1 session
09/01/06	28/01/06		
09/01/06	11/02/06		
<b>Period III</b>			
30/03/06	12/04/06	1 session	1 <sup>st</sup> Partial exams 1 session
<b>Period IV</b>			
05/06/06	17/06/06		2 <sup>nd</sup> partial exams
05/06/06	20/06/06	1 session	
05/06/06	08/07/06		2 sessions
10/07/06	29/07/06	1 session	1 session
<b>Period V</b>			
01/09/06	13/09/06	1 session	1 session

"Session" refers to both the exams of the current year and the previous years.

\* In relation to first semester courses the 1<sup>st</sup> partial exam period is scheduled after the Christmas holidays, with the exception of the exam period for international students that is scheduled for the period from 12 to 21 December, 2005. Please note that exchange students can not sit exams for previous year's courses in such period.

## 5.4.2 Exam calendar and exam timetable

The exam calendar and timetable for the period October 2005 - September 2006 are published in the second half of September 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 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** Partialexam
- **S** Written exam
- **O** Oral exam

The classrooms assigned for exams are posted daily on the "Today's exams and activities" bulletin board located on the ground floor of the University building at via Sarfatti 25 as well as on the monitors and on the bulletin boards situated in the University building at piazza Sraffa 13. In addition, they are also published on the Internet site at <http://www.unibocconi.it/classrooms>, generally one working day prior to the exam.

If students are divided up into different classrooms for partial and general exams, 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 using the SMS Bocconi service.

## 5.5

### Exam and partial exam registration procedure

Registration for written, oral and partial exams can be carried out at any one 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, 24 to 31 December;
  - for 2006 (up to the September period): 6 January, 2 June.

To register for exams and partial exams students must have paid the 1<sup>st</sup> instalment of 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 (excluding computer skills, see 3.4). Students should select the type of exam they want to register for (**O** = oral; **S** = written; **I** = partial exam). It is possible to register or cancel for the current date (first date available for that type of exam) or for the next date (second date available for that same type of exam), however, it is not possible to register for both at the same time.

If exams (O or S) and partial exams are on the same day of partial exams (one date only), students must choose between the exam types as it is not possible to register for both at the same time.

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" or "partial exam instead of general exam" etc.). After selecting the type and date of exam for which they want to register/cancel, a window will automatically appear giving you the possibility of selecting the group you want to register for.

The registration/cancellation operation is carried out only if all confirms 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 the 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 Institutes 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.

## 5.6

### Exam commissions

Exam commissions are appointed by the Rector or one of his delegates and consist of at least two 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.

In exam sessions of the first exam period after the end of the course, students generally sit exams with the teacher(s) of their assigned class group. In successive exam sessions, exams may also be organised for the smaller class groups in which case, student may sit exams with either a teacher or teachers of one of the smaller class groups, who may not be the same teacher who was assigned to the students, or with an expert in the subject.

## 5.7 Marks

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**.

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

Exams that are awarded a sufficient mark are considered to have been passed and cannot be retaken (whether they are partial exams or general exams).

Exams that are awarded an insufficient mark are considered to have been failed and must therefore be taken again.

## 5.8 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.

## 5.9 Publication of exam results

The results of written exams are posted on the "General and partial exam results" bulletin board located on the ground floor of the University building at via Sarfatti 25 and are also available from the Institute Secretariat 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 they have been correctly recorded in their academic career by using the "Certification" menu at any Punto Blu terminal.

## 5.10

### Recording, registering and certifying

The final results of exams are recorded with a mark out of thirty and are registered in the student's academic career by the Student Administration Centre.

Each student's "Official academic" transcript contains all the exams included in the study plan, together with the date when the exam was passed, the marks and the credit points awarded for the exams that have been recorded.

The unofficial academic transcript contains only those exams that have been passed, that is the exams for which students have been awarded a sufficient mark.

Only the exams passed are certificated.

## 5.11

### Credit for foreign languages and computer skills international certificates

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

For more detailed information about this see chapter 3.3.

For the computer skills course, assessment of ability is carried out by means of the "ECDL start", the marks of which are converted into a mark out of thirty.

For more detailed information about this see chapter 3.4.

## 5.12

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

The exams ratified for students transferring from other Italian universities are assigned the mark awarded by the University where the exam was originally taken.

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

The exams taken at other universities that have an agreement with Università Bocconi 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.

## 5.13

### Exam sequence and progress requirements

There is no pre-ordered sequence in sitting the exams of a program year of an undergraduate degree. However, students are advised to follow the sequence of the teaching activities for the exams (first and second semester).

With reference to the different years of the undergraduate program (progress requirements), however, students must not:

- sit second year exams if they have not gained at least 60% of the credit points for the first year;
- sit third year exams if they have not passed all the first year exams or have not gained at least 60% of the credit points for the second year.

**At the end of every exam period**, checks are carried out to ensure that the regulations referred to above have been adhered to. Any exams that have been passed without respecting these rules **will be automatically cancelled and therefore repeated**.

## 5.14

### Credit for exams passed at universities abroad

5.14.1 Credit approval procedure for exams taken as part of Exchange, Free-Mover Semestre and Free-Mover Summer Programs

5.14.2 Registration of exams taken as part of the Campus Abroad

Students enrolled in undergraduate programs may obtain credit for exams (marks and credit points) taken abroad as part of the following programs promoted and coordinated by the International Relations Office: International Exchange, Free-Mover Semester, Campus Abroad and Free-Mover Summer Program.

Please note:

- with reference to these periods abroad, students can receive credit for a maximum of 4 exams recognised; not more than 4 in the Exchange Program and not more than 3 in 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 exams, either in full or after integration of part of the program, on the following conditions:
  - **elective** courses: all exams that correspond to elective courses offered by Università Bocconi can be sat abroad. In addition, for the Exchange Program, only in special cases, students can receive credit for exams that correspond to elective courses not offered by Università Bocconi. The approval for credit must be obtained **before leaving** by the Program Director, or his/her delegate;
  - **compulsory** courses: students cannot receive credit for the courses listed on the Internet site at <http://www.unibocconi.it/exams> in List of exams for which credit cannot be granted if taken abroad. In addition, they cannot receive credit for foreign languages and computer skills courses taken at universities abroad. However, students can receive credit for international certificates for foreign language and computer skills recognised by Università Bocconi acquired during study abroad. These certificates do not count towards the maximum credit limits for the international programs context;
- exams passed as part of the Campus Abroad Program do not come under the "Credit for exams passed at universities abroad" section, as they are Bocconi courses.

#### 5.14.1 Credit approval procedure for exams taken as part of Exchange, Free-Mover Semester and Free-Mover Summer Programs

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

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

If the elective courses do not correspond to any courses offered by Università Bocconi, 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.

For certain courses (contained on the Internet site at <http://www.unibocconi.it/exams> in Credit for Exams Passed at Universities abroad) the normal credit approval procedure does not apply. Such courses are automatically recognised and therefore, it is not necessary to submit the course profile prior to departure to neither the Course Director nor Program Director or one of his/her delegates.

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 must 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 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.

### **5.14.2 Registration of 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 Final report and graduation

### 6.1 Final report

- 6.1.1 Contents of the final report
- 6.1.2 Orientation

#### 6.1.1 Contents of the final report

The final report is a concise paper written in either Italian or English (in English only for the DIEM), which develops an academic idea that can be either purely theoretical or supported by empirical evidence and has as its starting point some work experience (internship) or study period in Italy or abroad (preferably abroad for the DIEM).

For the program requirements of:

- CLEA, CLAPI, CLEFIN, CLELI, CLEACC, DES, CLEMIT the final report is worth 6 credit points;
- DIEM the final report is worth 10 credit points;
- CLSG the final report is worth 4 credit points.

As a general guideline, the paper is around 30 pages and requires around a month of work.

The **contents** of the final report must be associated to a subject area connected to one of the Università Bocconi Institutes and it does not necessarily have to be related to a course included in the study plan of the student.

Students write their final reports under the supervision of a tutor.

If students want to base their final reports on an internship or a period of study abroad, it is necessary that the tutor and the student agree upon the argument of the final report, **before commencement of the experience**.

The final report preparation stages are the following:

- Orientation;
- Registration (where established by the Institutes);
- Assignment;
- Possible Cancellation;
- Submission.

#### 6.1.2 Orientation

Every Institute has a **Final Report Service (Servizio Orientamento Lavoro Finale - SOLF)** that:

- coordinates orientation activities for students on possible arguments for their final report and the teachers who are available as tutors;
- is responsible for the IT procedure of the final report.

The contact teachers and administrative staff of SOLF are available on the Bocconi website at <http://www.unibocconi.it/finalreport>, in the section dedicated to Orientation. Some Institutes organise contacts persons according to subject area.

The online orientation application is available on the website at <http://www.unibocconi.it/solf>.

## 6.2 Graduation

- 6.2.1 Registration and Assignment of the final report
- 6.2.2 Submission of the final report
- 6.2.3 Canceling the final report
- 6.2.4 Application to graduate
- 6.2.5 Awarding of the graduation grade
- 6.2.6 Result released
- 6.2.7 Graduation certificate
- 6.2.8 Graduation ceremonies

### 6.2.1 Registration and assignment of the final report

Various Institutes have established the management of the phases of **registration** and **assignment** of the final report online.

Students can **register** for final reports through the IT procedure. The registered final report will show as not available for other students.

Some Institutes opt for direct contact with students because they do not offer online registration. Therefore, final report registration is included in the assignment phase.

The formal assignment of the final report can only take place when students **satisfy all the requirements** to sit third-year exams (that is, when students have passed all the first-year exams and have obtained 60% of the second-year credit points).

### 6.2.2 Submission of the final report

This phase is divided into 3 parts:

1. approval form given by the tutor and definition of the abstract of the report;
2. uploading the approval and abstract into the IT procedure;
3. uploading the final report into the IT procedure.

1. Once the final report is finished, students go to their tutor to obtain the receipt of the approval given for the final report and to agree on the text of the abstract. 2 copies of the receipt are made: students keep one copy for themselves.

2. The other copy serves for the upload into the IT procedure of the tutor's approval and provides a part for the insertion of the abstract. Each individual Institute decides if the approval and abstract must be inserted into the IT procedure by the tutor or by SOLF. In the first case, the tutor keeps the second copy of the approval and uploads directly the abstract into the procedure. In the second case, students give SOLF the second copy of the approval, together with the text of the abstract.

3. Lastly, also the final report must be formatted as a Pdf file (according to the format specifications published on the site at <http://www.unibocconi.it/finalreport>) and must be uploaded into the IT procedure; each individual Institute decides if the uploading must be done by either the tutor at the moment of compilation/delivery of the approval or SOLF.

**Submission is considered to be final.** Once the final report has been submitted, no requests for any modifications of any type will be accepted.

The deadlines for submitting the final report are indicated on the Graduation Calendar.

Each Institute sets a maximum amount of time that can lapse between the assignment and submission of the final report; this period cannot be greater than 6 months.

### 6.2.3 Cancelling the final report

A final report may be cancelled by SOLF:

- at the request of students;
- for failing to comply with the maximum amount of time beginning from the assignment date.

### 6.2.4 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 undergraduate program**. Therefore, students are recommended to submit their application **in advance** of the submission of the final report.

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

Third-year students enrolled in the 2004-2005 a.y. that intend to graduate:

- by the graduation session of **December 2005** are not obliged to enrol in the 2005-2006 a.y.;
- in the 1<sup>st</sup> successive graduation after **December 2005** session are obliged to enrol in the 2005-2006 a.y. and to pay the **1<sup>st</sup> instalment** of University fees and taxes;
- in the 2<sup>nd</sup> successive graduation after **December 2005** session are obliged to enrol in the 2005-2006 a.y. and to pay the **1<sup>st</sup> and 2<sup>nd</sup> instalments** of University fees and taxes;
- in/after the 3<sup>rd</sup> successive graduation session after **December 2005** are obliged to enrol in the 2005-2006 a.y. and to pay the **total amount** of university fees and taxes.

Third-year students enrolled in 2005-2006 a.y. that intend to graduate by the graduation session of **December 2006** are not obliged to enrol in the 2006-2007 a.y.

In addition, the system checks that students:

- have been assigned a final report title in the SOLF system;
- have paid the graduation fee (by the MAV bank payment slip sent by the University to the residential address);
- have valid qualifications for admission to the University.

Student must also declare that:

- they have not incurred any ISU irregularities;
- they will not incur any library irregularities by the end of the graduation session.

Furthermore, the application to graduate also permits students:

- to view the title of the final report;
- to make any change of address (address used also to send the Degree Certificate in case graduates are not present at the Graduation Ceremony).

All "educational activities not expressed as a mark out of thirty and all the other relevant elements in the student's academic career" are registered automatically in the "Student Academic Career" database and placed in the graduation folder without students having to submit documentation to the Student Administration Centre.

When the application to graduate has been completed, one day later students will see the following items in yoU@B. 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.

From the day following the application to graduate, students can complete the placement form through the yoU@B student diary.

At the closing date of the application to graduate the Student Administration Centre verifies that:

- the IT procedure contains the approval from the tutor;
- the final report has been uploaded into the procedure;
- all educational activities provided for in the student's study plan have been recorded in the academic career (with the exception of the credit points relative to the final report);
- students have not incurred any ISU irregularities;
- students have not incurred any library irregularities.

Accordingly, students will receive in the yoU@B student diary a message confirming admission to the graduation session and containing the GPA and score for educational activities not expressed out of 30.

Final reports 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 the application to graduate in the time frame provided for by 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.

## 6.2.5 Awarding of the graduation grade

The graduation grade is awarded by the Degree Commission. No oral dissertation of the final report by the student is required.

The Degree Commissioners are appointed by the Rector or by his delegate, and are presided over by a tenured faculty. The Commissions are comprised of professors, researchers and experts in the subject of the final report.

The Commissions are comprised of at least 3 members:

- the tutor;
- a teacher belonging to a different Institute from the one of the tutor;
- the President of the Commission. In general, this figure belongs to the same Institute as the tutor.

The graduation grade is calculated in the following way:

- Grade Point Average, weighted on the credit point values and converted into a mark out of 110, of all the "educational activities with marks expressed out of 30" provided for in the study plan

to which is added

- from **0 to 4** points \* for the assessment of the **"quality of the final report"**;
- from **0 to 2** points for the **"time required to graduate"** ;
- from **0 to 2** points for assessment of the **"educational activities not expressed in a mark out of 30 and for all the other relevant elements in the student's academic career"**.

\* N.B.: 1 point is equal to 1 out of 110.

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

- a mark 30 "cum laude" is awarded the value of 31;
- maximum of 2 additional exams are taken into consideration (in cases where students have passed more than 2 additional exams, their 2 best results will be used);
- if students have passed exams in other Italian or foreign universities with a mark that is not expressed out of 30, the mark is converted to a mark out of 30 on the basis of the specific conversion table.

With reference to the **"quality of the final report"**:

- **4** points are awarded for excellent work;
- **2-3** points for good work;
- **0-1** point for sufficient work (final reports that are adjudged to be insufficient cannot be presented).

Based on the points proposed by the tutor, the Commission assesses the quality of the final report.

With reference to the **"time taken to graduate"**:

- **2** points are awarded for degrees completed within the standard program duration; more specifically by the last graduation session of the third year of the program.
- **1** point is awarded for degrees completed not more than 1 year after the standard program duration;
- **0** points are awarded for degrees completed more than 1 year after the normal standard program duration.

With reference to **"educational activities not expressed in a mark out of 30 and for all the other relevant elements in the student's academic career"**, a maximum of 2 points can be awarded in the following way:

- **1** point for:
  - participation in the International Exchange Program (if student received credit for one exam passed abroad);
  - participation in an internship or a similar program, in Italy or abroad that lasted for at least 3 months.
- **0.5** points for:
  - participation in the Free Mover Semester Program (if student received credit for one exam passed abroad);
  - computer skills certificate of a higher level than the level included in the program requirements, namely the complete ECDL;
  - an international foreign language certificate of a higher level than the exit level included in the program requirements from among those certificates recognised by the University (see 3.3.4: International Certification) and must be approved by the Language Centre;
  - positive participation, attested to by the teacher, for foreign language and culture courses (e.g. Arab, Chinese etc.) taken in the integrative activities area;
  - internships in Italy or abroad that lasted between 2 to 3 months.
- **0.25** points for:
  - participation in the Campus Abroad Program (if student received credit for one at least exam passed abroad);
  - positive participation in a library research course (organised by the University Library);
  - positive participation in a course organised by CESDIA, from among those declared valid at the start of the academic year;
  - positive participation in a "Sapere a Tutto Campo" interdisciplinary course, from among those declared valid at the start of the academic year;
  - positive participation in the In-Company Training Program organised by SOP.

With reference to **"educational activities not expressed in a mark out of 30 and for all the other relevant elements in the student's academic career"**

- 2 points may be accumulated by adding together the envisaged activities of different subsections.

It is not possible to add together 2 or more points for activities forming part of the same subsection.

For example:

- it is possible to obtain 0.5 points for a foreign language course and another 0.5 points for an internship that lasted less than 3 months;
- it is possible to attend different language and cultural courses however, only 0.5 points will be awarded.
- **internships** can only be considered once, even if they are undertaken in different sections.

The minimum graduation grade is 66, while the maximum grade is 110; in addition, the Commission also calculates the rounding of the graduation grade, if the decimal point is equal to or higher than 5 the graduation grade is rounded up, whereas, if the decimal point is lower than 5 it is rounded down.

The Degree Commission **may** unanimously award "lode" (cum laude) **only** if the total of the 4 elements used to calculate the graduation grade is greater than or equal to 111.

## 6.2.6 Results released

In the days immediately following the gathering of the Degree Commission the list of graduates and their respective graduation grades is released. This list will be posted on the dedicated bulletin board located on the ground floor of the University building at via Sarfatti 25.

In addition, graduates also receive personalised notification of their graduation grade through the yoU@B student diary.

## 6.2.7 Graduation Certificates

In general, from the **first** working day, following the publication of graduation results, the graduate equipped with ID cards, can print at any Punto Blu terminal the graduation certificates described in chapter 8.

## 6.2.8 Graduation ceremonies

The graduation ceremonies are generally organised according to undergraduate degree and lead by the Program Director or his delegate in the presence of the graduates and their families and friends. At this ceremony graduates are awarded their degree certificates.

In the case where the graduate is unable to attend the ceremony the degree certificate will be sent to the address provided by the submission of the application to graduate.

The Graduation Calendar can be consulted on the website in the section dedicated to graduations

## 6.3 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 the University Internet site at <http://www.unibocconi.it/graduationcalendar>. It presents the following information:

- dates of the Degree Commission assemblies;
- period for reserving the graduation session;
- deadline for submission of the final report;

- deadline for taking the last exam;
- date concerning the publication of graduation results.

## 7 Administrative regulations and deadlines

### 7.1 Continuing studies

- 7.1.1 Rules for sitting second and third-years exams
- 7.1.2 Administrative procedures and deadlines for enrolment in second and third years
- 7.1.3 Choice of foreign language modules for second and third-year students
- 7.1.4 Choice of elective courses for third-year students
- 7.1.5 Changing first and second semester elective courses with second semester
- 7.1.6 Academic year enrolment procedures
- 7.1.7 Additional courses

#### 7.1.1 Rules for sitting second and third-years exams

Students enrolled in a particular year of an undergraduate degree are admitted to the next year independently of the number of credit points gained, however:

- they cannot sit second-year exams if they have not yet obtained 60% of credit points for the first year;
- they cannot sit third-year exams if they have not passed all the exams for the first year and if they have not obtained 60% of credit points for the second year.

Checks are automatically carried out at the end of every exam period to ensure that these requirements have been fulfilled.

Any exams that have been passed without respecting the above rules will be automatically annulled and therefore repeated.

After the first and/or second year of programs students can enrol as "repeating students" or as "academic progress recovery students".

After the first enrolment in the third year of studies, students who have not yet completed their studies must enrol as a "supplementary year student"; however they still have the possibility to enrol as a "repeating student".

Only students who are regularly 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 partial and general 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 "supplementary year" and "academic progress recovery" students can enjoy all the services listed above, with exception of the allocation of class groups for follow teaching activities.

#### 7.1.2 Administrative procedures and deadlines for enrolment in second and third years

Enrolment must be carried out during the period **1 August - 12 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" certificates;
- 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 12 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 12 September 2005, for whatever reason, can enrol during the period **19 September - 31 December 2005\*** on payment of a *late-enrolment fee* and on the understanding that the possibility of choosing elective courses for third-year students may be reduced (see following paragraphs).

After **31 December 2005** enrolment is only possible as a supplementary year student or academic progress recovery students 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)

### 7.1.3 Choice of foreign language modules for second and third-year students

Students must **choose** their foreign languages and the modules they want to attend during the first and second semester, when they enrol in the second/third year (1 August - 12 September 2005).

Students have the possibility to change their first and/or second language in the period from 9 to 31 January 2006, changes can be made by using Punto Blu or Virtual Punto Blu.

For all details regarding choice of foreign languages and modules, see chapter 3.3 "Foreign Languages" or check the website at <http://www.unibocconi.it/languagecentre>.

### 7.1.4 Choice of elective courses for third-year students

Students must **choose** their *elective courses* for both the first and second semesters, for inclusion in their study plan, when they enrol in the third year of their program (1 August - 12 September 2005).

During this period students can also **change** the electives they chose when enrolling in the current academic year. Before choosing electives, students are advised to check the list of courses available, course programs, class timetable and the list of incompatible courses published on the *web*.

For all elective courses, both restricted groups and broad groups, students must choose an alternative to their first choice. Students in undergraduate degrees must choose 4 electives, except for the DIEM students who must choose 8. 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.

Allocation of first and second semester electives will take place on 13 and 14 September 2005.

Allocation is based on a scale that takes into account the alternatives expressed by students and their position on the elective enrolment list when they made the choice/change.

Courses that do not attract the minimum number of 15 students will not be run unless the courses are taught in English.

Elective courses must not have more than 120 students. The following students are not included in the limit of 120:

- "incoming" students participating in international programs;
- students who opt to change from a four-year to a three-year program, since the results of their applications will be released by 3 October 2005;

- students who already hold a degree from Università Bocconi and have been admitted to the third year of an undergraduate degree.

"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 19-30 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 undergraduate 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 12 September and especially during the period 19 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)

### 7.1.5 Changing first and second semester elective courses with second semester elective 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 always depends on if the elective course has already reached the maximum number of 120 students.

### 7.1.6 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.

The system will automatically offer students the possibility of:

- choosing foreign languages modules (for second-year students)
- choosing elective courses and foreign languages modules (for third-year students)

Afterwards, the system will ask you to confirm your enrolment in the academic year, your choice of foreign language modules and – for third-year students only – your choice of elective courses.

### 7.1.7 Additional courses

Additional courses are courses that students choose in order to achieve more than the 180 credit points required to fulfil the degree requirements and are elective courses or compulsory courses identified as "Bocconi requirements" for admission to graduate degree programs. These courses can be included in the study plan only after students have passed all the course exams of the first three semesters of their undergraduate degree.

A maximum of two additional exams can be included in the calculation of the Grade Point Average (the best two marks). 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.

## 7.2 Changing undergraduate degree program

7.2.1 Rules

7.2.2 Numerical limits

7.2.3 Deadlines and administrative procedures

### 7.2.1 Rules

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

After the completion of the first year, students may change their undergraduate degree.

- **Change of undergraduate degree at the end of the first year**  
Students may sit the exams for the second year of the program they want to change to, only if they have gained 60% of the credit points for the first year for either their original degree or their new degree.
- **Change of undergraduate degree at the end of the second year**  
Students can sit the exams for the third year of the program they want to change to, only if they have gained all the required credit points of the first year of the degree they want to change to and at least 60% of the credit points for the second year for either their original degree or their new degree.
- **Change of undergraduate degree at the end of the third year**  
The year of the new degree is decided upon by the Program Director taking into consideration the credit points gained.

For undergraduate 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 undergraduate degree and therefore can only be done at the end of the year.

When changing from one undergraduate 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 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*.

In addition, for the courses taken in the years before the change included in the program structure of the new degree, students are deemed to have attended the lessons. This means that students can register for the exams for these courses, from the November exam period.

For all the other undergraduate programs no numerical limits apply.

### 7.2.2 Numerical limits

With reference to the CLEACC the following numerical limits apply to changing program:

- into the second year 10 places for each class group;
- into the third year 5 places for each class group.

In the case where 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.

### 7.2.3 Deadlines and administrative procedures

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

In order to submit the application to change undergraduate degree students must already be enrolled in the 2005-2006 academic year in either the **second** or **third year** of their **original** degree.

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

- admitted to the second year of the new undergraduate degree;
- admitted to the third year of the new undergraduate degree;
- not admitted to the undergraduate program as a result of the student's ranking not falling within the numerical limits.

## 7.3 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 academic year, 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 academic year.

As far as fees and taxes are concerned for currently enrolled students who have submitted a transfer application consult the mini-site of the TCA University Fees Office.

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 TCA - University Fees Office.

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 program year that they have the right to, on the basis of the exams passed and ratified, independently of the program year the students were previously enrolled in.

Students who intend to continue their studies at the Italian Military Academy or 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)

## 7.4 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.

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.

## 7.5 Disqualification

Students are disqualified on the following grounds:

- after a maximum number of four supplementary years (enrolled as "repeating" or as "supplementary year students"), or
- not making academic progress towards the completion of their degree (gained 0 credit points) for 6 years (equal to double the program standard duration).

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.

## 7.6 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 made on the appropriate form available from the Student Assistance Desk of the Student Administration Centre and submitted to the Student Administration Centre. 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 TCA - University Fees Office.

As far as university fees and taxes due from students who submit the withdrawal form are concerned, see the mini-site of the TCA University Fees Office.

## **7.7**

### **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:

- **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 13 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 request the following certificates:

- **degree**, indicating the conferral date and graduation grade;
- **official graduate academic transcript**, indicating the conferral date, graduation grade and also the list of educational activities completed;
- **diploma supplement** (see next paragraph);
- **resumption of university studies**, valid for the redemption of university years for pension purposes.

Graduates 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 complete 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, introduced by DM 509/1999 (a Ministerial decree about the Italian Higher Education reforms framework) and consecutively DM 270/2004, 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 will be 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 contains only official data about the academic career and it does not contain any value-judgements, equivalence statements or suggestions about recognition but describes the nature, level, context, contents and status of the studies carried out and completed by the student.

It is divided into eight sections that contain the following information:

- personal details of the student;
- qualification awarded (e.g. Undergraduate Degree in xxx, field of study yyy; name of 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.



## 9 Academic representatives and Councils of the undergraduate degree programs

### 9.1 Academic representatives

9.1.1 Program Director

9.1.2 Degree and Executive Councils

The undergraduate representative positions and bodies are:

- the Program Director;
- the Degree Council;
- the Executive Council.

#### 9.1.1 Program Director

All undergraduate degree 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 Undergraduate Academic Planning Committee, which has a consultative role and provides solutions and assistance to the Faculty Council regarding all subjects connected to teaching.

For all undergraduate degree 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 (Italian version) 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 undergraduate teaching regulations (Italian version), as well as proposals for modifying the degree curricula;
- proposing to the Faculty Council a nomination for the Program Director chosen from among the professors of Università Bicconi (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 (Italian version) who are

chosen annually, in rotation, from among those elected on the Council itself. The Executive Council's responsibilities include the program requirements and structures.

## 9.2 Course Academic Representatives

9.2.1 Course Director

9.2.2 Class group representatives for evaluation

The educational model pursued by Università Bocconi includes among its fundamental objectives, the implementation of a two-way dialogue between students and teachers, in order to optimise the educational activities and the learning process.

For this reason the following positions have been created, with the aim of facilitating the dialogue between teachers and students.

### 9.2.1 Course Director

All courses offered have a **Course Director**, which can be either a single professor responsible for all the programs for which that particular course is designated or a number of professors with various responsibilities according to the different programs. In any case, there is never more than one Course Director responsible for the same course within the same program.

The Course Director 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.

There is also a **Course Instructor** for all class groups. The Course Instructor is under the supervision of the Course Director and is responsible for the teaching in the assigned class group, coordinating, if necessary, the other teachers who work on various activities within the same class group. The Course Instructor is the first teacher indicated on the class timetable.

### 9.2.2 Class group representatives for the evaluation

With regards to students, the position of **class group representative 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 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 and partial exams, academic work load, etc.). In class groups that utilize multimedia teaching (e-learning) evaluation of these aspects is also carried out.

## 10 Course portfolio

### 10.1 List of courses in alphabetical order

Course are listed in alphabetical order with indication of the undergraduate 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>.

#### **5008 ACCOUNTING AND FINANCIAL STATEMENT ANALYSIS**

(cp: DIEM 6)

(II sem.) (I.A.F.C.) (DEA)

Alfredo Vigano'

Elisabetta Barone

**5256 ACCOUNTING NEI SETTORI**

FINANCIAL ACCOUNTING IN SELECTED INDUSTRIES

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.A.F.C.) (DEA)

Mara Cameran

Annalisa Prencipe - Patrizia Tettamanzi

**5204 ADVANCED ACCOUNTING AND FINANCE**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.A.F.C.) (DEA)

Elisabetta Barone

Thomas Alison

**5099 ANALISI DEI DATI**

DATA ANALYSIS

(cp: DES 10)

(II sem.) (I.M.Q.) (DEP)

Marco Bonetti

**5185 ANALISI DEI DATI PER IL MANAGEMENT**

DATA ANALYSIS FOR MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.M.Q.) (DEP)

Luca Molteni

Fausta Luscia

**5069 ANALISI ECONOMICA**

ECONOMIC ANALYSIS

(cp: DES 8)

(II sem.) (I.E.P.) (DEP)

Aldo Montesano

Giuseppe Attanasi

**5073 ANALISI ECONOMICA DEL DIRITTO**

LAW AND ECONOMICS

(cp: CLSG 6)

(I sem.) (I.D.C.) (DEP)

Alberto Monti

Filippo Andrea Chiaves - Edoardo Courir

**5255 ANALISI ECONOMICHE PER LE DECISIONI AZIENDALI**

ECONOMIC ANALYSIS FOR DECISION MAKING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.A.F.C.) (DEA)

Franco Flavio Miroglio

**5305 APPLIED RESEARCH**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.M.Q.) (DEP)

Francesco Billari

Barbara Chizzolini - Jane Klobas

**5294 ARTE E CULTURA / ARTS AND CULTURE**

(cp: CLEACC 18)

(year-long) (I.S.E.) (DEP)

Stefano Baia Curioni

Maurice Aymard - Fernando Bandini - Riccardo Caccia - Antonio Calabro' - Marco Cattini - Anna Detheridge - Romano Frassa - Piero Gelli - Gianni Gualberto - Guido Guerzoni - Hans Hoeger - Valerio Massimo Manfredi - Carmelo Marabello - Alessandro Morandotti - Renato Palazzi - Achille Marzio Romani - Rocco Ronchi - Edward Rozzo - Chiara Somajni - Angela Giovanna Vettese - Gino Secondo Zaccaria

**5258 BILANCIO, COMUNICAZIONE FINANZIARIA E TEMI PROFESSIONALI**

FINANCIAL REPORTING AND ACCOUNTING FOR MERGERS, ACQUISITIONS AND RELATED MATTERS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.A.F.C.) (DEA)  
Alfredo Vigano'  
Alberto Bertoni - Carlo Luison

**5203 BUSINESS HISTORY**

BUSINESS HISTORY

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.S.E.) (DEP)  
Franco Amatori

**5207 BUSINESS PLANNING**

BUSINESS PLANNING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.S.E.A.) (DEA)  
Cinzia Parolini  
Irene Dagnino

**5292 BUSINESS STRATEGY**

(cp: DIEM 6)

(I sem.) (I.S.E.A.) (DEA)

Carlo Alberto Carnevale Maffe'  
Vikas Kumar - Hugh O'Neill

**5119 COMPARATIVE BUSINESS LAW**

(cp: DIEM 6)

(II sem.) (I.D.C.) (DEP)

Catherine Rogers

**5162 COMPARATIVE FISCAL SYSTEMS AND REGULATORY AUTHORITIES**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.P.) (DEP)

Roberto Artoni  
Giampaolo Arachi

**5117 COMPARATIVE POLITICAL ECONOMICS**

(cp: DIEM 6)

(II sem.) (I.E.P.) (DEP)

Vincenzo Galasso  
Paolo Roberto Graziano

**5293 COMPARATIVE PUBLIC AND EUROPEAN LAW**

(cp: CLEA 6)

(II sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari  
Justin Orlando Frosini

**5066 COMPORAMENTO ORGANIZZATIVO**

ORGANIZATIONAL BEHAVIOUR

(cp: CLEACC 6)

(II sem.) (I.O.S.I.) (DEA)

Severino Salvemini  
Marina Puricelli

**5226 COMPORAMENTO ORGANIZZATIVO E GESTIONE DEL PERSONALE**

ORGANIZATIONAL BEHAVIOUR AND PERSONNEL MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.O.S.I.) (DEA)

Maria Gabriella Bagnato  
Beatrice Bauer

**5006 COMPUTER SCIENCE FOR BUSINESS**

(cp: DIEM 4)

(I sem.) (SEDIN)  
Andrea Covini  
Rodolfo Baggio - Paolo Rovelli - Piero Schiavo Campo

### **5132 COMPUTER SKILLS**

(cp: CLEA 4)  
(I sem.) (SEDIN)  
Andrea Covini  
Rodolfo Baggio - Piero Schiavo Campo - Simona Tripoli

### **5007 CONTABILITA' E BILANCIO / ACCOUNTING AND FINANCIAL STATEMENTS**

(cp: CLEA 8 - CLAPI 8 - CLEFIN 8 - CLELI 8 - CLEACC 6 - DES 6 - CLEMIT 6 - CLSG 6)  
(II sem.) (I.A.F.C.) (DEA)  
Alfredo Viganò'  
Alessandro Belluzzo - Alberto Bertoni - Paola Buso - Mara Cameran - Paolo Andrea Pio Colombo - Ida D'alessio - Roberto De Cicco - Paolo De Luca - Dino Di Vincenzo - Bernardo Draghetti - Bionesi Ferrari - Alberto Franco - Giovanni Frattini - Giovanni Maria Garegnani - Chiara Mancini - Antonio Marra - Daniela Martellosio - Pietro Mazzola - Emilia Merlotti - Daniele Monarca - Marco Mosconi - Nicola Pecchiari - Maurizio Maria Pini - Giuseppe Pogliani - Lorenzo Pozza - Salvatore Randazzo - Patrizia Riva - Fabio Ruggi D'aragona - Marzio Saa' - Massimiliano Semprini - Paolo Serva - Ileana Steccolini - Daniela Travella - Giorgio Venturini

### **5043 CONTABILITA' E BILANCIO 2 / ACCOUNTING AND FINANCIAL STATEMENTS 2**

(cp: CLEA 4 - CLELI 8)  
(I sem.) (I.A.F.C.) (DEA)  
Alfredo Viganò'  
Paolo Andrea Pio Colombo - Ida D'alessio - Dino Di Vincenzo - Bionesi Ferrari - Alberto Franco - Massimo Livatino - Antonio Marra - Marco Mosconi - Riccardo Perotta - Maurizio Maria Pini - Giuseppe Pogliani - Fabio Ruggi D'aragona - Paolo Serva - Patrizia Tettamanzi - Daniela Travella - Giorgio Venturini

### **5219 CONTABILITA' E BILANCIO NELLE AMMINISTRAZIONI PUBBLICHE**

GOVERNMENTAL ACCOUNTING  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.P.A.S.) (DEA)  
Eugenio Anessi Pessina  
Mario Collevocchio - Ileana Steccolini

### **5251 CONTABILITA' E PRINCIPI INTERNAZIONALI**

INTERNATIONAL ACCOUNTING  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.A.F.C.) (DEA)  
Maurizio Maria Pini  
Alfredo Viganò'

### **5154 CORPORATE BANKING**

CORPORATE BANKING  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.M.I.F.) (DEA)  
Giancarlo Forestieri

### **5122 CORPORATE FINANCE**

(cp: DIEM 6)  
(II sem.) (I.A.F.C.) (DEA)  
Alessandro Frova  
Alberto Micalizzi

### **5019 DATA ANALYSIS**

(cp: DIEM 8)  
(II sem.) (I.M.Q.) (DEP)  
Maura Mezzetti  
Maurizio Poli

### **5135 DEMOGRAFIA INTERNAZIONALE**

**INTERNATIONAL DEMOGRAPHY**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.M.Q.) (DEP)  
Francesco Billari  
Andrea Furcht - Roberto Impicciatore

**5108 DIRITTO AMMINISTRATIVO**

**ADMINISTRATIVE LAW**

(cp: CLSG 6)  
(I sem.) (I.D.C.) (DEP)  
Fabrizio Fracchia  
Roberta Lombardi - Massimo Occhiena

**5053 DIRITTO AMMINISTRATIVO E INTERNAZIONALE**

**INTERNATIONAL AND ADMINISTRATIVE LAW**

(cp: CLAPI 8)  
(II sem.) (I.D.C.) (DEP)  
Fabrizio Fracchia  
Claudio Dordi - Massimo Occhiena

**5191 DIRITTO BANCARIO**

**BANKING AND FINANCE LAW**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.D.C.) (DEP)  
Andrea Giannelli

**5315 DIRITTO CIVILE (Contrattualistica)**

**CIVIL LAW (Rules of contracts)**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.D.C.) (DEP)  
Giovanni Iudica  
Laura Morlotti Bonetti

**5083 DIRITTO COMMERCIALE / COMPANY AND BUSINESS LAW**

**BUSINESS AND FINANCIAL LAW**

(cp: CLEA 6 - CLAPI 6 - CLELI 8 - DES 8 - CLSG 8)  
(II sem. - I sem.) (I.D.C.) (DEP)  
Piergaetano Marchetti  
Niccolo' Abriani - Silvia Gaia Balp - Paola Balzarini - Luigi Arturo Bianchi - Giovanni Battista Bisogni - Elena Carla  
Francesca Buffa Di Perrero - Giuseppe Carcano - Marco Carone - Alessandro De Nicola - Maria Di Sarli - Matteo Erede -  
Corrado Malberti - Luigi Miserocchi - Valerio Piacentini - Alberto Picciau - Marco Rigotti - Paolo Sfamini - Giovanni  
Strampelli - Marco Ventoruzzo

**5088 DIRITTO COMMERCIALE E FINANZIARIO**

**BUSINESS AND FINANCIAL LAW**

(cp: CLEFIN 8)  
(I sem.) (I.D.C.) (DEP)  
Marco Ventoruzzo  
Paola Balzarini

**5071 DIRITTO COMMERCIALE ED INDUSTRIALE**

**COMPANY AND BUSINESS LAW AND INTELLECTUAL PROPERTY**

(cp: CLEMIT 6)  
(II sem.) (I.D.C.) (DEP)  
Federico Ghezzi  
Laurent Manderieux - Maria Montagnani

**5020 DIRITTO COSTITUZIONALE ITALIANO ED EUROPEO**

**ITALIAN AND EUROPEAN CONSTITUTIONAL LAW**

(cp: CLSG 10)  
(II sem.) (I.D.C.) (DEP)  
Giuseppe Franco Ferrari  
Lorenzo Cuocolo - Giuseppe Floridia - Carlo Lucioni - Arianna Vedaschi

**5096 DIRITTO DEI BENI IMMATERIALI**

**INTELLECTUAL PROPERTY LAW**

(cp: CLEACC 6)  
(II sem.) (I.D.C.) (DEP)

Paola Magnani  
Maria Montagnani - Luca Rubini

**5024 DIRITTO DEL LAVORO**

LABOUR LAW  
(cp: CLELI 4)  
(II sem.) (I.D.C.) (DEP)  
Maurizio Del Conte

**5194 DIRITTO DELL'AMBIENTE**

ENVIRONMENT LAW  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.D.C.) (DEP)  
Fabrizio Fracchia  
Massimo Occhiena

**5195 DIRITTO DELLE ASSICURAZIONI**

INSURANCE LAW  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.D.C.) (DEP)  
Aurelio Donato Candian  
Michele Siri

**5061 DIRITTO DELLE PROCEDURE CONCORSUALI**

INSOLVENCY LAW  
(cp: CLELI 4)  
(II sem.) (I.D.C.) (DEP)  
DA DEFINIRE

**5196 DIRITTO DELL'INFORMATICA ED INTERNET**

INTERNET AND INFORMATIC LAW  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.D.C.) (DEP)  
Giuseppe Franco Ferrari  
Raffaele Zallone

**5197 DIRITTO DELL'UNIONE EUROPEA**

EUROPEAN UNION LAW  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6)  
(I sem.) (I.D.C.) (DEP)  
Gaetano Iorio Fiorelli  
Chiara Battistini

**5198 DIRITTO ECCLESIASTICO**

LAW AND RELIGION  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.D.C.) (DEP)  
Luciano Musselli

**5109 DIRITTO ED ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI**

FINANCIAL INSTITUTIONS AND MARKETS LAW AND ECONOMICS  
(cp: CLSG 8)  
(I sem.) (I.E.M.I.F.) (DEA)  
Marco Onado  
Andrea Giannelli - Paolo Mottura - Paolo Sfameni

**5199 DIRITTO INDUSTRIALE (Marchi e brevetti)**

TOPICS IN INTELLECTUAL PROPERTY LAW  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.D.C.) (DEP)  
Federico Ghezzi  
Paola Magnani - Maria Montagnani

**5111 DIRITTO INTERNAZIONALE E COMUNITARIO**

INTERNATIONAL AND EUROPEAN LAW  
(cp: CLSG 8)



(II sem.) (I.D.C.) (DEP)  
Giorgio Sacerdoti  
Leonardo Borlini - Claudio Dordi - Manlio Frigo

**5200 DIRITTO PENALE COMMERCIALE**

BUSINESS AND CORPORATE CRIMINAL LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.D.C.) (DEP)

Alberto Alessandri

Melissa Miedico

**5074 DIRITTO PENALE E PROCEDURA PENALE 1**

CRIMINAL LAW AND PROCEDURE 1

(cp: CLSG 6)

(I sem.) (I.D.C.) (DEP)

Francesco Mucciarelli

Antonio Gullo - Melissa Miedico

**5112 DIRITTO PENALE E PROCEDURA PENALE 2**

CRIMINAL LAW AND PROCEDURE 2

(cp: CLSG 6)

(II sem.) (I.D.C.) (DEP)

Massimo Ceresca-gastaldo

Laura Cesaris

**5022 DIRITTO PRIVATO 1 E SISTEMI GIURIDICI COMPARATI**

CIVIL LAW 1 AND COMPARATIVE LAW

(cp: CLSG 10)

(I sem.) (I.D.C.) (DEP)

Giovanni Iudica

Emanuele Lucchini Guastalla - Giovanni Stella

**5075 DIRITTO PRIVATO 2**

CIVIL LAW 2

(cp: CLSG 6)

(I sem.) (I.D.C.) (DEP)

Giovanni Iudica

Attilio Guarneri - Piergiuseppe Monateri - Alberto Monti

**5113 DIRITTO PRIVATO 3**

CIVIL LAW 3

(cp: CLSG 6)

(I sem.) (I.D.C.) (DEP)

Giovanni Iudica

Andrea Belvedere - Giovanni Bonilini

**5193 DIRITTO PRIVATO COMPARATO**

COMPARATIVE LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.D.C.) (DEP)

Attilio Guarneri

**5077 DIRITTO PROCESSUALE CIVILE E FALLIMENTARE**

CIVIL PROCEDURE AND BANKRUPTCY LAW

(cp: CLSG 10)

(II sem.) (I.D.C.) (DEP)

DA DEFINIRE

**5238 DIRITTO PUBBLICO COMPARATO**

COMPARATIVE PUBLIC LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

Lorenzo Cuocolo

**5093 DIRITTO TRIBUTARIO**

TAX LAW

(cp: CLELI 6)  
(I sem.) (I.D.C.) (DEP)  
Carlo Garbarino  
Adriano Angeli - Stefania Boffano

#### **5078 DIRITTO TRIBUTARIO ITALIANO ED EUROPEO**

ITALIAN AND EUROPEAN TAX LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.D.C.) (DEP)

Carlo Garbarino

Adriano Angeli - Stefania Boffano

#### **5143 E-BUSINESS AND THE GLOBAL MARKET**

E-BUSINESS AND THE GLOBAL MARKET

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.G.I.) (DEA)

Emanuela Prandelli

Andrea Ordanini

#### **5144 E-BUSINESS E GESTIONE DELL'INNOVAZIONE**

MANAGING INNOVATION THROUGH E-BUSINESS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.G.I.) (DEA)

Gianmario Verona

Emanuela Prandelli

#### **5101 ECONOMETRIA**

ECONOMETRICS

(cp: DES 6 - CLEMIT 6)

(I sem. - II sem.) (I.E.P.) (DEP)

Massimiliano Marcellino - Barbara Chizzolini

Maria Luisa Mancusi

#### **5089 ECONOMIA APPLICATA**

APPLIED ECONOMICS

(cp: CLEFIN 6)

(II sem.) (I.E.P.) (DEP)

Massimiliano Marcellino

Andrea Carriero - Paolo Colla

#### **5001 ECONOMIA AZIENDALE / THEORY AND PRINCIPLES OF MANAGEMENT**

(cp: CLEA 8 - CLAPI 8 - CLEFIN 8 - CLELI 8 - CLEACC 8 - DES 8 - CLEMIT 8 - CLSG 8)

(I sem.) (I.S.E.A.) (DEA)

Giuseppe Airoidi

Claudia Cavazza - Giovanni Comboni - Irene Dagnino - Paola Dubini - Luca Gnan - Morten Huse - Vikas Kumar - Gabriella Lojaco - Davide Maggi - Elisabetta Marafioti - Mario Marelli - Alessandro Minichilli - Mario Minoja - Stefano Montanari - Daniela Montemerlo - Paolo Morosetti - Fabrizio Pezzani - Davide Ravasi - Paola Anna Varacca Capello - Fabio Zona

#### **5011 ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI / FINANCIAL MARKETS AND INSTITUTIONS**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 8 - CLELI 6 - CLEACC 4 - DES 6)

(I sem. - II sem.) (I.E.M.I.F.) (DEA)

Paolo Mottura - Stefano Zorzoli - Giancarlo Forestieri - Lucia Spotorno - Claudio Zara - Pier Luigi Fabrizi

Francesca Arnaboldi - Brunella Bruno - Paolo Antonio Cucurachi - Alessandra Dal Colle - Gianfranco Forte - Renato Giovannini - Issam Hallak - Giuliano Orlando Iannotta - Federica Miglietta - Giacomo Nocera - Anna Omarini - Andrea Sironi - Edmondo Tudini

#### **5103 ECONOMIA DEI MERCATI FINANZIARI INTERNAZIONALI**

INTERNATIONAL FINANCIAL MARKETS

(cp: CLEMIT 6)

(I sem.) (I.E.M.I.F.) (DEA)

Barbara Alemanni

#### **5058 ECONOMIA DEL MERCATO MOBILIARE**

SECURITIES MARKETS

(cp: CLEFIN 8)  
(I sem.) (I.E.M.I.F.) (DEA)  
Pier Luigi Fabrizi  
Marco Navone - Francesco Saita - Giovanna Zanotti

#### **5004 ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE / PUBLIC MANAGEMENT**

(cp: CLEA 6 - CLAPI 8)  
(I sem. - II sem.) (I.P.A.S.) (DEA)  
Elio Borgonovi  
Mara Barbara Bergamaschi - Luca Buccoliero - Giovanni Fattore - Giovanni Fosti - Claudio Jommi - Federico Lega -  
Francesco Longo - Valentina Mele - Paolo Tedeschi - Alex Turrini - Emanuele Antonio Vendramini - Maria Weber

#### **5095 ECONOMIA DELLE AZIENDE PUBBLICHE E NON PROFIT / MANAGEMENT OF PUBLIC INSTITUTIONS AND NON-PROFIT ORGANIZATIONS**

(cp: CLEACC 6)  
(II sem.) (I.P.A.S.) (DEA)  
Alex Turrini  
Giorgio Fiorentini - Anna Maria Merlo - Pasquale Seddio

#### **5165 ECONOMIA DELLO SVILUPPO**

DEVELOPMENT ECONOMICS  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.P.) (DEP)  
Carlo Filippini  
Alessandro Pio

#### **5314 ECONOMIA E GESTIONE DEI FONDI PENSIONE**

PENSION FUND MANAGEMENT  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.M.I.F.) (DEA)  
Sergio Paci  
Alberto Brambilla

#### **5242 ECONOMIA E GESTIONE DELLA BANCA E DELL'ASSICURAZIONE**

BANK AND INSURANCE MANAGEMENT  
(cp: CLEFIN 8)  
(I sem.) (I.E.M.I.F.) (DEA)  
Giacomo De Laurentis  
Brunella Bruno - Sergio Paci

#### **5220 ECONOMIA E GESTIONE DELLE AZIENDE NON PROFIT**

MANAGEMENT OF NON-PROFIT ORGANIZATIONS  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.P.A.S.) (DEA)  
Giorgio Fiorentini

#### **5009 ECONOMIA E GESTIONE DELLE IMPRESE / CORPORATE MANAGEMENT**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - DES 6 - CLEMIT 6)  
(II sem. - I sem.) (I.E.G.I.) (DEA)  
Sergio Pivato - Enrico Valdani - Salvatore Vicari - Alfonso Gambardella - Stefano Podesta'  
Arianna Brioschi - Valter Conca - Massimo Antonio Maria Cottafavi - Barbara Del Bosco - Alberto Dessy - Fabrizio Gardi  
- Michael Gibbert - Andrea Gilardoni - Paola Giuri - Laura Guazzoni - David Mario Dino Jarach - Carlo Giovanni  
Mammola - Paolo Ottone Migliavacca - Nicola Misani - Giovanna Padula - Francesco Perrini - Stefano Pogutz -  
Angeloantonio Russo - Daniele Severi Bruni

#### **5166 ECONOMIA E POLITICA DELLE IMPRESE MULTINAZIONALI**

ECONOMICS OF MULTINATIONAL ENTERPRISES  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Fabrizio Onida  
Gianmarco Ottaviano

#### **5070 ECONOMIA INDUSTRIALE ED ECONOMIA DELL'IMPRESA**

INDUSTRIAL ORGANIZATION AND FUNDAMENTALS OF MANAGEMENT  
(cp: CLEMIT 8)

(I sem.) (I.E.P.) (DEP)  
Stefano Breschi  
Christian Garavaglia

**5072 ECONOMIA INTERNAZIONALE**

INTERNATIONAL TRADE

(cp: CLEMIT 8)  
(II sem.) (I.E.P.) (DEP)  
Fabrizio Onida  
Paolo Epifani

**5086 ECONOMIA INTERNAZIONALE E REGIONALE**

INTERNATIONAL AND REGIONAL ECONOMICS

(cp: CLAPI 10)  
(II sem.) (I.E.P.) (DEP)  
Lanfranco Senn  
Rodolfo Helg - Massimiliano Riggi

**5167 ECONOMIA INTERNAZIONALE REALE**

INTERNATIONAL TRADE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.P.) (DEP)  
Fabrizio Onida  
Anna Maria Falzoni

**5059 ECONOMIA MONETARIA**

MONETARY ECONOMICS

(cp: CLEFIN 8)  
(II sem.) (I.E.P.) (DEP)  
Angelo Porta  
Tommaso Monacelli - Alessandro Notarpietro

**5126 ECONOMIA MONETARIA E DEGLI INTERMEDIARI FINANZIARI (Aspetti internazionali)**

INTERNATIONAL MONETARY AND FINANCIAL ECONOMICS

(cp: CLEFIN 6)  
(II sem.) (I.E.M.I.F.) (DEA)  
Barbara Alemanni  
Franco Bruni - Manuela Geranio - Barbara Rindi

**5173 ECONOMIA MONETARIA INTERNAZIONALE**

INTERNATIONAL MONETARY ECONOMICS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Franco Bruni

**5168 ECONOMIA POLITICA (Poverta', disuguaglianza e distribuzione del reddito)**

ECONOMICS (Poverty, inequality and income distribution)

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Renata Lenti  
Conchita D'ambrosio

**5169 ECONOMIA URBANA**

URBAN ECONOMICS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Lanfranco Senn  
Maria Cristina Gibelli - Gianluigi Gorla

**5164 ECONOMICS OF THE FIRM**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Luigi Orsenigo

**5187 ELEMENTI DI MATEMATICA PER I MERCATI FINANZIARI**

MATHEMATICS FOR FINANCIAL MARKETS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.M.Q.) (DEP)  
Erio Castagnoli  
Gabriele Gurioli

#### **5121 EUROPEAN ECONOMIC POLICY**

(cp: DIEM 6)  
(II sem.) (I.E.P.) (DEP)  
Carlo Secchi  
Carlo Altomonte - Sandro Sideri

#### **5170 EUROPEAN LABOUR MARKETS**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.P.) (DEP)  
Tito Michele Boeri

#### **5110 FILOSOFIA DEL DIRITTO**

JURISPRUDENCE, THEORY OF JUSTICE

(cp: CLSG 6)  
(I sem.) (I.D.C.) (DEP)  
Damiano Canale  
Giovanni Tuzet

#### **5243 FINANCIAL MARKETS AND INSTITUTIONS**

(cp: DIEM 6)  
(I sem.) (I.E.M.I.F.) (DEA)  
Marco Navone  
Mascia Bedendo

#### **5118 FINANCIAL MATHEMATICS**

(cp: DIEM 6)  
(I sem.) (I.M.Q.) (DEP)  
Fulvio Ortu  
Enrico Biffis

#### **5048 FINANZA AZIENDALE / CORPORATE FINANCE**

(cp: CLEA 6 - CLEFIN 8 - CLELI 8 - CLEACC 6)  
(II sem. - I sem.) (I.A.F.C.) (DEA)  
Alessandro Frova - Maurizio Dallochio - Gualtiero Brugger  
Alberto Bertoni - Cesare Conti - Paola Galbiati - Paolo Ghiringhelli - Mario Massari - Francesco Momente' - Alessandro Nova - Luca Amedeo Ramella - Barbara Rovetta - Stefano Salvatori - Antonio Salvi - Emanuele Teti

#### **5252 FINANZA MOBILIARE**

CAPITAL MARKET FINANCING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.A.F.C.) (DEA)  
Francesco Momente' - Paolo Maurizio Iovenitti

#### **5254 FINANZA STRAORDINARIA**

MERGERS, ACQUISITION AND CORPORATE RESTRUCTURING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.A.F.C.) (DEA)  
Gualtiero Brugger  
Massimo Buongiorno

#### **5268 FONDAMENTI DI PRODUCT MANAGEMENT**

PRODUCT MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.G.I.) (DEA)  
Chiara Mauri  
Paola Maria Milanese

**5221 FORME DI GESTIONE DEI SERVIZI PUBBLICI**

UTILITIES MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.P.A.S.) (DEA)Carlo Savazzi  
Marco Elefanti**5171 FOUNDATIONS OF THE EUROPEAN ECONOMY**(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.S.E.) (DEP)Franco Amatori  
Francesca Polese**5145 GESTIONE DELL'AMBIENTE E DELLA SICUREZZA AZIENDALE**

ENVIRONMENTAL AND OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.G.I.) (DEA)Sergio Pivato  
Antonio Tencati**5146 GESTIONE DELLE OPERATIONS**

PRODUCTION AND OPERATIONS MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.G.I.) (DEA)Alberto Grando  
Valeria Belvedere**5106 GESTIONE DELL'INNOVAZIONE**

INNOVATION MANAGEMENT

(cp: CLEMIT 8)  
(I sem.) (I.E.G.I.) (DEA)Salvatore Vicari  
Vincenzo Baglieri - Andrea Ordanini**5049 GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA / INNOVATION AND TECHNOLOGY MANAGEMENT**(cp: CLEA 6)  
(I sem.) (I.E.G.I.) (DEA)Salvatore Vicari  
Vincenzo Baglieri - Valeria Belvedere - Boris Durisin - Matteo Giuffrida - Alberto Grando - Carlo Giovanni Mammola - Stefano Pogutz - Raffaele Secchi - Daniele Severi Bruni - Giuseppe Stabilini - Antonio Tencati - Gergana Todorova - Gianmario Verona - Vittoria Veronesi**5267 GESTIONE E ORGANIZZAZIONE DI VENDITA**

SALES MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.G.I.) (DEA)Paolo Guenzi  
William Cron - Karin Maria Laura Zaghi**5227 I SISTEMI INFORMATIVI NELL'ECONOMIA DIGITALE**

INFORMATION SYSTEMS IN THE DIGITAL ECONOMY

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.O.S.I.) (DEA)

Luigi Proserpio

**5172 INDUSTRIAL ORGANISATION**(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)Maria Luisa Mancusi  
Helder Vasconcelos**5005 INFORMATICA**

COMPUTER SKILLS

(cp: CLEA 4 - CLAPI 4 - CLEFIN 4 - CLELI 4 - CLEACC 4 - DES 4 - CLEMIT 4 - CLSG 4)

(II sem. - I sem.) (SEDIN)

Andrea Covini

Rodolfo Baggio - Lucio Benussi - Dario Boschetti - Leonardo Caporarello - Alberto Clerici - Gabriella Grignolio - Massimo Lusardi - Maria Concetta Raso - Paolo Rovelli - Piero Schiavo Campo - Giovanni Torrisi - Simona Tripoli

### **5233 INFORMATION TECHNOLOGY E INNOVAZIONE ORGANIZZATIVA**

INFORMATION TECHNOLOGY AND ORGANIZATIONAL INNOVATION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.O.S.I.) (DEA)

Pier Franco Camussone

Stefano Basaglia

### **5104 INNOVATION AND INDUSTRIAL DYNAMICS**

(cp: CLEMIT 8 - DIEM 8)

(I sem.) (I.E.P.) (DEP)

Francesco Lissoni

Stefano Brusoni

### **5257 INTERNAL AUDITING E ANALISI DEI PROCESSI AZIENDALI**

INTERNAL AUDITING AND BUSINESS PROCESSES ANALYSIS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.A.F.C.) (DEA)

Nicola Pecchiari

Franco Flavio Miroglio

### **5120 INTERNATIONAL AND EUROPEAN LAW**

(cp: DIEM 6)

(I sem.) (I.D.C.) (DEP)

Claudio Dordi

Andreas Ziegler

### **5155 INTERNATIONAL BANKING**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.M.I.F.) (DEA)

Issam Hallak

### **5136 INTERNATIONAL BUSINESS STRATEGY**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.S.E.A.) (DEA)

Vikas Kumar

Ram Mudambi

### **5115 INTERNATIONAL ECONOMICS (Real and monetary)**

(cp: DIEM 10)

(II sem.) (I.E.P.) (DEP)

Franco Bruni

Paolo Epifani

### **5124 INTERNATIONAL MARKETING**

(cp: DIEM 6)

(I sem.) (I.E.G.I.) (DEA)

Enrico Valdani

David Mario Dino Jarach

### **5147 INTERNATIONAL MARKETING RESEARCH**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.G.I.) (DEA)

Enrico Valdani

Kjell Gronhaug - Isabella Soscia

### **5212 INTERNATIONAL PROJECT FINANCE**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.A.F.C.) (DEA)  
Claudia Tamarowski  
Emanuele Borgonovo

#### **5310 INTRODUCTION TO MANAGEMENT CONSULTING**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.O.S.I.) (DEA)  
Ferdinando Pennarola  
Francesco Sacco - Severino Salvemini

#### **5025 INTRODUCTION TO THE LEGAL SYSTEM I**

(cp: DIEM 6)  
(I sem.) (I.D.C.) (DEP)  
Alberto Monti  
Christian Pongratz

#### **5026 INTRODUCTION TO THE LEGAL SYSTEM II**

(cp: DIEM 6)  
(II sem.) (I.D.C.) (DEP)  
Giuseppe Franco Ferrari  
Justin Orlando Frosini

#### **5063 INTRODUZIONE ALLA FILOSOFIA**

INTRODUCTION TO PHILOSOPHY

(cp: CLEACC 4)  
(I sem.) (I.M.Q.) (DEP)  
Gino Secondo Zaccaria  
Ivo De Gennaro

#### **5213 INTRODUZIONE ALLA FINANZA AZIENDALE INTERNAZIONALE**

INTRODUCTION TO INTERNATIONAL CORPORATE FINANCE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.A.F.C.) (DEA)  
Alberto Bertoni  
Ombretta Pettinato - Carlo Maria Pinardi

#### **5076 ISTITUZIONI DI DIRITTO DEL LAVORO**

LABOUR LAW

(cp: CLSG 6)  
(II sem.) (I.D.C.) (DEP)  
Stefano Liebman  
Maurizio Del Conte

#### **5021 ISTITUZIONI DI DIRITTO PRIVATO / PRINCIPLES OF PRIVATE LAW**

(cp: CLEA 8 - CLAPI 6 - CLEFIN 6 - CLELI 8 - CLEACC 6 - DES 8 - CLEMIT 6)

(I sem.) (I.D.C.) (DEP)

Giovanni Iudica

Daniela Barbierato - Giovanni Francesco Basini - Angelo Busani - Francesco Caputo Nasseti - Domenico Chindemi -  
Alessandro D'adda - Luciano Maria Delfino - Giuseppe Gennari - Flavio Lapertosa - Emanuele Lucchini Guastalla -  
Andrea Mora - Laura Morlotti Bonetti - Federico Pergami - Carlo Rimini - Giuseppe Roccioletti - Alessandra Salomoni -  
Alessandro Pietro Scarso - Giovanni Schiavone - Ersilio Secchi - Michele Sesta

#### **5023 ISTITUZIONI DI DIRITTO PUBBLICO / PRINCIPLES OF PUBLIC LAW**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 4)

(I sem. - II sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

Alice Anselmo - Giovanni Boggetti - Lorenzo Cuocolo - Carlo Di Marco - Justin Orlando Frosini - Silvia Illari - Valeria  
Losco - Carlo Lucioni - Mauro Mazza - Laura Montanari - Romano Orru' - Giampaolo Parodi - Emanuele Pedilarco -  
Daniele Perotti - Barbara Pezzini - Giovanni Sacco - Silvia Sassi

#### **5174 ISTITUZIONI E REGOLAMENTAZIONE DEI MERCATI FINANZIARI**

INSTITUTIONS AND REGULATION OF FINANCIAL MARKETS



(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.P.) (DEP)  
Donato Masciandaro  
Lucia Dalla Pellegrina - Luigi Donato

#### **5148 LA COMUNICAZIONE DI MARKETING**

MARKETING COMMUNICATION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.G.I.) (DEA)  
Francesca Golfetto  
John Burnett - Anna Uslenghi

#### **5214 LA VALUTAZIONE DELLE AZIENDE**

BUSINESS VALUTATION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.A.F.C.) (DEA)  
Laura Zanetti

#### **5097 LABORATORIO SETTORIALE / SECTORIAL WORKSHOP**

(cp: CLEACC 6)

(I sem.) (I.E.G.I.) (DEA)

Stefania Borghini

L. Aimo - Giuseppe Anselmi - Magda Antonioli - Silvia Bagdadli - Vincenzo Baglieri - Valeria Belvedere - M. Benzoni - Paolo Biscottini - Michela Bondardo - Antonio Calabro' - Alberto Cantoni - Filippo Del Corno - Giuseppe Delmestri - Paola Dubini - Nicola Fabbri - Guido Guerzoni - Gabriella Lojacono - Daniele Lupo Jalla' - Anna Maria Merlo - Fabrizio Montanari - Giacomo Negro - Andrea Ordanini - V. Paesano - Margherita Pagani - Alberto Pasquale - Fabrizio Perretti - Pietro Petraroia - Giorgio Pinotti - Severino Salvemini - Claudia Tacchino - Salvatore Testa - Giovanni Paolo Tomasi - Alessandro Usai - Anna Uslenghi - M. Vento - Maria Xanthoudaki - Karin Maria Laura Zaghi

#### **5105 LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE / WORKSHOP ON INNOVATIVE SECTORS AND NEW TECHNOLOGIES**

(cp: CLEMIT 6)

(II sem.) (I.E.P.) (DEP)

Nicoletta Corrocher

Boris Durisin - Giovanni Fattore - Alessandro Frova - Alberto Grando - Francesco Gulli' - Elisabetta Marafioti - Pietro Mazzola - Fabio Montobbio - Andrea Ordanini - Margherita Pagani - Raffaele Secchi - Fabrizio Zerbini

#### **5215 "L'ANALISI DI BILANCIO; L'INFORMATIVA ESTERNA"**

FINANCIAL STATEMENT ANALYSIS (and business community information)

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.A.F.C.) (DEA)

Claudio Devecchi

Paola Sacco - Pietro Versetti

#### **5128 LINGUA FRANCESE**

FRENCH LANGUAGE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I/II sem.) (C.LINGUISTICO)

Bianca Maria San Pietro

#### **5127 LINGUA INGLESE**

ENGLISH LANGUAGE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I/II sem.) (C.LINGUISTICO)

Dermot Costello

#### **5239 LINGUA ITALIANA**

ITALIAN LANGUAGE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6)

(I/II sem.) (C.LINGUISTICO)

Elisa Turra

#### **5295 LINGUA PORTOGHESE**

**PORTOGUESE LANGUAGE**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I/II sem.) (C.LINGUISTICO) (--)

Helena Da Silva Neto

**5130 LINGUA SPAGNOLA**

**SPANISH LANGUAGE**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I/II sem.) (C.LINGUISTICO)

M.cristina Bordonaba Zabalza

**5129 LINGUA TEDESCA**

**GERMAN LANGUAGE**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I/II sem.) (C.LINGUISTICO)

Anna Dal Collo

**5044 MACROECONOMIA / MACROECONOMICS**

(cp: CLEA 6 - CLAPI 8 - CLEFIN 8 - CLELI 8 - CLEACC 6 - DES 8 - CLEMIT 8)

(I sem.) (I.E.P.) (DEP)

**DA DEFINIRE**

Magda Antonioli - Maria Giovanna Bosco - Francesco Bripi - Luca Corazzini - Lucia Dalla Pellegrina - Giuseppe Ferraguto - Guenther Fink - Antonella Mori - Gaia Narciso - Francesco Passarelli - Filippo Pavesi - Roberto Perotti - Angelo Porta - Fazia Pusterla - Laura Santa Resmini - Stefano Riela - Paola Salardi - Antonella Trigari

**5114 MACROECONOMICS**

(cp: DIEM 8)

(I sem.) (I.E.P.) (DEP)

Ulf Christian Soderstrom

**5002 MANAGEMENT**

(cp: DIEM 8)

(I sem.) (I.S.E.A.) (DEA)

Giuseppe Airoidi

Luca Giovanni Brusati - Vikas Kumar - Davide Ravasi

**5309 MANAGEMENT DELLE AZIENDE DI MODA E DESIGN: EVOLUZIONE STORICA E DINAMICHE COMPETITIVE**

**MANAGEMENT OF FASHION AND DESIGN COMPANIES: HISTORICAL PERSPECTIVES AND COMPETITIVE DYNAMICS**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.S.E.A.) (DEA)

Guido Corbetta

Gabriella Lojacono - Elisabetta Merlo - Stefania Saviolo - Paola Anna Varacca Capello

**5138 MANAGEMENT DELLE AZIENDE DI TURISMO**

**TOURISM MANAGEMENT**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.S.E.A.) (DEA)

Manuela De Carlo

Ruggero Sainaghi

**5313 MANAGEMENT DELLE INFORMAZIONI AZIENDALI (Information management)**

**INFORMATION MANAGEMENT**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.O.S.I.) (DEA)

Vincenzo Morabito

Leonardo Caporarello

**5003 MANAGEMENT DELLE ISTITUZIONI CULTURALI**

**CULTURAL MANAGEMENT**

(cp: CLEACC 8)

(II sem.) (I.O.S.I.) (DEA)

Antonella Caru'  
Guido Guerzoni - Anna Maria Merlo - Fabrizio Montanari - Severino Salvemini

**5230 MANAGEMENT DELLE ISTITUZIONI CULTURALI E ARTISTICHE**

**ARTS AND CULTURAL MANAGEMENT**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.O.S.I.) (DEA)

Severino Salvemini

Silvia Bagdadli - Antonella Caru' - Paola Dubini - Anna Maria Merlo - Andrea Ordanini

**5316 MANAGEMENT OF FASHION AND DESIGN COMPANIES: HISTORICAL PERSPECTIVES AND COMPETITIVE DYNAMICS**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I/II sem.) (I.S.E.A.) (DEA)

Guido Corbetta

Gabriella Lojaco - Elisabetta Merlo - Stefania Saviolo - Paola Anna Varacca Capello

**5225 MANAGEMENT OF HUMAN CAPITAL SERVICES**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.P.A.S.) (DEA)

Giovanni Fattore

Federico Lega

**5222 MANAGEMENT OF INTERNATIONAL AND SUPRANATIONAL ORGANIZATIONS**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.P.A.S.) (DEA)

Joseph Leslie Metcalfe

Lodovica Longinotti - Edoardo Ongaro

**5050 MARKETING**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem. - I sem.) (I.E.G.I.) (DEA)

Stefano Podesta' - Gabriele Troilo

Michela Addis - Fabio Ancarani - Alessandro Arbore - Arianna Brioschi - Bruno Giuseppe Busacca - Antonella Caru' - Sandro Castaldo - Cristian Chizzoli - Armando Cirrincione - Francois Colbert - Barbara Del Bosco - Valentina Fornari - Michael Gibbert - Paolo Guenzi - Paola Maria Milanese - Stefano Pace - G. Shainesh - Anna Uslenghi - Fabrizio Zerbini

**5266 MARKETING PMI**

**SMALL BUSINESS MARKETING**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.G.I.) (DEA)

Antonella Caru'

Paola Maria Milanese

**5045 MATEMATICA FINANZIARIA / FINANCIAL MATHEMATICS**

(cp: CLEA 6 - CLEFIN 8 - CLELI 4)

(II sem.) (I.M.Q.) (DEP)

Lorenzo Peccati - Erio Castagnoli

Francesca Beccacece - Emanuele Borgonovo - Margherita Cigola - Elena Adriana Coffetti - Mauro D'amico - Michele Impedovo - Claudio Mattalia - Paola Modesti - Enrico Moretto - Guido Osimo

**5015 MATEMATICA GENERALE / MATHEMATICS**

(cp: CLEA 8 - CLAPI 8 - CLEFIN 8 - CLELI 8 - DES 12 - CLEMIT 12)

(Annuale - I sem.) (I.M.Q.) (DEP)

Margherita Cigola - Anna Maria Squellati - Gabriele Gurioli - Fabio Angelo Maccheroni - Angelo Guerraggio - Michele Impedovo

Silvia Annaratone - Elisa Caprari - Giovanni Crespi - Mauro D'amico - Fabrizio Iozzi - Margherita Madonna - Gianpaolo Monti - Guido Osimo - Matteo Rocca - Emanuela Valaperta - Maria B. Zavelani Rossi

**5016 MATEMATICA GENERALE - STATISTICA**

**MATHEMATICS AND STATISTICS**

(cp: CLEACC 10)

(year-long) (I.M.Q.) (DEP)

Eugenio Melilli  
Rebecca Graziani - Paola Pagani - Stefano Renzi

**5068 MATEMATICA PER L'ECONOMIA E LE SCIENZE SOCIALI**  
MATHEMATICS FOR ECONOMICS AND SOCIAL SCIENCES

(cp: DES 8)  
(I sem.) (I.M.Q.) (DEP)  
Erio Castagnoli  
Margherita Cigola

**5018 MATHEMATICS AND MODELLING**

(cp: DIEM 8)  
(I sem.) (I.M.Q.) (DEP)  
Lorenzo Peccati  
Emanuele Borgonovo

**5156 MERCATI FINANZIARI INTERNAZIONALI**

INTERNATIONAL FINANCIAL MARKETS

(cp: CLEA 6 - CLAPI 6 - CLELI 6 - CLEACC 6 - DES 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.M.I.F.) (DEA)  
Manuela Geranio  
Federica Miglietta

**5223 METODI DI ANALISI E VALUTAZIONE DEI PROGRAMMI PUBBLICI**

PROGRAMME ANALYSIS AND EVALUATION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.P.A.S.) (DEA)  
Mario Del Vecchio  
Luca Buccoliero - Remy Cohen

**5272 METODI DI SCELTA SUL MERCATO AZIONARIO**

ACTIVE MANAGEMENT IN STOCK MARKET

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.P.) (DEP)  
Andrea Beltratti

**5017 METODI QUANTITATIVI**

QUANTITATIVE METHODS

(cp: CLSG 6)  
(I sem.) (I.M.Q.) (DEP)  
Lorenzo Peccati  
Maurizio Poli - Luigi Tava

**5312 METODI QUANTITATIVI PER IL MANAGEMENT STRATEGICO D'IMPRESA**

QUANTITATIVE METHODS FOR CORPORATE STRATEGIC MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.M.Q.) (DEP)  
Lorenzo Peccati  
Emanuele Borgonovo - Luca Gnan

**5274 METODOLOGIA DELLA RICERCA STORICA**

METHODS OF RESEARCH IN HISTORY

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.S.E.) (DEP)  
Marco Cattini  
Maurice Aymard - Achille Marzio Romani

**5013 MICROECONOMIA / MICROECONOMICS**

(cp: CLEA 8 - CLAPI 8 - CLEFIN 8 - CLELI 8 - CLEACC 8 - DES 8 - CLEMIT 8)

(II sem.) (I.E.P.) (DEP)

Michele Polo

Pierpaolo Battigalli - Alberto Bramanti - Giovanni Bruno - Angelo Marcello Cardani - Nicoletta Corrocher - Lucia Cusmano - Nicola Fabbri - Carlo Filippini - Mario Roberto Gilli - Marco Maffezzoli - Maria Luisa Mancusi - Myriam Mariani - Ivan Moscatti - Fausto Panunzi - Helder Vasconcelos

**5014 MICROECONOMICS**

(cp: DIEM 8)  
(II sem.) (I.E.P.) (DEP)  
Matthias Messner

#### **5175 MICROSTRUTTURA DEI MERCATI DEI CAPITALI**

MICROSTRUCTURE OF CAPITAL MARKETS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)

Barbara Rindi  
Luisella Bosetti

#### **5303 MODELLAZIONE DEI SISTEMI AZIENDALI**

MODELLING COMPANY SYSTEMS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.S.E.A.) (DEA)

Ettore Cascioli

#### **5188 MODELLI ECONOMICI**

ECONOMIC MODELS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)

Giorgio Lunghini  
Andrea Fumagalli

#### **5235 NETWORKING MANAGEMENT**

NETWORKING MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.O.S.I.) (DEA)

Andrea Montefusco  
Rodolfo Baggio

#### **5232 ORGANIZATIONAL NETWORKS AND ENTERPRENEURSHIP**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.O.S.I.) (DEA)

Anna Grandori  
Carmine Garzia

#### **5046 ORGANIZZAZIONE AZIENDALE / ORGANIZATION THEORY**

(cp: CLEA 6 - CLEMIT 6)

(I sem. - II sem.) (I.O.S.I.) (DEA)

Vincenzo Perrone - Rossella Cappetta

Maria Gabriella Bagnato - Eugenia Cacciatori - Gianluca Carnabuci - Barbara Imperatori - Marina Puricelli - Cataldo Ruta  
- Giuseppe Soda

#### **5055 ORGANIZZAZIONE DEL LAVORO NELLE AMMINISTRAZIONI PUBBLICHE**

ORGANIZATION AND HUMAN RESOURCE MANAGEMENT IN THE PUBLIC SECTOR

(cp: CLAPI 6)

(II sem.) (I.P.A.S.) (DEA)

Giovanni Valotti  
Alessandra Bonetti

#### **5092 ORGANIZZAZIONE E SISTEMI INFORMATIVI AZIENDALI**

MANAGEMENT INFORMATION SYSTEMS

(cp: CLELI 6)

(I sem.) (I.O.S.I.) (DEA)

Vincenzo Morabito  
Marina Puricelli

#### **5202 ORGANIZZAZIONE INTERNAZIONALE**

INTERNATIONAL ORGANIZATION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.D.C.) (DEP)

Claudio Dordi

**5273 PERSONNEL ECONOMICS AND ORGANISATIONAL BEHAVIOUR**

(cp: DIEM 8)  
(I sem.) (I.E.P.) (DEP)  
Antonella Trigari  
Gianluca Carnabuci

**5157 POLITICA DEL CREDITO E GESTIONE DEI RISCHI**

CREDIT RISK ANALYSIS AND CREDIT RISK MANAGEMENT  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.M.I.F.) (DEA)  
Stefano Gatti  
Giacomo De Laurentis

**5100 POLITICA ECONOMICA**

ECONOMIC POLICY  
(cp: DES 8)  
(II sem.) (I.E.P.) (DEP)  
Francesco Giavazzi  
Guido Tabellini

**5107 POLITICA ECONOMICA (Regolamentazione e localizzazione)**

ECONOMIC POLICY (REGULATION AND LOCALIZATION)  
(cp: CLEMIT 6)  
(II sem.) (I.E.P.) (DEP)  
Chiara Fumagalli

**5176 POLITICA ECONOMICA EUROPEA**

EUROPEAN ECONOMIC POLICY  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Carlo Secchi  
Francesco Passarelli - Sandro Sideri

**5158 PORTFOLIO E RISK MANAGEMENT NEI MERCATI INTERNAZIONALI**

PORTFOLIO THEORY AND GLOBAL ASSET MANAGEMENT  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.M.I.F.) (DEA)  
Davide Maspero  
Marco Navone

**5012 PRINCIPI DI MICROECONOMIA E MACROECONOMIA**

PRINCIPLES OF ECONOMICS  
(cp: CLSG 8)  
(II sem.) (I.E.P.) (DEP)  
Tito Michele Boeri  
Vincenzo Galasso - Paola Profeta

**5160 PRIVATE BANKING E INVESTITORI ISTITUZIONALI**

PRIVATE BANKING AND INSTITUTIONAL INVESTORS  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.M.I.F.) (DEA)  
Paolo Antonio Cucurachi

**5098 PROGETTAZIONE / ORGANIZATION DESIGN**

(cp: CLEACC 4)  
(II sem.) (I.O.S.I.) (DEA)  
Giovanni Paolo Tomasi  
Vincenzo Baglieri - Giuseppe Stabilini - Gianfranco Stamerra

**5231 PROGETTAZIONE DELLE STRUTTURE ORGANIZZATIVE**

DESIGN OF ORGANIZATIONAL STRUCTURES  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.O.S.I.) (DEA)  
Giuseppe Soda

**5051 PROGRAMMAZIONE E CONTROLLO / MANAGERIAL ACCOUNTING**

(cp: CLEA 6 - CLELI 8)

(II sem.) (I.A.F.C.) (DEA)

Marco Agliati - Sergio Beretta

Massimo Aielli - Giorgia Balboni - Ariela Caglio - Gheula Canarutto - Generoso Cogliano - Francesco Cometa - Angelo Ditillo - Matteo Dolcino - Andrea Dossi - Andrea Lissoni - Paola Madini - Franco Flavio Miroglio - Anna Iside Pistoni - Lucrezia Songini - Gianfranco Stamerra

**5085 PROGRAMMAZIONE E CONTROLLO NELLE AMMINISTRAZIONI PUBBLICHE**

PLANNING AND CONTROL IN PUBLIC ADMINISTRATION

(cp: CLAPI 10)

(I sem.) (I.P.A.S.) (DEA)

Fabrizio Pezzani

Enrico Guarini - Davide Maggi

**5224 PUBLIC MANAGEMENT AND THE BUSINESS ENVIRONMENT**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.P.A.S.) (DEA)

Luca Giovanni Brusati

Anthony Shorris

**5087 RELAZIONI INTERNAZIONALI**

INTERNATIONAL RELATIONS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.P.) (DEP)

Maria Weber

Paolo Roberto Graziano - Antonino Villafranca

**5217 REPORTING DIREZIONALE E VALUTAZIONE DELLA PERFORMANCE**

PERFORMANCE MEASUREMENT AND EVALUATION SYSTEMS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.A.F.C.) (DEA)

Gianluca Meloni

**5151 RETAILING**

RETAILING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.G.I.) (DEA)

Sandro Castaldo

Katia Premazzi

**5094 REVISIONE AZIENDALE**

FINANCIAL AUDITING

(cp: CLELI 6)

(II sem.) (I.A.F.C.) (DEA)

Massimo Livatino

Antonio Marra

**5057 SCIENZA DELLA POLITICA**

POLITICAL SCIENCE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.P.) (DEP)

Paolo Roberto Graziano

Matteo Roberto Carlo Jessoula

**5081 SCIENZA DELLE FINANZE / PUBLIC ECONOMICS**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 4 - DES 8 - CLSG 6)

(I sem. - II sem.) (I.E.P.) (DEP)

Roberto Artoni

Giorgia Casalone - Alessandra Casarico - Carlo Devillanova - Carlo Vittorio Fiorio - Chiara Fumagalli - Luca Micheletto - Mario Nava - Laura Pagani - Paola Profeta - Francesca Sala - Alberto Zanardi

**5253 SISTEMI DI ANALISI E CONTABILITA' DEI COSTI**

#### **COST ANALYSIS AND COST ACCOUNTING**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.A.F.C.) (DEA)

Marco Agliati

Massimo Aielli

#### **5082 SISTEMI INFORMATIVI AZIENDALI / MANAGEMENT INFORMATION SYSTEMS**

(cp: CLEA 4 - CLEACC 4)

(I sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola - Alfredo Biffi

Paola Bielli - Leonardo Caporarello - Eugenio Marogna - Severino Meregalli - Vincenzo Morabito - Paolo Pasini - Angela

Perego - Pietro Previtali - Luigi Proserpio

#### **5056 SOCIOLOGIA**

SOCIOLOGY

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.P.) (DEP)

Sandro Roventi

Chiara Galli

#### **5047 STATISTICA / STATISTICS**

(cp: CLEA 8 - CLAPI 10 - CLEFIN 8 - CLELI 6 - DES 8 - CLEMIT 8)

(I sem.) (I.M.Q.) (DEP)

Fausta Luscìa - Sonia Petrone - Piero Veronese - Raffaella Piccarreta - Donato Michele Cifarelli - Francesco Billari

Marco Bonetti - Claudio Giovanni Borroni - Christian Castiello - Annalisa Cerquetti - Antonio Colangelo - Roberto D'Angio'

- Massimo De Santis - Vilma Draperi - Elena Feltrinelli - Sandra Fortini - Roberto Impicciatore - Stefano Mazzoni -

Eugenio Melilli - Luca Molteni - Yakov Nikitin - Paola Pagani - Catia Scricciolo - Claudia Tarantola - Sergio Venturini

#### **5067 STATISTICA (Indagini campionarie)**

STATISTICS (SAMPLE SURVEYS)

(cp: CLEACC 4)

(II sem.) (I.M.Q.) (DEP)

Sandra Fortini

Claudio Giovanni Borroni - Paola Pagani

#### **5190 STATISTICA PER I MERCATI FINANZIARI**

STATISTICS FOR FINANCIAL MARKETS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.M.Q.) (DEP)

Fausta Luscìa

Donato Michele Cifarelli

#### **5027 STORIA DEL DIRITTO ITALIANO**

ITALIAN LEGAL HISTORY

(cp: CLSG 6)

(II sem.) (I.D.C.) (DEP)

Gian Paolo Massetto

Alberto Sciume'

#### **5180 STORIA DEL PENSIERO ECONOMICO**

HISTORY OF ECONOMIC THOUGHT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.P.) (DEP)

Stefano Zamagni

Luigino Bruni

#### **5311 STORIA DELL'INDUSTRIA DELLA MODA**

HISTORY OF THE FASHION INDUSTRY

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.S.E.) (DEP)

Elisabetta Merlo

Francesca Polese

#### **5028 STORIA ECONOMICA / ECONOMIC HISTORY**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLEACC 6 - DES 8)

(I/II sem. - I sem. - II sem.) (I.S.E.) (DEP)

Franco Amatori - Marco Cattini - Achille Marzio Romani



Guido Alfani - Massimo Amato - Stefano Baia Curioni - Giuseppe Berta - Giorgio Bigatti - Edoardo Borruso - Nicola Crepax - Luca Fantacci - Elisabetta Merlo - Giandomenico Piluso - Gian Luca Podesta' - Marina Romani

**5029 STORIA ECONOMICA DELL'INDUSTRIA**

INDUSTRIAL HISTORY

(cp: CLEMIT 6)

(I sem.) (I.S.E.) (DEP)

Franco Amatori

Andrea Colli

**5102 STORIA ECONOMICA E SOCIALE**

ECONOMIC AND SOCIAL HISTORY

(cp: DES 6)

(I sem.) (I.S.E.) (DEP)

Achille Marzio Romani

Marco Cattini

**5140 STRATEGIA DI INTERNAZIONALIZZAZIONE**

INTERNATIONAL BUSINESS AND MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.S.E.A.) (DEA)

Vittorio Coda

Fabrizio Perretti

**5084 STRATEGIA E POLITICA AZIENDALE / BUSINESS STRATEGY**

(cp: CLEA 6 - CLELI 6)

(I/II sem. - I sem.) (I.S.E.A.) (DEA)

Giorgio Invernizzi

Silvio Bianchi Martini - Carlo Alberto Carnevale Maffe' - Vittorio Coda - Guido Corbetta - Alessandro Cortesi - Carmine Garzia - Pietro Mazzola - Paolo Russo - Carmine Tripodi - Federico Visconti

**5139 STRATEGIE DELLE PICCOLE E MEDIE IMPRESE**

STRATEGIES FOR SMALL AND MEDIUM-SIZED COMPANIES

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.S.E.A.) (DEA)

Mario Minoja

Ugo Lassini

**5161 STRUMENTI DERIVATI E TECNICHE DI COPERTURA**

DERIVATIVES

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.M.I.F.) (DEA)

Giovanna Zanotti

**5181 TECNOLOGIA E SVILUPPO ECONOMICO**

TECHNOLOGY AND ECONOMIC DEVELOPMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.P.) (DEP)

Nicoletta Corrocher

Andrea Colli

**5228 TECNOLOGIE INFORMATICHE E NUOVI MODELLI DI BUSINESS**

INFORMATION TECHNOLOGIES AND NEW BUSINESS MODELS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.O.S.I.) (DEA)

Pier Franco Camussone

Carlo Alberto Carnevale Maffe'

**5010 TECNOLOGIE PER LA CULTURA E LA COMUNICAZIONE**

NEW MEDIA FOR CULTURE AND COMMUNICATION

(cp: CLEACC 4)

(I sem.) (I.E.G.I.) (DEA)

Emanuela Prandelli

Andrea Ordanini - Margherita Pagani

**5153 TEORIE E TECNICHE DELLA COMUNICAZIONE**

#### COMMUNICATION THEORY AND TECHNIQUES

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Arianna Brioschi - Paola Maria Milanese

#### 5183 THE ECONOMICS OF DEVELOPMENT AND TRANSITION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)

Eliana La Ferrara

Tito Michele Boeri

#### 5184 THE ECONOMICS OF GLOBALIZATION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)

Laura Bottazzi

#### 5141 THE MANAGEMENT OF COMPETITION AND INNOVATION IN HIGH-TECH SECTORS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.G.I.) (DEA)

Boris Durisin

Paul Robertson - Gergana Todorova

## 10.2

### List of courses in numerical order by code

Courses are listed in numerical order by code with indication of the undergraduate 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 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>.

#### **5008 ACCOUNTING AND FINANCIAL STATEMENT ANALYSIS**

(cp: DIEM 6)  
(II sem.) (I.A.F.C.) (DEA)  
Alfredo Viganò  
Elisabetta Barone

#### **5256 ACCOUNTING NEI SETTORI**

FINANCIAL ACCOUNTING IN SELECTED INDUSTRIES  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.A.F.C.) (DEA)  
Mara Cameran  
Annalisa Prencipe - Patrizia Tettamanzi

#### **5001 ECONOMIA AZIENDALE / THEORY AND PRINCIPLES OF MANAGEMENT**

(cp: CLEA 8 - CLAPI 8 - CLEFIN 8 - CLELI 8 - CLEACC 8 - DES 8 - CLEMIT 8 - CLSG 8)  
(I sem.) (I.S.E.A.) (DEA)  
Giuseppe Airoidi  
Claudia Cavazza - Giovanni Comboni - Irene Dagnino - Paola Dubini - Luca Gnan - Morten Huse - Vikas Kumar - Gabriella Lojaco - Davide Maggi - Elisabetta Marafioti - Mario Marelli - Alessandro Minichilli - Mario Minoja - Stefano Montanari - Daniela Montemerlo - Paolo Morosetti - Fabrizio Pezzani - Davide Ravasi - Paola Anna Varacca Capello - Fabio Zona

#### **5002 MANAGEMENT**

(cp: DIEM 8)  
(I sem.) (I.S.E.A.) (DEA)  
Giuseppe Airoidi  
Luca Giovanni Brusati - Vikas Kumar - Davide Ravasi

#### **5003 MANAGEMENT DELLE ISTITUZIONI CULTURALI**

CULTURAL MANAGEMENT  
(cp: CLEACC 8)  
(II sem.) (I.O.S.I.) (DEA)  
Antonella Caru'  
Guido Guerzoni - Anna Maria Merlo - Fabrizio Montanari - Severino Salvemini

#### **5004 ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE / PUBLIC MANAGEMENT**

(cp: CLEA 6 - CLAPI 8)  
(I sem. - II sem.) (I.P.A.S.) (DEA)  
Elio Borgonovi  
Mara Barbara Bergamaschi - Luca Buccoliero - Giovanni Fattore - Giovanni Fosti - Claudio Jommi - Federico Lega - Francesco Longo - Valentina Mele - Paolo Tedeschi - Alex Turrini - Emanuele Antonio Vendramini - Maria Weber

#### **5005 INFORMATICA**

COMPUTER SKILLS  
(cp: CLEA 4 - CLAPI 4 - CLEFIN 4 - CLELI 4 - CLEACC 4 - DES 4 - CLEMIT 4 - CLSG 4)  
(II sem. - I sem.) (SEDIN)  
Andrea Covini  
Rodolfo Baggio - Lucio Benussi - Dario Boschetti - Leonardo Caporarello - Alberto Clerici - Gabriella Grignolio - Massimo Lusardi - Maria Concetta Raso - Paolo Rovelli - Piero Schiavo Campo - Giovanni Torrisi - Simona Tripoli

**5006 COMPUTER SCIENCE FOR BUSINESS**

(cp: DIEM 4)

(I sem.) (SEDIN)

Andrea Covini

Rodolfo Baggio - Paolo Rovelli - Piero Schiavo Campo

**5007 CONTABILITA' E BILANCIO / ACCOUNTING AND FINANCIAL STATEMENTS**

(cp: CLEA 8 - CLAPI 8 - CLEFIN 8 - CLELI 8 - CLEACC 6 - DES 6 - CLEMIT 6 - CLSG 6)

(II sem.) (I.A.F.C.) (DEA)

Alfredo Viganò

Alessandro Belluzzo - Alberto Bertoni - Paola Buso - Mara Cameran - Paolo Andrea Pio Colombo - Ida D'alesio - Roberto De Cicco - Paolo De Luca - Dino Di Vincenzo - Bernardo Draghetti - Bionesi Ferrari - Alberto Franco - Giovanni Frattini - Giovanni Maria Garegnani - Chiara Mancini - Antonio Marra - Daniela Martellosio - Pietro Mazzola - Emilia Merlotti - Daniele Monarca - Marco Mosconi - Nicola Pecchiari - Maurizio Maria Pini - Giuseppe Pogliani - Lorenzo Pozza - Salvatore Randazzo - Patrizia Riva - Fabio Ruggi D'aragona - Marzio Saa' - Massimiliano Semprini - Paolo Serva - Ileana Steccolini - Daniela Travella - Giorgio Venturini

**5009 ECONOMIA E GESTIONE DELLE IMPRESE / CORPORATE MANAGEMENT**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - DES 6 - CLEMIT 6)

(II sem. - I sem.) (I.E.G.I.) (DEA)

Sergio Pivato - Enrico Valdani - Salvatore Vicari - Alfonso Gambardella - Stefano Podesta'

Arianna Brioschi - Valter Conca - Massimo Antonio Maria Cottafavi - Barbara Del Bosco - Alberto Dessy - Fabrizio Gardi - Michael Gibbert - Andrea Gilardoni - Paola Giuri - Laura Guazzoni - David Mario Dino Jarach - Carlo Giovanni Mammola - Paolo Ottone Migliavacca - Nicola Misani - Giovanna Padula - Francesco Perrini - Stefano Pogutz - Angeloantonio Russo - Daniele Severi Bruni

**5010 TECNOLOGIE PER LA CULTURA E LA COMUNICAZIONE**

NEW MEDIA FOR CULTURE AND COMMUNICATION

(cp: CLEACC 4)

(I sem.) (I.E.G.I.) (DEA)

Emanuela Prandelli

Andrea Ordanini - Margherita Pagani

**5011 ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI / FINANCIAL MARKETS AND INSTITUTIONS**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 8 - CLELI 6 - CLEACC 4 - DES 6)

(I sem. - II sem.) (I.E.M.I.F.) (DEA)

Paolo Mottura - Stefano Zorzoli - Giancarlo Forestieri - Lucia Spotorno - Claudio Zara - Pier Luigi Fabrizi - Francesca Arnaboldi - Brunella Bruno - Paolo Antonio Cucurachi - Alessandra Dal Colle - Gianfranco Forte - Renato Giovannini - Issam Hallak - Giuliano Orlando Iannotta - Federica Miglietta - Giacomo Nocera - Anna Omarini - Andrea Sironi - Edmondo Tudini

**5012 PRINCIPI DI MICROECONOMIA E MACROECONOMIA**

PRINCIPLES OF ECONOMICS

(cp: CLSG 8)

(II sem.) (I.E.P.) (DEP)

Tito Michele Boeri

Vincenzo Galasso - Paola Profeta

**5013 MICROECONOMIA / MICROECONOMICS**

(cp: CLEA 8 - CLAPI 8 - CLEFIN 8 - CLELI 8 - CLEACC 8 - DES 8 - CLEMIT 8)

(II sem.) (I.E.P.) (DEP)

Michele Polo

Pierpaolo Battigalli - Alberto Bramanti - Giovanni Bruno - Angelo Marcello Cardani - Nicoletta Corrocher - Lucia Cusmano - Nicola Fabbri - Carlo Filippini - Mario Roberto Gilli - Marco Maffezzoli - Maria Luisa Mancusi - Myriam Mariani - Ivan Moscati - Fausto Panunzi - Helder Vasconcelos

**5014 MICROECONOMICS**

(cp: DIEM 8)

(II sem.) (I.E.P.) (DEP)

Matthias Messner

**5015 MATEMATICA GENERALE / MATHEMATICS**

(cp: CLEA 8 - CLAPI 8 - CLEFIN 8 - CLELI 8 - DES 12 - CLEMIT 12)

(Annuale - I sem.) (I.M.Q.) (DEP)

Margherita Cigola - Anna Maria Squellati - Gabriele Gurioli - Fabio Angelo Maccheroni - Angelo Guerraggio - Michele Impedovo

Silvia Annaratone - Elisa Caprari - Giovanni Crespi - Mauro D'amico - Fabrizio Iozzi - Margherita Madonna - Gianpaolo Monti - Guido Osimo - Matteo Rocca - Emanuela Valaperta - Maria B. Zavelani Rossi

**5016 MATEMATICA GENERALE - STATISTICA**

MATHEMATICS AND STATISTICS

(cp: CLEACC 10)

(year-long) (I.M.Q.) (DEP)

Eugenio Melilli

Rebecca Graziani - Paola Pagani - Stefano Renzi

**5017 METODI QUANTITATIVI**

QUANTITATIVE METHODS

(cp: CLSG 6)

(I sem.) (I.M.Q.) (DEP)

Lorenzo Peccati

Maurizio Poli - Luigi Tava

**5018 MATHEMATICS AND MODELLING**

(cp: DIEM 8)

(I sem.) (I.M.Q.) (DEP)

Lorenzo Peccati

Emanuele Borgonovo

**5019 DATA ANALYSIS**

(cp: DIEM 8)

(II sem.) (I.M.Q.) (DEP)

Maura Mezzetti

Maurizio Poli

**5020 DIRITTO COSTITUZIONALE ITALIANO ED EUROPEO**

ITALIAN AND EUROPEAN CONSTITUTIONAL LAW

(cp: CLSG 10)

(II sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

Lorenzo Cuocolo - Giuseppe Florida - Carlo Lucioni - Arianna Vedaschi

**5021 ISTITUZIONI DI DIRITTO PRIVATO / PRINCIPLES OF PRIVATE LAW**

(cp: CLEA 8 - CLAPI 6 - CLEFIN 6 - CLELI 8 - CLEACC 6 - DES 8 - CLEMIT 6)

(I sem.) (I.D.C.) (DEP)

Giovanni Iudica

Daniela Barbierato - Giovanni Francesco Basini - Angelo Busani - Francesco Caputo Nasseti - Domenico Chindemi -

Alessandro D'adda - Luciano Maria Delfino - Giuseppe Gennari - Flavio Lapertosa - Emanuele Lucchini Guastalla -

Andrea Mora - Laura Morlotti Bonetti - Federico Pergami - Carlo Rimini - Giuseppe Roccioletti - Alessandra Salomoni -

Alessandro Pietro Scarso - Giovanni Schiavone - Ersilio Secchi - Michele Sesta

**5022 DIRITTO PRIVATO 1 E SISTEMI GIURIDICI COMPARATI**

CIVIL LAW 1 AND COMPARATIVE LAW

(cp: CLSG 10)

(I sem.) (I.D.C.) (DEP)

Giovanni Iudica

Emanuele Lucchini Guastalla - Giovanni Stella

**5023 ISTITUZIONI DI DIRITTO PUBBLICO / PRINCIPLES OF PUBLIC LAW**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 4)

(I sem. - II sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

Alice Anselmo - Giovanni Bognetti - Lorenzo Cuocolo - Carlo Di Marco - Justin Orlando Frosini - Silvia Illari - Valeria

Losco - Carlo Lucioni - Mauro Mazza - Laura Montanari - Romano Orru' - Giampaolo Parodi - Emanuele Pedilarco -

Daniele Perotti - Barbara Pezzini - Giovanni Sacco - Silvia Sassi

**5024 DIRITTO DEL LAVORO**

LABOUR LAW

(cp: CLELI 4)

(II sem.) (I.D.C.) (DEP)

Maurizio Del Conte

**5025 INTRODUCTION TO THE LEGAL SYSTEM I**

(cp: DIEM 6)

(I sem.) (I.D.C.) (DEP)

Alberto Monti

Christian Pongratz

**5026 INTRODUCTION TO THE LEGAL SYSTEM II**

(cp: DIEM 6)

(II sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

Justin Orlando Frosini

**5027 STORIA DEL DIRITTO ITALIANO**

ITALIAN LEGAL HISTORY

(cp: CLSG 6)

(II sem.) (I.D.C.) (DEP)

Gian Paolo Massetto

Alberto Sciume'

**5028 STORIA ECONOMICA / ECONOMIC HISTORY**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLEACC 6 - DES 8)

(I/II sem. - I sem. - II sem.) (I.S.E.) (DEP)

Franco Amatori - Marco Cattini - Achille Marzio Romani

Guido Alfani - Massimo Amato - Stefano Baia Curioni - Giuseppe Berta - Giorgio Bigatti - Edoardo Borruso - Nicola Crepax - Luca Fantacci - Elisabetta Merlo - Giandomenico Piluso - Gian Luca Podesta' - Marina Romani

**5029 STORIA ECONOMICA DELL'INDUSTRIA**

INDUSTRIAL HISTORY

(cp: CLEMIT 6)

(I sem.) (I.S.E.) (DEP)

Franco Amatori

Andrea Colli

**5043 CONTABILITA' E BILANCIO 2 / ACCOUNTING AND FINANCIAL STATEMENTS 2**

(cp: CLEA 4 - CLELI 8)

(I sem.) (I.A.F.C.) (DEA)

Alfredo Vignano'

Paolo Andrea Pio Colombo - Ida D'alessio - Dino Di Vincenzo - Bioness Ferrari - Alberto Franco - Massimo Livatino - Antonio Marra - Marco Mosconi - Riccardo Perotta - Maurizio Maria Pini - Giuseppe Pogliani - Fabio Ruggi D'aragona - Paolo Serva - Patrizia Tettamanzi - Daniela Travella - Giorgio Venturini

**5044 MACROECONOMIA / MACROECONOMICS**

(cp: CLEA 6 - CLAPI 8 - CLEFIN 8 - CLELI 8 - CLEACC 6 - DES 8 - CLEMIT 8)

(I sem.) (I.E.P.) (DEP)

DA DEFINIRE

Magda Antonioli - Maria Giovanna Bosco - Francesco Bripi - Luca Corazzini - Lucia Dalla Pellegrina - Giuseppe Ferraguto - Guenther Fink - Antonella Mori - Gaia Narciso - Francesco Passarelli - Filippo Pavesi - Roberto Perotti - Angelo Porta - Fazia Pusterla - Laura Santa Resmini - Stefano Riela - Paola Salardi - Antonella Trigari

**5045 MATEMATICA FINANZIARIA / FINANCIAL MATHEMATICS**

(cp: CLEA 6 - CLEFIN 8 - CLELI 4)

(II sem.) (I.M.Q.) (DEP)

Lorenzo Peccati - Erio Castagnoli

Francesca Beccacece - Emanuele Borgonovo - Margherita Cigola - Elena Adriana Coffetti - Mauro D'amico - Michele Impedovo - Claudio Mattalia - Paola Modesti - Enrico Moretto - Guido Osimo

**5046 ORGANIZZAZIONE AZIENDALE / ORGANIZATION THEORY**

(cp: CLEA 6 - CLEMIT 6)

(I sem. - II sem.) (I.O.S.I.) (DEA)

Vincenzo Perrone - Rossella Cappetta

Maria Gabriella Bagnato - Eugenia Cacciatori - Gianluca Carnabuci - Barbara Imperatori - Marina Puricelli - Cataldo Ruta - Giuseppe Soda

**5047 STATISTICA / STATISTICS**

(cp: CLEA 8 - CLAPI 10 - CLEFIN 8 - CLELI 6 - DES 8 - CLEMIT 8)

(I sem.) (I.M.Q.) (DEP)

Fausta Luscia - Sonia Petrone - Piero Veronese - Raffaella Piccarreta - Donato Michele Cifarelli - Francesco Billari

Marco Bonetti - Claudio Giovanni Borroni - Christian Castiello - Annalisa Cerquetti - Antonio Colangelo - Roberto D'Angio' - Massimo De Santis - Vilma Draperi - Elena Feltrinelli - Sandra Fortini - Roberto Impicciatore - Stefano Mazzoni - Eugenio Melilli - Luca Molteni - Yakov Nikitin - Paola Pagani - Catia Scricciolo - Claudia Tarantola - Sergio Venturini

**5048 FINANZA AZIENDALE / CORPORATE FINANCE**

(cp: CLEA 6 - CLEFIN 8 - CLELI 8 - CLEACC 6)

(II sem. - I sem.) (I.A.F.C.) (DEA)

Alessandro Frova - Maurizio Dallochio - Gualtiero Brugger

Alberto Bertoni - Cesare Conti - Paola Galbiati - Paolo Ghiringhelli - Mario Massari - Francesco Momente' - Alessandro Nova - Luca Amedeo Ramella - Barbara Rovetta - Stefano Salvatori - Antonio Salvi - Emanuele Teti

**5049 GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA / INNOVATION AND TECHNOLOGY MANAGEMENT**

(cp: CLEA 6)

(I sem.) (I.E.G.I.) (DEA)

Salvatore Vicari

Vincenzo Baglieri - Valeria Belvedere - Boris Durisin - Matteo Giuffrida - Alberto Grando - Carlo Giovanni Mammola - Stefano Pogutz - Raffaele Secchi - Daniele Severi Bruni - Giuseppe Stabilini - Antonio Tencati - Gergana Todorova - Gianmario Verona - Vittoria Veronesi

**5050 MARKETING**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem. - I sem.) (I.E.G.I.) (DEA)

Stefano Podesta' - Gabriele Troilo

Michela Addis - Fabio Ancarani - Alessandro Arbore - Arianna Brioschi - Bruno Giuseppe Busacca - Antonella Caru' - Sandro Castaldo - Cristian Chizzoli - Armando Cirrincione - Francois Colbert - Barbara Del Bosco - Valentina Fornari - Michael Gibbert - Paolo Guenzi - Paola Maria Milanese - Stefano Pace - G. Shainesh - Anna Uslenghi - Fabrizio Zerbini

**5051 PROGRAMMAZIONE E CONTROLLO / MANAGERIAL ACCOUNTING**

(cp: CLEA 6 - CLELI 8)

(II sem.) (I.A.F.C.) (DEA)

Marco Agliati - Sergio Beretta

Massimo Aielli - Giorgia Balboni - Ariela Caglio - Gheula Canarutto - Generoso Cogliano - Francesco Cometa - Angelo Ditillo - Matteo Dolcino - Andrea Dossi - Andrea Lissoni - Paola Madini - Franco Flavio Miroglio - Anna Iside Pistoni - Lucrezia Songini - Gianfranco Stamerra

**5053 DIRITTO AMMINISTRATIVO E INTERNAZIONALE**

INTERNATIONAL AND ADMINISTRATIVE LAW

(cp: CLAPI 8)

(II sem.) (I.D.C.) (DEP)

Fabrizio Fracchia

Claudio Dordi - Massimo Occhiena

**5055 ORGANIZZAZIONE DEL LAVORO NELLE AMMINISTRAZIONI PUBBLICHE**

ORGANIZATION AND HUMAN RESOURCE MANAGEMENT IN THE PUBLIC SECTOR

(cp: CLAPI 6)

(II sem.) (I.P.A.S.) (DEA)

Giovanni Valotti

Alessandra Bonetti

**5056 SOCIOLOGIA**

**SOCIOLOGY**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.P.) (DEP)  
Sandro Roventi  
Chiara Galli

**5057 SCIENZA DELLA POLITICA**

**POLITICAL SCIENCE**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.P.) (DEP)  
Paolo Roberto Graziano  
Matteo Roberto Carlo Jessoula

**5058 ECONOMIA DEL MERCATO MOBILIARE**

**SECURITIES MARKETS**

(cp: CLEFIN 8)  
(I sem.) (I.E.M.I.F.) (DEA)  
Pier Luigi Fabrizi  
Marco Navone - Francesco Saita - Giovanna Zanotti

**5059 ECONOMIA MONETARIA**

**MONETARY ECONOMICS**

(cp: CLEFIN 8)  
(II sem.) (I.E.P.) (DEP)  
Angelo Porta  
Tommaso Monacelli - Alessandro Notarpietro

**5061 DIRITTO DELLE PROCEDURE CONCORSUALI**

**INSOLVENCY LAW**

(cp: CLELI 4)  
(II sem.) (I.D.C.) (DEP)  
DA DEFINIRE

**5063 INTRODUZIONE ALLA FILOSOFIA**

**INTRODUCTION TO PHILOSOPHY**

(cp: CLEACC 4)  
(I sem.) (I.M.Q.) (DEP)  
Gino Secondo Zaccaria  
Ivo De Gennaro

**5066 COMPORTAMENTO ORGANIZZATIVO**

**ORGANIZATIONAL BEHAVIOUR**

(cp: CLEACC 6)  
(II sem.) (I.O.S.I.) (DEA)  
Severino Salvemini  
Marina Puricelli

**5067 STATISTICA (Indagini campionarie)**

**STATISTICS (SAMPLE SURVEYS)**

(cp: CLEACC 4)  
(II sem.) (I.M.Q.) (DEP)  
Sandra Fortini  
Claudio Giovanni Borroni - Paola Pagani

**5068 MATEMATICA PER L'ECONOMIA E LE SCIENZE SOCIALI**

**MATHEMATICS FOR ECONOMICS AND SOCIAL SCIENCES**

(cp: DES 8)  
(I sem.) (I.M.Q.) (DEP)  
Erio Castagnoli  
Margherita Cigola

**5069 ANALISI ECONOMICA**

**ECONOMIC ANALYSIS**

(cp: DES 8)  
(II sem.) (I.E.P.) (DEP)  
Aldo Montesano  
Giuseppe Attanasi



**5070 ECONOMIA INDUSTRIALE ED ECONOMIA DELL'IMPRESA**  
INDUSTRIAL ORGANIZATION AND FUNDAMENTALS OF MANAGEMENT  
(cp: CLEMIT 8)  
(I sem.) (I.E.P.) (DEP)  
Stefano Breschi  
Christian Garavaglia

**5071 DIRITTO COMMERCIALE ED INDUSTRIALE**  
COMPANY AND BUSINESS LAW AND INTELLECTUAL PROPERTY  
(cp: CLEMIT 6)  
(II sem.) (I.D.C.) (DEP)  
Federico Ghezzi  
Laurent Manderieux - Maria Montagnani

**5072 ECONOMIA INTERNAZIONALE**  
INTERNATIONAL TRADE  
(cp: CLEMIT 8)  
(II sem.) (I.E.P.) (DEP)  
Fabrizio Onida  
Paolo Epifani

**5073 ANALISI ECONOMICA DEL DIRITTO**  
LAW AND ECONOMICS  
(cp: CLSG 6)  
(I sem.) (I.D.C.) (DEP)  
Alberto Monti  
Filippo Andrea Chiaves - Edoardo Courir

**5074 DIRITTO PENALE E PROCEDURA PENALE 1**  
CRIMINAL LAW AND PROCEDURES 1  
(cp: CLSG 6)  
(I sem.) (I.D.C.) (DEP)  
Francesco Mucciarelli  
Antonio Gullo - Melissa Miedico

**5075 DIRITTO PRIVATO 2**  
CIVIL LAW 2  
(cp: CLSG 6)  
(I sem.) (I.D.C.) (DEP)  
Giovanni Iudica  
Attilio Guarneri - Piergiuseppe Monateri - Alberto Monti

**5076 ISTITUZIONI DI DIRITTO DEL LAVORO**  
LABOUR LAW  
(cp: CLSG 6)  
(II sem.) (I.D.C.) (DEP)  
Stefano Liebman  
Maurizio Del Conte

**5077 DIRITTO PROCESSUALE CIVILE E FALLIMENTARE**  
CIVIL PROCEDURES AND BANKRUPTCY LAW  
(cp: CLSG 10)  
(II sem.) (I.D.C.) (DEP)  
DA DEFINIRE

**5078 DIRITTO TRIBUTARIO ITALIANO ED EUROPEO**  
ITALIAN AND EUROPEAN TAX LAW  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.D.C.) (DEP)  
Carlo Garbarino  
Adriano Angeli - Stefania Boffano

**5081 SCIENZA DELLE FINANZE / PUBLIC ECONOMICS**  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 4 - DES 8 - CLSG 6)  
(I sem. - II sem.) (I.E.P.) (DEP)  
Roberto Artoni  
Giorgia Casalone - Alessandra Casarico - Carlo Devillanova - Carlo Vittorio Fiorio - Chiara Fumagalli - Luca Micheletto - Mario Nava - Laura Pagani - Paola Profeta - Francesca Sala - Alberto Zanardi

**5082 SISTEMI INFORMATIVI AZIENDALI / MANAGEMENT INFORMATION SYSTEMS**

(cp: CLEA 4 - CLEACC 4)

(I sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola - Alfredo Biffi

Paola Bielli - Leonardo Caporarello - Eugenio Marogna - Severino Meregalli - Vincenzo Morabito - Paolo Pasini - Angela Perego - Pietro Previtali - Luigi Proserpio

**5083 DIRITTO COMMERCIALE / COMPANY AND BUSINESS LAW**

(cp: CLEA 6 - CLAPI 6 - CLELI 8 - DES 8 - CLSG 8)

(II sem. - I sem.) (I.D.C.) (DEP)

Piergaetano Marchetti

Niccolo' Abriani - Silvia Gaia Balp - Paola Balzarini - Luigi Arturo Bianchi - Giovanni Battista Bisogni - Elena Carla Francesca Buffa Di Perrero - Giuseppe Carcano - Marco Carone - Alessandro De Nicola - Maria Di Sarli - Matteo Erede - Corrado Malberti - Luigi Miserocchi - Valerio Piacentini - Alberto Picciau - Marco Rigotti - Paolo Sfamini - Giovanni Strampelli - Marco Ventoruzzo

**5084 STRATEGIA E POLITICA AZIENDALE / BUSINESS STRATEGY**

(cp: CLEA 6 - CLELI 6)

(I/II sem. - I sem.) (I.S.E.A.) (DEA)

Giorgio Invernizzi

Silvio Bianchi Martini - Carlo Alberto Carnevale Maffe' - Vittorio Coda - Guido Corbetta - Alessandro Cortesi - Carmine Garzia - Pietro Mazzola - Paolo Russo - Carmine Tripodi - Federico Visconti

**5085 PROGRAMMAZIONE E CONTROLLO NELLE AMMINISTRAZIONI PUBBLICHE**

PLANNING AND CONTROL IN PUBLIC ADMINISTRATION

(cp: CLAPI 10)

(I sem.) (I.P.A.S.) (DEA)

Fabrizio Pezzani

Enrico Guarini - Davide Maggi

**5086 ECONOMIA INTERNAZIONALE E REGIONALE**

INTERNATIONAL AND REGIONAL ECONOMICS

(cp: CLAPI 10)

(II sem.) (I.E.P.) (DEP)

Lanfranco Senn

Rodolfo Helg - Massimiliano Riggi

**5087 RELAZIONI INTERNAZIONALI**

INTERNATIONAL RELATIONS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.P.) (DEP)

Maria Weber

Paolo Roberto Graziano - Antonino Villafranca

**5088 DIRITTO COMMERCIALE E FINANZIARIO**

BUSINESS AND FINANCIAL LAW

(cp: CLEFIN 8)

(I sem.) (I.D.C.) (DEP)

Marco Ventoruzzo

Paola Balzarini

**5089 ECONOMIA APPLICATA**

APPLIED ECONOMICS

(cp: CLEFIN 6)

(II sem.) (I.E.P.) (DEP)

Massimiliano Marcellino

Andrea Carriero - Paolo Colla

**5092 ORGANIZZAZIONE E SISTEMI INFORMATIVI AZIENDALI**

MANAGEMENT INFORMATION SYSTEMS

(cp: CLELI 6)

(I sem.) (I.O.S.I.) (DEA)

Vincenzo Morabito

Marina Puricelli

**5093 DIRITTO TRIBUTARIO**

TAX LAW

(cp: CLELI 6)

(I sem.) (I.D.C.) (DEP)

Carlo Garbarino

Adriano Angeli - Stefania Boffano

**5094 REVISIONE AZIENDALE**

FINANCIAL AUDITING

(cp: CLELI 6)

(II sem.) (I.A.F.C.) (DEA)

Massimo Livatino

Antonio Marra

**5095 ECONOMIA DELLE AZIENDE PUBBLICHE E NON PROFIT / MANAGEMENT OF PUBLIC INSTITUTIONS AND NON-PROFIT ORGANIZATIONS**

(cp: CLEACC 6)

(II sem.) (I.P.A.S.) (DEA)

Alex Turrini

Giorgio Fiorentini - Anna Maria Merlo - Pasquale Seddio

**5096 DIRITTO DEI BENI IMMATERIALI**

INTELLECTUAL PROPERTY LAW

(cp: CLEACC 6)

(II sem.) (I.D.C.) (DEP)

Paola Magnani

Maria Montagnani - Luca Rubini

**5097 LABORATORIO SETTORIALE / SECTORIAL WORKSHOP**

(cp: CLEACC 6)

(I sem.) (I.E.G.I.) (DEA)

Stefania Borghini

L. Aimò - Giuseppe Anselmi - Magda Antonioli - Silvia Bagdadli - Vincenzo Baglieri - Valeria Belvedere - M. Benzoni - Paolo Biscottini - Michela Bondardo - Antonio Calabro' - Alberto Cantoni - Filippo Del Corno - Giuseppe Delmestri - Paola Dubini - Nicola Fabbri - Guido Guerzoni - Gabriella Lojaco - Daniele Lupo Jalla' - Anna Maria Merlo - Fabrizio Montanari - Giacomo Negro - Andrea Ordanini - V. Paesano - Margherita Pagani - Alberto Pasquale - Fabrizio Perretti - Pietro Petraroia - Giorgio Pinotti - Severino Salvemini - Claudia Tacchino - Salvatore Testa - Giovanni Paolo Tomasi - Alessandro Usai - Anna Uslenghi - M. Vento - Maria Xanthoudaki - Karin Maria Laura Zaghi

**5098 PROGETTAZIONE / ORGANIZATION DESIGN**

(cp: CLEACC 4)

(II sem.) (I.O.S.I.) (DEA)

Giovanni Paolo Tomasi

Vincenzo Baglieri - Giuseppe Stabilini - Gianfranco Stamerra

**5099 ANALISI DEI DATI**

DATA ANALYSIS

(cp: DES 10)

(II sem.) (I.M.Q.) (DEP)

Marco Bonetti

**5100 POLITICA ECONOMICA**

ECONOMIC POLICY

(cp: DES 8)

(II sem.) (I.E.P.) (DEP)

Francesco Giavazzi

Guido Tabellini

**5101 ECONOMETRIA**

ECONOMETRICS

(cp: DES 6 - CLEMIT 6)

(I sem. - II sem.) (I.E.P.) (DEP)

Massimiliano Marcellino - Barbara Chizzolini

Maria Luisa Mancusi

**5102 STORIA ECONOMICA E SOCIALE**

ECONOMIC AND SOCIAL HISTORY

(cp: DES 6)

(I sem.) (I.S.E.) (DEP)

Achille Marzio Romani

Marco Cattini

**5103 ECONOMIA DEI MERCATI FINANZIARI INTERNAZIONALI**

INTERNATIONAL FINANCIAL MARKETS

(cp: CLEMIT 6)

(I sem.) (I.E.M.I.F.) (DEA)

Barbara Alemanni

**5104 INNOVATION AND INDUSTRIAL DYNAMICS**

(cp: CLEMIT 8 - DIEM 8)

(I sem.) (I.E.P.) (DEP)

Francesco Lissoni

Stefano Brusoni

**5105 LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE / WORKSHOP ON INNOVATIVE SECTORS AND NEW TECHNOLOGIES**

(cp: CLEMIT 6)

(II sem.) (I.E.P.) (DEP)

Nicoletta Corrocher

Boris Durisin - Giovanni Fattore - Alessandro Frova - Alberto Grando - Francesco Gulli' - Elisabetta Marafioti - Pietro Mazzola - Fabio Montobbio - Andrea Ordanini - Margherita Pagani - Raffaele Secchi - Fabrizio Zerbini

**5106 GESTIONE DELL'INNOVAZIONE**

INNOVATION MANAGEMENT

(cp: CLEMIT 8)

(I sem.) (I.E.G.I.) (DEA)

Salvatore Vicari

Vincenzo Baglieri - Andrea Ordanini

**5107 POLITICA ECONOMICA (Regolamentazione e localizzazione)**

ECONOMIC POLICY (REGULATION AND LOCALIZATION)

(cp: CLEMIT 6)

(II sem.) (I.E.P.) (DEP)

Chiara Fumagalli

**5108 DIRITTO AMMINISTRATIVO**

ADMINISTRATIVE LAW

(cp: CLSG 6)

(I sem.) (I.D.C.) (DEP)

Fabrizio Fracchia

Roberta Lombardi - Massimo Occhiena

**5109 DIRITTO ED ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI**

FINANCIAL INSTITUTIONS AND MARKETS LAW AND ECONOMICS

(cp: CLSG 8)

(I sem.) (I.E.M.I.F.) (DEA)

Marco Onado

Andrea Giannelli - Paolo Mottura - Paolo Sfameni

**5110 FILOSOFIA DEL DIRITTO**

JURISPRUDENCE, THEORY OF JUSTICE

(cp: CLSG 6)

(I sem.) (I.D.C.) (DEP)

Damiano Canale

Giovanni Tuzet

**5111 DIRITTO INTERNAZIONALE E COMUNITARIO**

INTERNATIONAL AND EUROPEAN LAW

(cp: CLSG 8)

(II sem.) (I.D.C.) (DEP)  
Giorgio Sacerdoti  
Leonardo Borlini - Claudio Dordi - Manlio Frigo

**5112 DIRITTO PENALE E PROCEDURA PENALE 2**  
CRIMINAL LAW AND PROCEDURE 2

(cp: CLSG 6)  
(II sem.) (I.D.C.) (DEP)  
Massimo Ceresa-gastaldo  
Laura Cesaris

**5113 DIRITTO PRIVATO 3**

CIVIL LAW 3  
(cp: CLSG 6)  
(I sem.) (I.D.C.) (DEP)  
Giovanni Iudica  
Andrea Belvedere - Giovanni Bonilini

**5114 MACROECONOMICS**

(cp: DIEM 8)  
(I sem.) (I.E.P.) (DEP)  
Ulf Christian Soderstrom

**5115 INTERNATIONAL ECONOMICS (Real and monetary)**

(cp: DIEM 10)  
(II sem.) (I.E.P.) (DEP)  
Franco Bruni  
Paolo Epifani

**5117 COMPARATIVE POLITICAL ECONOMICS**

(cp: DIEM 6)  
(II sem.) (I.E.P.) (DEP)  
Vincenzo Galasso  
Paolo Roberto Graziano

**5118 FINANCIAL MATHEMATICS**

(cp: DIEM 6)  
(I sem.) (I.M.Q.) (DEP)  
Fulvio Ortu  
Enrico Biffis

**5119 COMPARATIVE BUSINESS LAW**

(cp: DIEM 6)  
(II sem.) (I.D.C.) (DEP)  
Catherine Rogers

**5120 INTERNATIONAL AND EUROPEAN LAW**

(cp: DIEM 6)  
(I sem.) (I.D.C.) (DEP)  
Claudio Dordi  
Andreas Ziegler

**5121 EUROPEAN ECONOMIC POLICY**

(cp: DIEM 6)  
(II sem.) (I.E.P.) (DEP)  
Carlo Secchi  
Carlo Altomonte - Sandro Sideri

**5122 CORPORATE FINANCE**

(cp: DIEM 6)

(II sem.) (I.A.F.C.) (DEA)  
Alessandro Frova  
Alberto Micalizzi

**5124 INTERNATIONAL MARKETING**

(cp: DIEM 6)  
(I sem.) (I.E.G.I.) (DEA)  
Enrico Valdani  
David Mario Dino Jarach

**5126 ECONOMIA MONETARIA E DEGLI INTERMEDIARI FINANZIARI (Aspetti internazionali)**

INTERNATIONAL MONETARY AND FINANCIAL ECONOMICS

(cp: CLEFIN 6)  
(II sem.) (I.E.M.I.F.) (DEA)  
Barbara Alemanni  
Franco Bruni - Manuela Geranio - Barbara Rindi

**5127 LINGUA INGLESE**

ENGLISH LANGUAGE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I/II sem.) (C.LINGUISTICO)  
Dermot Costello

**5128 LINGUA FRANCESE**

FRENCH LANGUAGE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I/II sem.) (C.LINGUISTICO)  
Bianca Maria San Pietro

**5129 LINGUA TEDESCA**

GERMAN LANGUAGE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I/II sem.) (C.LINGUISTICO)  
Anna Dal Collo

**5130 LINGUA SPAGNOLA**

SPANISH LANGUAGE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I/II sem.) (C.LINGUISTICO)  
M.cristina Bordonaba Zabalza

**5132 COMPUTER SKILLS**

(cp: CLEA 4)  
(I sem.) (SEDIN)  
Andrea Covini  
Rodolfo Baggio - Piero Schiavo Campo - Simona Tripoli

**5135 DEMOGRAFIA INTERNAZIONALE**

INTERNATIONAL DEMOGRAPHY

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.M.Q.) (DEP)  
Francesco Billari  
Andrea Furcht - Roberto Impicciatore

**5136 INTERNATIONAL BUSINESS STRATEGY**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.S.E.A.) (DEA)  
Vikas Kumar  
Ram Mudambi

**5138 MANAGEMENT DELLE AZIENDE DI TURISMO**

#### TOURISM MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.S.E.A.) (DEA)

Manuela De Carlo

Ruggero Sainaghi

#### 5139 STRATEGIE DELLE PICCOLE E MEDIE IMPRESE

STRATEGIES FOR SMALL AND MEDIUM-SIZED COMPANIES

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.S.E.A.) (DEA)

Mario Minoja

Ugo Lassini

#### 5140 STRATEGIA DI INTERNAZIONALIZZAZIONE

INTERNATIONAL BUSINESS AND MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.S.E.A.) (DEA)

Vittorio Coda

Fabrizio Perretti

#### 5141 THE MANAGEMENT OF COMPETITION AND INNOVATION IN HIGH-TECH SECTORS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.G.I.) (DEA)

Boris Durisin

Paul Robertson - Gergana Todorova

#### 5143 E-BUSINESS AND THE GLOBAL MARKET

E-BUSINESS AND THE GLOBAL MARKET

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.G.I.) (DEA)

Emanuela Prandelli

Andrea Ordanini

#### 5144 E-BUSINESS E GESTIONE DELL'INNOVAZIONE

MANAGING INNOVATION THROUGH E-BUSINESS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.G.I.) (DEA)

Gianmario Verona

Emanuela Prandelli

#### 5145 GESTIONE DELL'AMBIENTE E DELLA SICUREZZA AZIENDALE

ENVIRONMENTAL AND OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.G.I.) (DEA)

Sergio Pivato

Antonio Tencati

#### 5146 GESTIONE DELLE OPERATIONS

PRODUCTION AND OPERATIONS MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.G.I.) (DEA)

Alberto Grando

Valeria Belvedere

#### 5147 INTERNATIONAL MARKETING RESEARCH

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.G.I.) (DEA)

Enrico Valdani

Kjell Gronhaug - Isabella Soscia

#### 5148 LA COMUNICAZIONE DI MARKETING

MARKETING COMMUNICATION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

John Burnett - Anna Uslenghi

**5151 RETAILING**

## RETAILING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.G.I.) (DEA)

Sandro Castaldo

Katia Premazzi

**5153 TEORIE E TECNICHE DELLA COMUNICAZIONE**

## COMMUNICATION THEORY AND TECHNIQUES

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Arianna Brioschi - Paola Maria Milanese

**5154 CORPORATE BANKING**

## CORPORATE BANKING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.M.I.F.) (DEA)

Giancarlo Forestieri

**5155 INTERNATIONAL BANKING**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.M.I.F.) (DEA)

Issam Hallak

**5156 MERCATI FINANZIARI INTERNAZIONALI**

## INTERNATIONAL FINANCIAL MARKETS

(cp: CLEA 6 - CLAPI 6 - CLELI 6 - CLEACC 6 - DES 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.M.I.F.) (DEA)

Manuela Geranio

Federica Miglietta

**5157 POLITICA DEL CREDITO E GESTIONE DEI RISCHI**

## CREDIT RISK ANALYSIS AND CREDIT RISK MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.M.I.F.) (DEA)

Stefano Gatti

Giacomo De Laurentis

**5158 PORTFOLIO E RISK MANAGEMENT NEI MERCATI INTERNAZIONALI**

## PORTFOLIO THEORY AND GLOBAL ASSET MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.M.I.F.) (DEA)

Davide Maspero

Marco Navone

**5160 PRIVATE BANKING E INVESTITORI ISTITUZIONALI**

## PRIVATE BANKING AND INSTITUTIONAL INVESTORS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.M.I.F.) (DEA)

Paolo Antonio Cucurachi

**5161 STRUMENTI DERIVATI E TECNICHE DI COPERTURA**

## DERIVATIVES

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.M.I.F.) (DEA)

Giovanna Zanotti

**5162 COMPARATIVE FISCAL SYSTEMS AND REGULATORY AUTHORITIES**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.P.) (DEP)

Roberto Artoni

Giampaolo Arachi



**5164 ECONOMICS OF THE FIRM**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Luigi Orsenigo

**5165 ECONOMIA DELLO SVILUPPO**

## DEVELOPMENT ECONOMICS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.P.) (DEP)  
Carlo Filippini  
Alessandro Pio

**5166 ECONOMIA E POLITICA DELLE IMPRESE MULTINAZIONALI**

## ECONOMICS OF MULTINATIONAL ENTERPRISES

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Fabrizio Onida  
Gianmarco Ottaviano

**5167 ECONOMIA INTERNAZIONALE REALE**

## INTERNATIONAL TRADE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.P.) (DEP)  
Fabrizio Onida  
Anna Maria Falzoni

**5168 ECONOMIA POLITICA (Poverta', disuguaglianza e distribuzione del reddito)**

## ECONOMICS (Poverty, inequality and income distribution)

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Renata Lenti  
Conchita D'ambrosio

**5169 ECONOMIA URBANA**

## URBAN ECONOMICS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Lanfranco Senn  
Maria Cristina Gibelli - Gianluigi Gorla

**5170 EUROPEAN LABOUR MARKETS**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.P.) (DEP)  
Tito Michele Boeri

**5171 FOUNDATIONS OF THE EUROPEAN ECONOMY**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.S.E.) (DEP)  
Franco Amatori  
Francesca Polese

**5172 INDUSTRIAL ORGANISATION**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Maria Luisa Mancusi  
Helder Vasconcelos

**5173 ECONOMIA MONETARIA INTERNAZIONALE**

## INTERNATIONAL MONETARY ECONOMICS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.P.) (DEP)  
Franco Bruni

**5174 ISTITUZIONI E REGOLAMENTAZIONE DEI MERCATI FINANZIARI**

INSTITUTIONS AND REGULATION OF FINANCIAL MARKETS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.P.) (DEP)

Donato Masciandaro

Lucia Dalla Pellegrina - Luigi Donato

**5175 MICROSTRUTTURA DEI MERCATI DEI CAPITALI**

MICROSTRUCTURE OF CAPITAL MARKETS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.P.) (DEP)

Barbara Rindi

Luisella Bosetti

**5176 POLITICA ECONOMICA EUROPEA**

EUROPEAN ECONOMIC POLICY

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - CLSG 6)

(I sem.) (I.E.P.) (DEP)

Carlo Secchi

Francesco Passarelli - Sandro Sideri

**5180 STORIA DEL PENSIERO ECONOMICO**

HISTORY OF ECONOMIC THOUGHT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.P.) (DEP)

Stefano Zamagni

Luigino Bruni

**5181 TECNOLOGIA E SVILUPPO ECONOMICO**

TECHNOLOGY AND ECONOMIC DEVELOPMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.E.P.) (DEP)

Nicoletta Corrocher

Andrea Colli

**5183 THE ECONOMICS OF DEVELOPMENT AND TRANSITION**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.P.) (DEP)

Eliana La Ferrara

Tito Michele Boeri

**5184 THE ECONOMICS OF GLOBALIZATION**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.P.) (DEP)

Laura Bottazzi

**5185 ANALISI DEI DATI PER IL MANAGEMENT**

DATA ANALYSIS FOR MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.M.Q.) (DEP)

Luca Molteni

Fausta Luscia

**5187 ELEMENTI DI MATEMATICA PER I MERCATI FINANZIARI**

MATHEMATICS FOR FINANCIAL MARKETS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.M.Q.) (DEP)

Erio Castagnoli

Gabriele Gurioli

**5188 MODELLI ECONOMICI**

ECONOMIC MODELS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.E.P.) (DEP)

Giorgio Lunghini  
Andrea Fumagalli

**5190 STATISTICA PER I MERCATI FINANZIARI**

STATISTICS FOR FINANCIAL MARKETS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.M.Q.) (DEP)

Fausta Luscia  
Donato Michele Cifarelli

**5191 DIRITTO BANCARIO**

BANKING AND FINANCE LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.D.C.) (DEP)

Andrea Giannelli

**5193 DIRITTO PRIVATO COMPARATO**

COMPARATIVE LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.D.C.) (DEP)

Attilio Guarneri

**5194 DIRITTO DELL'AMBIENTE**

ENVIRONMENT LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.D.C.) (DEP)

Fabrizio Fracchia  
Massimo Occhiena

**5195 DIRITTO DELLE ASSICURAZIONI**

INSURANCE LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.D.C.) (DEP)

Aurelio Donato Candian  
Michele Siri

**5196 DIRITTO DELL'INFORMATICA ED INTERNET**

INTERNET AND INFORMATIC LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari  
Raffaele Zallone

**5197 DIRITTO DELL'UNIONE EUROPEA**

EUROPEAN UNION LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6)  
(I sem.) (I.D.C.) (DEP)

Gaetano Iorio Fiorelli  
Chiara Battistini

**5198 DIRITTO ECCLESIASTICO**

LAW AND RELIGION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.D.C.) (DEP)

Luciano Musselli

**5199 DIRITTO INDUSTRIALE (Marchi e brevetti)**

TOPICS IN INTELLECTUAL PROPERTY LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.D.C.) (DEP)

Federico Ghezzi  
Paola Magnani - Maria Montagnani

**5200 DIRITTO PENALE COMMERCIALE**

BUSINESS AND CORPORATE CRIMINAL LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.D.C.) (DEP)  
Alberto Alessandri  
Melissa Miedico

**5202 ORGANIZZAZIONE INTERNAZIONALE**

INTERNATIONAL ORGANIZATION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.D.C.) (DEP)  
Claudio Dordi

**5203 BUSINESS HISTORY**

BUSINESS HISTORY

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.S.E.) (DEP)  
Franco Amatori

**5204 ADVANCED ACCOUNTING AND FINANCE**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.A.F.C.) (DEA)  
Elisabetta Barone  
Thomas Alison

**5207 BUSINESS PLANNING**

BUSINESS PLANNING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.S.E.A.) (DEA)  
Cinzia Parolini  
Irene Dagnino

**5212 INTERNATIONAL PROJECT FINANCE**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.A.F.C.) (DEA)  
Claudia Tamarowski  
Emanuele Borgonovo

**5213 INTRODUZIONE ALLA FINANZA AZIENDALE INTERNAZIONALE**

INTRODUCTION TO INTERNATIONAL CORPORATE FINANCE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.A.F.C.) (DEA)  
Alberto Bertoni  
Ombretta Pettinato - Carlo Maria Pinardi

**5214 LA VALUTAZIONE DELLE AZIENDE**

BUSINESS VALUTATION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.A.F.C.) (DEA)  
Laura Zanetti

**5215 "L'ANALISI DI BILANCIO; L'INFORMATIVA ESTERNA"**

FINANCIAL STATEMENT ANALYSIS (and business community information)

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.A.F.C.) (DEA)  
Claudio Devecchi  
Paola Sacco - Pietro Versetti

**5217 REPORTING DIREZIONALE E VALUTAZIONE DELLA PERFORMANCE**

PERFORMANCE MEASUREMENT AND EVALUATION SYSTEMS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.A.F.C.) (DEA)  
Gianluca Meloni

**5219 CONTABILITA' E BILANCIO NELLE AMMINISTRAZIONI PUBBLICHE**

GOVERNMENTAL ACCOUNTING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.P.A.S.) (DEA)  
Eugenio Anessi Pessina  
Mario Collevocchio - Ileana Steccolini

**5220 ECONOMIA E GESTIONE DELLE AZIENDE NON PROFIT**

MANAGEMENT OF NON-PROFIT ORGANIZATIONS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.P.A.S.) (DEA)  
Giorgio Fiorentini

**5221 FORME DI GESTIONE DEI SERVIZI PUBBLICI**

UTILITIES MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.P.A.S.) (DEA)  
Carlo Savazzi  
Marco Elefanti

**5222 MANAGEMENT OF INTERNATIONAL AND SUPRANATIONAL ORGANIZATIONS**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.P.A.S.) (DEA)  
Joseph Leslie Metcalfe  
Lodovica Longinotti - Edoardo Ongaro

**5223 METODI DI ANALISI E VALUTAZIONE DEI PROGRAMMI PUBBLICI**

PROGRAMME ANALYSIS AND EVALUATION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.P.A.S.) (DEA)  
Mario Del Vecchio  
Luca Buccoliero - Remy Cohen

**5224 PUBLIC MANAGEMENT AND THE BUSINESS ENVIRONMENT**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.P.A.S.) (DEA)  
Luca Giovanni Brusati  
Anthony Shorris

**5225 MANAGEMENT OF HUMAN CAPITAL SERVICES**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.P.A.S.) (DEA)  
Giovanni Fattore  
Federico Lega

**5226 COMPORTAMENTO ORGANIZZATIVO E GESTIONE DEL PERSONALE**

ORGANIZATIONAL BEHAVIOUR AND PERSONNEL MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.O.S.I.) (DEA)  
Maria Gabriella Bagnato  
Beatrice Bauer

**5227 I SISTEMI INFORMATIVI NELL'ECONOMIA DIGITALE**

INFORMATION SYSTEMS IN THE DIGITAL ECONOMY

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.O.S.I.) (DEA)  
Luigi Proserpio

**5228 TECNOLOGIE INFORMATICHE E NUOVI MODELLI DI BUSINESS**

INFORMATION TECHNOLOGIES AND NEW BUSINESS MODELS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.O.S.I.) (DEA)  
Pier Franco Camussone  
Carlo Alberto Carnevale Maffe'

**5230 MANAGEMENT DELLE ISTITUZIONI CULTURALI E ARTISTICHE**

#### ARTS AND CULTURAL MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.O.S.I.) (DEA)

Severino Salvemini

Silvia Bagdadli - Antonella Caru' - Paola Dubini - Anna Maria Merlo - Andrea Ordanini

#### 5231 PROGETTAZIONE DELLE STRUTTURE ORGANIZZATIVE

DESIGN OF ORGANIZATIONAL STRUCTURES

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.O.S.I.) (DEA)

Giuseppe Soda

#### 5232 ORGANIZATIONAL NETWORKS AND ENTREPRENEURSHIP

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.O.S.I.) (DEA)

Anna Grandori

Carmine Garzia

#### 5233 INFORMATION TECHNOLOGY E INNOVAZIONE ORGANIZZATIVA

INFORMATION TECHNOLOGY AND ORGANIZATIONAL INNOVATION

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.O.S.I.) (DEA)

Pier Franco Camussone

Stefano Basaglia

#### 5235 NETWORKING MANAGEMENT

NETWORKING MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(II sem.) (I.O.S.I.) (DEA)

Andrea Montefusco

Rodolfo Baggio

#### 5238 DIRITTO PUBBLICO COMPARATO

COMPARATIVE PUBLIC LAW

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

Lorenzo Cuocolo

#### 5239 LINGUA ITALIANA

ITALIAN LANGUAGE

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6)

(I/II sem.) (C.LINGUISTICO)

Elisa Turra

#### 5242 ECONOMIA E GESTIONE DELLA BANCA E DELL'ASSICURAZIONE

BANK AND INSURANCE MANAGEMENT

(cp: CLEFIN 8)

(I sem.) (I.E.M.I.F.) (DEA)

Giacomo De Laurentis

Brunella Bruno - Sergio Paci

#### 5243 FINANCIAL MARKETS AND INSTITUTIONS

(cp: DIEM 6)

(I sem.) (I.E.M.I.F.) (DEA)

Marco Navone

Mascia Bedendo

#### 5251 CONTABILITA' E PRINCIPI INTERNAZIONALI

INTERNATIONAL ACCOUNTING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I sem.) (I.A.F.C.) (DEA)

Maurizio Maria Pini

Alfredo Vigano'

**5252 FINANZA MOBILIARE**

## CAPITAL MARKET FINANCING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.A.F.C.) (DEA)

Francesco Momente' - Paolo Maurizio Iovenitti

**5253 SISTEMI DI ANALISI E CONTABILITA' DEI COSTI**

## COST ANALYSIS AND COST ACCOUNTING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.A.F.C.) (DEA)

Marco Agliati

Massimo Aielli

**5254 FINANZA STRAORDINARIA**

## MERGERS, ACQUISITION AND CORPORATE RESTRUCTURING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger

Massimo Buongiorno

**5255 ANALISI ECONOMICHE PER LE DECISIONI AZIENDALI**

## ECONOMIC ANALYSIS FOR DECISION MAKING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.A.F.C.) (DEA)

Franco Flavio Miroglio

**5257 INTERNAL AUDITING E ANALISI DEI PROCESSI AZIENDALI**

## INTERNAL AUDITING AND BUSINESS PROCESSES ANALYSIS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.A.F.C.) (DEA)

Nicola Pecchiari

Franco Flavio Miroglio

**5258 BILANCIO, COMUNICAZIONE FINANZIARIA E TEMI PROFESSIONALI**

## FINANCIAL REPORTING AND ACCOUNTING FOR MERGERS, ACQUISITIONS AND RELATED MATTERS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.A.F.C.) (DEA)

Alfredo Vigano'

Alberto Bertoni - Carlo Luison

**5266 MARKETING PMI**

## SMALL BUSINESS MARKETING

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.G.I.) (DEA)

Antonella Caru'

Paola Maria Milanese

**5267 GESTIONE E ORGANIZZAZIONE DI VENDITA**

## SALES MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.G.I.) (DEA)

Paolo Guenzi

William Cron - Karin Maria Laura Zaghi

**5268 FONDAMENTI DI PRODUCT MANAGEMENT**

## PRODUCT MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.E.G.I.) (DEA)

Chiara Mauri

Paola Maria Milanese

**5272 METODI DI SCELTA SUL MERCATO AZIONARIO**

## ACTIVE MANAGEMENT IN STOCK MARKET

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.P.) (DEP)

Andrea Beltratti

**5273 PERSONNEL ECONOMICS AND ORGANISATIONAL BEHAVIOUR**

(cp: DIEM 8)  
(I sem.) (I.E.P.) (DEP)  
Antonella Trigari  
Gianluca Carnabuci

**5274 METODOLOGIA DELLA RICERCA STORICA**

METHODS OF RESEARCH IN HISTORY  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.S.E.) (DEP)  
Marco Cattini  
Maurice Aymard - Achille Marzio Romani

**5292 BUSINESS STRATEGY**

(cp: DIEM 6)  
(I sem.) (I.S.E.A.) (DEA)  
Carlo Alberto Carnevale Maffe'  
Vikas Kumar - Hugh O'Neill

**5293 COMPARATIVE PUBLIC AND EUROPEAN LAW**

(cp: CLEA 6)  
(II sem.) (I.D.C.) (DEP)  
Giuseppe Franco Ferrari  
Justin Orlando Frosini

**5294 ARTE E CULTURA / ARTS AND CULTURE**

(cp: CLEACC 18)  
(year-long) (I.S.E.) (DEP)  
Stefano Baia Curioni  
Maurice Aymard - Fernando Bandini - Riccardo Caccia - Antonio Calabro' - Marco Cattini - Anna Detheridge - Romano Frassa - Piero Gelli - Gianni Gualberto - Guido Guerzoni - Hans Hoeger - Valerio Massimo Manfredi - Carmelo Marabello - Alessandro Morandotti - Renato Palazzi - Achille Marzio Romani - Rocco Ronchi - Edward Rozzo - Chiara Somajni - Angela Giovanna Vettese - Gino Secondo Zaccaria

**5295 LINGUA PORTOGHESE**

PORTOGUESE LANGUAGE  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I/II sem.) (C.LINGUISTICO) (--)  
Helena Da Silva Neto

**5303 MODELLAZIONE DEI SISTEMI AZIENDALI**

MODELLING COMPANY SYSTEMS  
(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.S.E.A.) (DEA)  
Ettore Cascioli

**5305 APPLIED RESEARCH**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.M.Q.) (DEP)  
Francesco Billari  
Barbara Chizzolini - Jane Klobas

**5309 MANAGEMENT DELLE AZIENDE DI MODA E DESIGN: EVOLUZIONE STORICA E DINAMICHE COMPETITIVE**  
MANAGEMENT OF FASHION AND DESIGN COMPANIES: HISTORICAL PERSPECTIVES AND COMPETITIVE DYNAMICS

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.S.E.A.) (DEA)  
Guido Corbetta  
Gabriella Lojaco - Elisabetta Merlo - Stefania Saviolo - Paola Anna Varacca Capello

**5310 INTRODUCTION TO MANAGEMENT CONSULTING**



(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.O.S.I.) (DEA)  
Ferdinando Pennarola  
Francesco Sacco - Severino Salvemini

**5311 STORIA DELL'INDUSTRIA DELLA MODA**

HISTORY OF THE FASHION INDUSTRY

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.S.E.) (DEP)  
Elisabetta Merlo  
Francesca Polese

**5312 METODI QUANTITATIVI PER IL MANAGEMENT STRATEGICO D'IMPRESA**

QUANTITATIVE METHODS FOR CORPORATE STRATEGIC MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.M.Q.) (DEP)  
Lorenzo Peccati  
Emanuele Borgonovo - Luca Gnan

**5313 MANAGEMENT DELLE INFORMAZIONI AZIENDALI (Information management)**

INFORMATION MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.O.S.I.) (DEA)  
Vincenzo Morabito  
Leonardo Caporarello

**5314 ECONOMIA E GESTIONE DEI FONDI PENSIONE**

PENSION FUND MANAGEMENT

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(II sem.) (I.E.M.I.F.) (DEA)  
Sergio Paci  
Alberto Brambilla

**5315 DIRITTO CIVILE (Contrattualistica)**

CIVIL LAW (Rules of contracts)

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - CLEACC 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)  
(I sem.) (I.D.C.) (DEP)  
Giovanni Iudica  
Laura Morlotti Bonetti

**5316 MANAGEMENT OF FASHION AND DESIGN COMPANIES: HISTORICAL PERSPECTIVES AND COMPETITIVE DYNAMICS**

(cp: CLEA 6 - CLAPI 6 - CLEFIN 6 - CLELI 6 - DES 6 - CLEMIT 6 - DIEM 6 - CLSG 6)

(I/II sem.) (I.S.E.A.) (DEA)

Guido Corbetta

Gabriella Lojacono - Elisabetta Merlo - Stefania Saviolo - Paola Anna Varacca Capello

## 10.3 List of courses by instructor in alphabetical order

The course profiles can be consulted at <http://www.unibocconi.it/profiles>.

**ABRIANI NICCOLO'**

5083 - DIRITTO COMMERCIALE

**ADDIS MICHELA**

5050 - MARKETING

**AGLIATI MARCO**

5253 - SISTEMI DI ANALISI E CONTABILITA' DEI COSTI

5051 - PROGRAMMAZIONE E CONTROLLO

**AIELLI MASSIMO**

5051 - PROGRAMMAZIONE E CONTROLLO

5253 - SISTEMI DI ANALISI E CONTABILITA' DEI COSTI

**AIMO L.**

5097 - LABORATORIO SETTORIALE

**AIROLDI GIUSEPPE**

5001 - ECONOMIA AZIENDALE

5002 - MANAGEMENT

**ALEMANNI BARBARA**

5103 - ECONOMIA DEI MERCATI FINANZIARI INTERNAZIONALI

5126 - ECONOMIA MONETARIA E DEGLI INTERMEDIARI FINANZIARI (Aspetti internazionali)

**ALESSANDRI ALBERTO**

5200 - DIRITTO PENALE COMMERCIALE

**ALFANI GUIDO**

5028 - STORIA ECONOMICA

**ALISON THOMAS**

5204 - ADVANCED ACCOUNTING AND FINANCE

**ALTOMONTE CARLO**

5121 - EUROPEAN ECONOMIC POLICY

**AMATO MASSIMO**

5028 - STORIA ECONOMICA

**AMATORI FRANCO**

5171 - FOUNDATIONS OF THE EUROPEAN ECONOMY

5203 - BUSINESS HISTORY

5028 - STORIA ECONOMICA

5029 - STORIA ECONOMICA DELL'INDUSTRIA

**ANCARANI FABIO**

5050 - MARKETING

**ANESSI PESSINA EUGENIO**

5219 - CONTABILITA' E BILANCIO NELLE AMMINISTRAZIONI PUBBLICHE

**ANGELI ADRIANO**

5078 - DIRITTO TRIBUTARIO ITALIANO ED EUROPEO

5093 - DIRITTO TRIBUTARIO

**ANNARATONE SILVIA**

5015 - MATEMATICA GENERALE

**ANSELMI GIUSEPPE**

5097 - LABORATORIO SETTORIALE

**ANSELMO ALICE**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**ANTONIOLI MAGDA**

5044 - MACROECONOMIA

5097 - LABORATORIO SETTORIALE

**ARACHI GIAMPAOLO**

5162 - COMPARATIVE FISCAL SYSTEMS AND REGULATORY AUTHORITIES

**ARBORE ALESSANDRO**

5050 - MARKETING

**ARNABOLDI FRANCESCA**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**ARTONI ROBERTO**

5162 - COMPARATIVE FISCAL SYSTEMS AND REGULATORY AUTHORITIES

5081 - SCIENZA DELLE FINANZE

**ATTANASI GIUSEPPE**

5069 - ANALISI ECONOMICA

**AYMARD MAURICE**

5274 - METODOLOGIA DELLA RICERCA STORICA

5294 - ARTE E CULTURA

**BAGDADLI SILVIA**

5097 - LABORATORIO SETTORIALE

5230 - MANAGEMENT DELLE ISTITUZIONI CULTURALI E ARTISTICHE

**BAGGIO RODOLFO**

5005 - INFORMATICA

5006 - COMPUTER SCIENCE FOR BUSINESS

5132 - COMPUTER SKILLS

5235 - NETWORKING MANAGEMENT

**BAGLIERI VINCENZO**

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

5097 - LABORATORIO SETTORIALE

5098 - PROGETTAZIONE

5106 - GESTIONE DELL'INNOVAZIONE

**BAGNATO MARIA GABRIELLA**

5226 - COMPORTAMENTO ORGANIZZATIVO E GESTIONE DEL PERSONALE

5046 - ORGANIZZAZIONE AZIENDALE

**BAIA CURIONI STEFANO**

5294 - ARTE E CULTURA

5028 - STORIA ECONOMICA

**BALBONI GIORGIA**

5051 - PROGRAMMAZIONE E CONTROLLO

**BALP SILVIA GAIA**

5083 - DIRITTO COMMERCIALE

**BALZARINI PAOLA**

5083 - DIRITTO COMMERCIALE

5088 - DIRITTO COMMERCIALE E FINANZIARIO

**BANDINI FERNANDO**

5294 - ARTE E CULTURA

**BARBIERATO DANIELA**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**BARBIERI GIANFRANCO**

5204 - ADVANCED ACCOUNTING AND FINANCE

5008 - ACCOUNTING AND FINANCIAL STATEMENT ANALYSIS

**BASAGLIA STEFANO**

5233 - INFORMATION TECHNOLOGY E INNOVAZIONE ORGANIZZATIVA

**BASINI GIOVANNI FRANCESCO**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**BATTIGALLI PIERPAOLO**

5013 - MICROECONOMIA

**BATTISTINI CHIARA**

5197 - DIRITTO DELL'UNIONE EUROPEA

**BAUER RICCARDO**

5226 - COMPORTAMENTO ORGANIZZATIVO E GESTIONE DEL PERSONALE

**BECCACECE FRANCESCA**

5045 - MATEMATICA FINANZIARIA

**BEDENDO MASCIA**

5243 - FINANCIAL MARKETS AND INSTITUTIONS

**BELLUZZO ALESSANDRO**

5007 - CONTABILITA' E BILANCIO

**BELTRATTI ANDREA**

5272 - METODI DI SCELTA SUL MERCATO AZIONARIO

**BELVEDERE VALERIA**

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

5097 - LABORATORIO SETTORIALE

5146 - GESTIONE DELLE OPERATIONS

**BELVEDERE ANDREA**

5113 - DIRITTO PRIVATO 3

**BENUSSI LUCIO**

5005 - INFORMATICA

**BENZONI M.**

5097 - LABORATORIO SETTORIALE

**BERETTA SERGIO**

5051 - PROGRAMMAZIONE E CONTROLLO

**BERGAMASCHI MARA BARBARA**

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

**BERTA GIUSEPPE**

5028 - STORIA ECONOMICA

**BERTONI ALBERTO**

5007 - CONTABILITA' E BILANCIO

5258 - BILANCIO, COMUNICAZIONE FINANZIARIA E TEMI PROFESSIONALI

5213 - INTRODUZIONE ALLA FINANZA AZIENDALE INTERNAZIONALE

5048 - FINANZA AZIENDALE

**BIANCHI LUIGI ARTURO**

5083 - DIRITTO COMMERCIALE

**BIANCHI MARTINI SILVIO**

5084 - STRATEGIA E POLITICA AZIENDALE

**BIELLI PAOLA**

5082 - SISTEMI INFORMATIVI AZIENDALI

**BIFFI ALFREDO**

5082 - SISTEMI INFORMATIVI AZIENDALI

**BIFFIS ENRICO**

5118 - FINANCIAL MATHEMATICS

**BIGATTI GIORGIO**

5028 - STORIA ECONOMICA

**BILLARI FRANCESCO**

5305 - APPLIED RESEARCH

5047 - STATISTICA

5135 - DEMOGRAFIA INTERNAZIONALE

**BISCOTTINI PAOLO**

5097 - LABORATORIO SETTORIALE

**BISOGNI GIOVANNI BATTISTA**

5083 - DIRITTO COMMERCIALE

**BOERI TITO MICHELE**

5170 - EUROPEAN LABOUR MARKETS  
5012 - PRINCIPI DI MICROECONOMIA E MACROECONOMIA  
5183 - THE ECONOMICS OF DEVELOPMENT AND TRANSITION

**BOFFANO STEFANIA**

5078 - DIRITTO TRIBUTARIO ITALIANO ED EUROPEO  
5093 - DIRITTO TRIBUTARIO

**BOGNETTI GIOVANNI**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**BONDARDO MICHELA**

5097 - LABORATORIO SETTORIALE

**BONETTI MARCO**

5099 - ANALISI DEI DATI  
5047 - STATISTICA

**BONETTI ALESSANDRA**

5055 - ORGANIZZAZIONE DEL LAVORO NELLE AMMINISTRAZIONI PUBBLICHE

**BONILINI GIOVANNI**

5113 - DIRITTO PRIVATO 3

**BORDONABA ZABALZA M.CRISTINA**

5130 - LINGUA SPAGNOLA

**BORGHINI STEFANIA**

5097 - LABORATORIO SETTORIALE

**BORGONOVİ ELIO**

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE  
5222 - MANAGEMENT OF INTERNATIONAL AND SUPRANATIONAL ORGANIZATIONS

**BORGONOVO EMANUELE**

5018 - MATHEMATICS AND MODELLING  
5045 - MATEMATICA FINANZIARIA  
5212 - INTERNATIONAL PROJECT FINANCE  
5312 - METODI QUANTITATIVI PER IL MANAGEMENT STRATEGICO D'IMPRESA

**BORLINI LEONARDO**

5111 - DIRITTO INTERNAZIONALE E COMUNITARIO

**BORRONI CLAUDIO GIOVANNI**

5047 - STATISTICA  
5067 - STATISTICA (Indagini campionarie)

**BORRUSO EDOARDO**

5028 - STORIA ECONOMICA

**BOSCHETTI DARIO**

5005 - INFORMATICA

**BOSCO MARIA GIOVANNA**

5044 - MACROECONOMIA

**BOSETTI LUISELLA**

5175 - MICROSTRUTTURA DEI MERCATI DEI CAPITALI

**BOTTAZZI LAURA**

5184 - THE ECONOMICS OF GLOBALIZATION

**BRAMANTI ALBERTO**

5013 - MICROECONOMIA

**BRAMBILLA ALBERTO**

5314 - ECONOMIA E GESTIONE DEI FONDI PENSIONE

**BRESCHI STEFANO**

5070 - ECONOMIA INDUSTRIALE ED ECONOMIA DELL'IMPRESA

**BRIOSCHI ARIANNA**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

5050 - MARKETING

5153 - TEORIE E TECNICHE DELLA COMUNICAZIONE

**BRIPI FRANCESCO**

5044 - MACROECONOMIA

**BRUGGER GUALTIERO**

5254 - FINANZA STRAORDINARIA

5048 - FINANZA AZIENDALE

**BRUNI FRANCO**

5173 - ECONOMIA MONETARIA INTERNAZIONALE

5115 - INTERNATIONAL ECONOMICS (Real and monetary)

5126 - ECONOMIA MONETARIA E DEGLI INTERMEDIARI FINANZIARI (Aspetti internazionali)

**BRUNI LUIGINO**

5180 - STORIA DEL PENSIERO ECONOMICO

**BRUNO BRUNELLA**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

5242 - ECONOMIA E GESTIONE DELLA BANCA E DELL'ASSICURAZIONE

**BRUNO GIOVANNI**

5013 - MICROECONOMIA

**BRUSATI LUCA GIOVANNI**

5224 - PUBLIC MANAGEMENT AND THE BUSINESS ENVIRONMENT

5002 - MANAGEMENT

**BRUSONI STEFANO**

5104 - INNOVATION AND INDUSTRIAL DYNAMICS

**BUCCOLIERO LUCA**

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

5223 - METODI DI ANALISI E VALUTAZIONE DEI PROGRAMMI PUBBLICI

**BUFFA DI PERRERO ELENA CARLA FRANCESCA**

5083 - DIRITTO COMMERCIALE

**BUONGIORNO MASSIMO**

5254 - FINANZA STRAORDINARIA

**BURNETT JOHN**

5148 - LA COMUNICAZIONE DI MARKETING

**BUSACCA BRUNO GIUSEPPE**

5050 - MARKETING

**BUSANI ANGELO**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**BUSO PAOLA**

5007 - CONTABILITA' E BILANCIO

**CACCIA RICCARDO**

5294 - ARTE E CULTURA

**CACCIATORI EUGENIA**

5046 - ORGANIZZAZIONE AZIENDALE

**CAGLIO ARIELA**

5051 - PROGRAMMAZIONE E CONTROLLO

**CALABRO' ANTONIO**

5097 - LABORATORIO SETTORIALE

5294 - ARTE E CULTURA

**CAMERAN MARA**

5256 - ACCOUNTING NEI SETTORI  
5007 - CONTABILITA' E BILANCIO

**CAMUSSONE PIER FRANCO**

5233 - INFORMATION TECHNOLOGY E INNOVAZIONE ORGANIZZATIVA  
5228 - TECNOLOGIE INFORMATICHE E NUOVI MODELLI DI BUSINESS

**CANALE DAMIANO**

5110 - FILOSOFIA DEL DIRITTO

**CANARUTTO GHEULA**

5051 - PROGRAMMAZIONE E CONTROLLO

**CANDIAN AURELIO DONATO**

5195 - DIRITTO DELLE ASSICURAZIONI

**CANTONI ALBERTO**

5097 - LABORATORIO SETTORIALE

**CAPORARELLO LEONARDO**

5005 - INFORMATICA  
5082 - SISTEMI INFORMATIVI AZIENDALI  
5313 - MANAGEMENT DELLE INFORMAZIONI AZIENDALI (Information management)

**CAPPETTA ROSSELLA**

5046 - ORGANIZZAZIONE AZIENDALE

**CAPRARI ELISA**

5015 - MATEMATICA GENERALE

**CAPUTO NASSETTI FRANCESCO**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**CARCANO GIUSEPPE**

5083 - DIRITTO COMMERCIALE

**CARDANI ANGELO MARCELLO**

5013 - MICROECONOMIA

**CARNABUCI GIANLUCA**

5273 - PERSONNEL ECONOMICS AND ORGANISATIONAL BEHAVIOUR  
5046 - ORGANIZZAZIONE AZIENDALE

**CARNEVALE MAFFE' CARLO ALBERTO**

5292 - BUSINESS STRATEGY  
5084 - STRATEGIA E POLITICA AZIENDALE  
5228 - TECNOLOGIE INFORMATICHE E NUOVI MODELLI DI BUSINESS

**CARONE MARCO**

5083 - DIRITTO COMMERCIALE

**CARRIERO ANDREA**

5089 - ECONOMIA APPLICATA

**CARU' ANTONELLA**

5266 - MARKETING PMI  
5003 - MANAGEMENT DELLE ISTITUZIONI CULTURALI  
5050 - MARKETING  
5230 - MANAGEMENT DELLE ISTITUZIONI CULTURALI E ARTISTICHE

**CASALONE GIORGIA**

5081 - SCIENZA DELLE FINANZE

**CASARICO ALESSANDRA**

5081 - SCIENZA DELLE FINANZE

**CASCIOLI ETTORE**

5303 - MODELLAZIONE DEI SISTEMI AZIENDALI

**CASTAGNOLI ERIO**

5187 - ELEMENTI DI MATEMATICA PER I MERCATI FINANZIARI

5045 - MATEMATICA FINANZIARIA

5068 - MATEMATICA PER L'ECONOMIA E LE SCIENZE SOCIALI

**CASTALDO SANDRO**

5151 - RETAILING

5050 - MARKETING

**CASTIELLO CHRISTIAN**

5047 - STATISTICA

**CATTINI MARCO**

5274 - METODOLOGIA DELLA RICERCA STORICA

5028 - STORIA ECONOMICA

5102 - STORIA ECONOMICA E SOCIALE

5294 - ARTE E CULTURA

**CAVAZZA CLAUDIA**

5001 - ECONOMIA AZIENDALE

**CERESA-GASTALDO MASSIMO**

5112 - DIRITTO PENALE E PROCEDURA PENALE 2

**CERQUETTI ANNALISA**

5047 - STATISTICA

**CESARIS LAURA**

5112 - DIRITTO PENALE E PROCEDURA PENALE 2

**CHIAVES FILIPPO ANDREA**

5073 - ANALISI ECONOMICA DEL DIRITTO

**CHINDEMI DOMENICO**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**CHIZZOLI CRISTIAN**

5050 - MARKETING

**CHIZZOLINI BARBARA**

5101 - ECONOMETRIA

5305 - APPLIED RESEARCH

**CIFARELLI DONATO MICHELE**

5047 - STATISTICA

5190 - STATISTICA PER I MERCATI FINANZIARI

**CIGOLA MARGHERITA**

5015 - MATEMATICA GENERALE

5045 - MATEMATICA FINANZIARIA

5068 - MATEMATICA PER L'ECONOMIA E LE SCIENZE SOCIALI

**CIRRINCIONE ARMANDO**

5050 - MARKETING

**CLERICI ALBERTO**

5005 - INFORMATICA

**CODA VITTORIO**

5140 - STRATEGIA DI INTERNAZIONALIZZAZIONE

5084 - STRATEGIA E POLITICA AZIENDALE

**COFFETTI ELENA ADRIANA**

5045 - MATEMATICA FINANZIARIA

**COGLIANO GENEROSO**



5051 - PROGRAMMAZIONE E CONTROLLO

**COHEN REMY**

5223 - METODI DI ANALISI E VALUTAZIONE DEI PROGRAMMI PUBBLICI

**COLANGELO ANTONIO**

5047 - STATISTICA

**COLBERT FRANCOIS**

5050 - MARKETING

**COLLA PAOLO**

5089 - ECONOMIA APPLICATA

**COLLEVECCHIO MARIO**

5219 - CONTABILITA' E BILANCIO NELLE AMMINISTRAZIONI PUBBLICHE

**COLLI ANDREA**

5029 - STORIA ECONOMICA DELL'INDUSTRIA

5181 - TECNOLOGIA E SVILUPPO ECONOMICO

**COLOMBO PAOLO ANDREA PIO**

5007 - CONTABILITA' E BILANCIO

5043 - CONTABILITA' E BILANCIO 2

**COMBONI GIOVANNI**

5001 - ECONOMIA AZIENDALE

**COMETA FRANCESCO**

5051 - PROGRAMMAZIONE E CONTROLLO

**CONCA VALTER**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**CONTI CESARE**

5048 - FINANZA AZIENDALE

**CORAZZINI LUCA**

5044 - MACROECONOMIA

**CORBETTA GUIDO**

5309 - MANAGEMENT DELLE AZIENDE DI MODA E DESIGN: EVOLUZIONE STORICA E DINAMICHE COMPETITIVE

5316 - MANAGEMENT OF FASHION AND DESIGN COMPANIES: HISTORICAL PERSPECTIVES AND COMPETITIVE DYNAMICS

5084 - STRATEGIA E POLITICA AZIENDALE

**CORROCHER NICOLETTA**

5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

5181 - TECNOLOGIA E SVILUPPO ECONOMICO

5013 - MICROECONOMIA

**CORTESI ALESSANDRO**

5084 - STRATEGIA E POLITICA AZIENDALE

**COSTELLO DERMOT**

5127 - LINGUA INGLESE

**COTTAFVI MASSIMO ANTONIO MARIA**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**COURIR EDOARDO**

5073 - ANALISI ECONOMICA DEL DIRITTO

**COVINI ANDREA**

5005 - INFORMATICA

5006 - COMPUTER SCIENCE FOR BUSINESS

5132 - COMPUTER SKILLS

**CREPAX NICOLA**

5028 - STORIA ECONOMICA

**CRESPI GIOVANNI**

5015 - MATEMATICA GENERALE

**CRON WILLIAM**

5267 - GESTIONE E ORGANIZZAZIONE DI VENDITA

**CUCURACHI PAOLO ANTONIO**

5160 - PRIVATE BANKING E INVESTITORI ISTITUZIONALI

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**CUOCOLO LORENZO**

5020 - DIRITTO COSTITUZIONALE ITALIANO ED EUROPEO

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

5238 - DIRITTO PUBBLICO COMPARATO

**CUSMANO LUCIA**

5013 - MICROECONOMIA

**D'ADDA ALESSANDRO**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**D'ALESSIO IDA**

5007 - CONTABILITA' E BILANCIO

5043 - CONTABILITA' E BILANCIO 2

**D'AMBROSIO CONCHITA**

5168 - ECONOMIA POLITICA (Poverta', disuguaglianza e distribuzione del reddito)

**D'AMICO MAURO**

5015 - MATEMATICA GENERALE

5045 - MATEMATICA FINANZIARIA

**D'ANGIO' ROBERTO**

5047 - STATISTICA

**DA SILVA NETO HELENA**

5295 - LINGUA PORTOGHESE

**DAGNINO IRENE**

5001 - ECONOMIA AZIENDALE

5207 - BUSINESS PLANNING

**DAL COLLE ALESSANDRA**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**DAL COLLO ANNA**

5129 - LINGUA TEDESCA

**DALLA PELLEGRINA LUCIA**

5044 - MACROECONOMIA

5174 - ISTITUZIONI E REGOLAMENTAZIONE DEI MERCATI FINANZIARI

**DALLOCCIO MAURIZIO**

5048 - FINANZA AZIENDALE

**DE CARLO MANUELA**

5138 - MANAGEMENT DELLE AZIENDE DI TURISMO

**DE CICCIO ROBERTO**

5007 - CONTABILITA' E BILANCIO

**DE GENNARO IVO**

5063 - INTRODUZIONE ALLA FILOSOFIA

**DE LAURENTIS GIACOMO**

5242 - ECONOMIA E GESTIONE DELLA BANCA E DELL'ASSICURAZIONE

5157 - POLITICA DEL CREDITO E GESTIONE DEI RISCHI

**DE LUCA PAOLO**

5007 - CONTABILITA' E BILANCIO

**DE NICOLA ALESSANDRO**

5083 - DIRITTO COMMERCIALE

**DE SANTIS MASSIMO**

5047 - STATISTICA

**DEL BOSCO BARBARA**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

5050 - MARKETING

**DEL CONTE MAURIZIO**

5024 - DIRITTO DEL LAVORO

5076 - ISTITUZIONI DI DIRITTO DEL LAVORO

**DEL CORNO FILIPPO**

5097 - LABORATORIO SETTORIALE

**DEL VECCHIO MARIO**

5223 - METODI DI ANALISI E VALUTAZIONE DEI PROGRAMMI PUBBLICI

**DELFINO LUCIANO MARIA**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**DELMESTRI GIUSEPPE**

5097 - LABORATORIO SETTORIALE

**DESSY ALBERTO**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**DETHERRIDGE ANNA**

5294 - ARTE E CULTURA

**DEVECCHI CLAUDIO**

5215 - L'ANALISI DI BILANCIO; L'INFORMATIVA ESTERNA

**DEVILLANOVA CARLO**

5081 - SCIENZA DELLE FINANZE

**DI MARCO CARLO**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**DI SARLI MARIA**

5083 - DIRITTO COMMERCIALE

**DI VINCENZO DINO**

5007 - CONTABILITA' E BILANCIO

5043 - CONTABILITA' E BILANCIO 2

**DITILLO ANGELO**

5051 - PROGRAMMAZIONE E CONTROLLO

**DOLCINO MATTEO**

5051 - PROGRAMMAZIONE E CONTROLLO

**DONATO LUIGI**

5174 - ISTITUZIONI E REGOLAMENTAZIONE DEI MERCATI FINANZIARI

**DORDI CLAUDIO**

5120 - INTERNATIONAL AND EUROPEAN LAW

5202 - ORGANIZZAZIONE INTERNAZIONALE

5053 - DIRITTO AMMINISTRATIVO E INTERNAZIONALE

5111 - DIRITTO INTERNAZIONALE E COMUNITARIO

**DOSSI ANDREA**

5051 - PROGRAMMAZIONE E CONTROLLO

**DRAGHETTI BERNARDO**

5007 - CONTABILITA' E BILANCIO

**DRAPERI VILMA**

5047 - STATISTICA

**DUBINI PAOLA**

5001 - ECONOMIA AZIENDALE

5097 - LABORATORIO SETTORIALE

5230 - MANAGEMENT DELLE ISTITUZIONI CULTURALI E ARTISTICHE

**DURISIN BORIS**

5141 - THE MANAGEMENT OF COMPETITION AND INNOVATION IN HIGH-TECH SECTORS

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

**ELEFANTI MARCO**

5221 - FORME DI GESTIONE DEI SERVIZI PUBBLICI

**EPIFANI PAOLO**

5072 - ECONOMIA INTERNAZIONALE

5115 - INTERNATIONAL ECONOMICS (Real and monetary)

**EREDE MATTEO**

5083 - DIRITTO COMMERCIALE

**FABBRI NICOLA**

5013 - MICROECONOMIA

5097 - LABORATORIO SETTORIALE

**FABRIZI PIER LUIGI**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

5058 - ECONOMIA DEL MERCATO MOBILIARE

**FALZONI ANNA MARIA**

5167 - ECONOMIA INTERNAZIONALE REALE

**FANTACCI LUCA**

5028 - STORIA ECONOMICA

**FATTORE GIOVANNI**

5225 - MANAGEMENT OF HUMAN CAPITAL SERVICES

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

**FELTRINELLI ELENA**

5047 - STATISTICA

**FERRAGUTO GIUSEPPE**

5044 - MACROECONOMIA

**FERRARI BIONES**

5007 - CONTABILITA' E BILANCIO

5043 - CONTABILITA' E BILANCIO 2

**FERRARI GIUSEPPE FRANCO**

5293 - COMPARATIVE PUBLIC AND EUROPEAN LAW

5026 - INTRODUCTION TO THE LEGAL SYSTEM II

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

5238 - DIRITTO PUBBLICO COMPARATO

5020 - DIRITTO COSTITUZIONALE ITALIANO ED EUROPEO

5196 - DIRITTO DELL'INFORMATICA ED INTERNET

**FILIPPINI CARLO**

5165 - ECONOMIA DELLO SVILUPPO

5013 - MICROECONOMIA

**FINK GUENTHER**

5044 - MACROECONOMIA

**FIorentini GIORGIO**

5220 - ECONOMIA E GESTIONE DELLE AZIENDE NON PROFIT

5095 - ECONOMIA DELLE AZIENDE PUBBLICHE E NON PROFIT

**FIORIO CARLO VITTORIO**

5081 - SCIENZA DELLE FINANZE

**FLORIDIA GIUSEPPE**

5020 - DIRITTO COSTITUZIONALE ITALIANO ED EUROPEO

**FORESTIERI GIANCARLO**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

5154 - CORPORATE BANKING

**FORNARI VALENTINA**

5050 - MARKETING

**FORTE GIANFRANCO**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**FORTINI SANDRA**

5067 - STATISTICA (Indagini campionarie)

5047 - STATISTICA

**FOSTI GIOVANNI**

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

**FRACCHIA FABRIZIO**

5108 - DIRITTO AMMINISTRATIVO

5053 - DIRITTO AMMINISTRATIVO E INTERNAZIONALE

5194 - DIRITTO DELL'AMBIENTE

**FRANCO ALBERTO**

5007 - CONTABILITA' E BILANCIO

5043 - CONTABILITA' E BILANCIO 2

**FRASSA ROMANO**

5294 - ARTE E CULTURA

**FRATTINI GIOVANNI**

5007 - CONTABILITA' E BILANCIO

**FRIGO MANLIO**

5111 - DIRITTO INTERNAZIONALE E COMUNITARIO

**FROSINI JUSTIN ORLANDO**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

5026 - INTRODUCTION TO THE LEGAL SYSTEM II

5293 - COMPARATIVE PUBLIC AND EUROPEAN LAW

**FROVA ALESSANDRO**

5048 - FINANZA AZIENDALE

5122 - CORPORATE FINANCE

5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

**FUMAGALLI CHIARA**

5107 - POLITICA ECONOMICA (Regolamentazione e localizzazione)

5081 - SCIENZA DELLE FINANZE

**FUMAGALLI ANDREA**

5188 - MODELLI ECONOMICI

**FURCHT ANDREA**

5135 - DEMOGRAFIA INTERNAZIONALE

**GALASSO VINCENZO**

5117 - COMPARATIVE POLITICAL ECONOMICS  
5012 - PRINCIPI DI MICROECONOMIA E MACROECONOMIA

**GALBIATI PAOLA**  
5048 - FINANZA AZIENDALE

**GALLI CHIARA**  
5056 - SOCIOLOGIA

**GAMBARDELLA ALFONSO**  
5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**GARAVAGLIA CHRISTIAN**  
5070 - ECONOMIA INDUSTRIALE ED ECONOMIA DELL'IMPRESA

**GARBARINO CARLO**  
5093 - DIRITTO TRIBUTARIO  
5078 - DIRITTO TRIBUTARIO ITALIANO ED EUROPEO

**GARDI FABRIZIO**  
5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**GAREGNANI GIOVANNI MARIA**  
5007 - CONTABILITA' E BILANCIO

**GARZIA CARMINE**  
5084 - STRATEGIA E POLITICA AZIENDALE  
5232 - ORGANIZATIONAL NETWORKS AND ENTERPRENEURSHIP

**GATTI STEFANO**  
5157 - POLITICA DEL CREDITO E GESTIONE DEI RISCHI

**GELLI PIERO**  
5294 - ARTE E CULTURA

**GENNARI GIUSEPPE**  
5021 - ISTITUZIONI DI DIRITTO PRIVATO

**GERANIO MANUELA**  
5156 - MERCATI FINANZIARI INTERNAZIONALI  
5126 - ECONOMIA MONETARIA E DEGLI INTERMEDIARI FINANZIARI (Aspetti internazionali)

**GHEZZI FEDERICO**  
5071 - DIRITTO COMMERCIALE ED INDUSTRIALE  
5199 - DIRITTO INDUSTRIALE (Marchi e brevetti)

**GHIRINGHELLI PAOLO**  
5048 - FINANZA AZIENDALE

**GIANNELLI ANDREA**  
5191 - DIRITTO BANCARIO  
5109 - DIRITTO ED ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**GIAVAZZI FRANCESCO**  
5100 - POLITICA ECONOMICA

**GIBBERT MICHAEL**  
5009 - ECONOMIA E GESTIONE DELLE IMPRESE  
5050 - MARKETING

**GIBELLI MARIA CRISTINA**  
5169 - ECONOMIA URBANA

**GILARDONI ANDREA**  
5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**GILLI MARIO ROBERTO**  
5013 - MICROECONOMIA

**GIOVANNINI RENATO**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**GIUFFRIDA MATTEO**

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

**GIURI PAOLA**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**GNAN LUCA**

5001 - ECONOMIA AZIENDALE

5312 - METODI QUANTITATIVI PER IL MANAGEMENT STRATEGICO D'IMPRESA

**GOLFETTO FRANCESCA**

5148 - LA COMUNICAZIONE DI MARKETING

5153 - TEORIE E TECNICHE DELLA COMUNICAZIONE

5050 - MARKETING

**GORLA GIANLUIGI**

5169 - ECONOMIA URBANA

**GRANDO ALBERTO**

5146 - GESTIONE DELLE OPERATIONS

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

**GRANDORI ANNA**

5232 - ORGANIZATIONAL NETWORKS AND ENTERPRENEURSHIP

**GRAZIANI REBECCA**

5016 - MATEMATICA GENERALE - STATISTICA

**GRAZIANO PAOLO ROBERTO**

5057 - SCIENZA DELLA POLITICA

5087 - RELAZIONI INTERNAZIONALI

5117 - COMPARATIVE POLITICAL ECONOMICS

**GRIGNOLIO GABRIELLA**

5005 - INFORMATICA

**GRONHAUG KJELL**

5147 - INTERNATIONAL MARKETING RESEARCH

**GUALBERTO GIANNI**

5294 - ARTE E CULTURA

**GUARINI ENRICO**

5085 - PROGRAMMAZIONE E CONTROLLO NELLE AMMINISTRAZIONI PUBBLICHE

**GUARNERI ATTILIO**

5193 - DIRITTO PRIVATO COMPARATO

5075 - DIRITTO PRIVATO 2

**GUAZZONI LAURA**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**GUENZI PAOLO**

5267 - GESTIONE E ORGANIZZAZIONE DI VENDITA

5050 - MARKETING

**GUERRAGGIO ANGELO**

5015 - MATEMATICA GENERALE

**GUERZONI GUIDO**

5003 - MANAGEMENT DELLE ISTITUZIONI CULTURALI

5097 - LABORATORIO SETTORIALE

5294 - ARTE E CULTURA

**GULLI' FRANCESCO**

5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

**GULLO ANTONIO**

5074 - DIRITTO PENALE E PROCEDURA PENALE 1

**GURIOLI GABRIELE**

5015 - MATEMATICA GENERALE

5187 - ELEMENTI DI MATEMATICA PER I MERCATI FINANZIARI

**HALLAK ISSAM**

5155 - INTERNATIONAL BANKING

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**HELG RODOLFO**

5086 - ECONOMIA INTERNAZIONALE E REGIONALE

**HOEGER HANS**

5294 - ARTE E CULTURA

**HUSE MORTEN**

5001 - ECONOMIA AZIENDALE

**IANNOTTA GIULIANO ORLANDO**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**ILLARI SILVIA**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**IMPEDOVO MICHELE**

5015 - MATEMATICA GENERALE

5045 - MATEMATICA FINANZIARIA

**IMPERATORI BARBARA**

5046 - ORGANIZZAZIONE AZIENDALE

**IMPICCIATORE ROBERTO**

5047 - STATISTICA

5135 - DEMOGRAFIA INTERNAZIONALE

**INVERNIZZI GIORGIO**

5084 - STRATEGIA E POLITICA AZIENDALE

**IORIO FIORELLI GAETANO**

5197 - DIRITTO DELL'UNIONE EUROPEA

**IOVENITTI PAOLO MAURIZIO**

5252 - FINANZA MOBILIARE

**IOZZI FABRIZIO**

5015 - MATEMATICA GENERALE

**IUDICA GIOVANNI**

5315 - DIRITTO CIVILE (Contrattualistica)

5021 - ISTITUZIONI DI DIRITTO PRIVATO

5022 - DIRITTO PRIVATO 1 E SISTEMI GIURIDICI COMPARATI

5075 - DIRITTO PRIVATO 2

5113 - DIRITTO PRIVATO 3

**JARACH DAVID MARIO DINO**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

5124 - INTERNATIONAL MARKETING

**JESSOULA MATTEO ROBERTO CARLO**

5057 - SCIENZA DELLA POLITICA

**JOMMI CLAUDIO**

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

**KLOBAS JANE**



5305 - APPLIED RESEARCH

**KUMAR VIKAS**

5136 - INTERNATIONAL BUSINESS STRATEGY

5001 - ECONOMIA AZIENDALE

5002 - MANAGEMENT

5292 - BUSINESS STRATEGY

**LA FERRARA ELIANA**

5183 - THE ECONOMICS OF DEVELOPMENT AND TRANSITION

**LAPERTOSA FLAVIO**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**LASSINI UGO**

5139 - STRATEGIE DELLE PICCOLE E MEDIE IMPRESE

**LEGA FEDERICO**

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

5225 - MANAGEMENT OF HUMAN CAPITAL SERVICES

**LENTI RENATA**

5168 - ECONOMIA POLITICA (Poverta', disuguaglianza e distribuzione del reddito)

**LIEBMAN STEFANO**

5076 - ISTITUZIONI DI DIRITTO DEL LAVORO

**LISSONI ANDREA**

5051 - PROGRAMMAZIONE E CONTROLLO

**LISSONI FRANCESCO**

5104 - INNOVATION AND INDUSTRIAL DYNAMICS

**LIVATINO MASSIMO**

5094 - REVISIONE AZIENDALE

5043 - CONTABILITA' E BILANCIO 2

**LOJACONO GABRIELLA**

5001 - ECONOMIA AZIENDALE

5097 - LABORATORIO SETTORIALE

5309 - MANAGEMENT DELLE AZIENDE DI MODA E DESIGN: EVOLUZIONE STORICA E DINAMICHE

COMPETITIVE

5316 - MANAGEMENT OF FASHION AND DESIGN COMPANIES: HISTORICAL PERSPECTIVES AND COMPETITIVE DYNAMICS

**LOMBARDI ROBERTA**

5108 - DIRITTO AMMINISTRATIVO

**LONGINOTTI LODOVICA**

5222 - MANAGEMENT OF INTERNATIONAL AND SUPRANATIONAL ORGANIZATIONS

**LONGO FRANCESCO**

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

**LOSCO VALERIA**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**LUCCHINI GUASTALLA EMANUELE**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

5022 - DIRITTO PRIVATO 1 E SISTEMI GIURIDICI COMPARATI

**LUCIONI CARLO**

5020 - DIRITTO COSTITUZIONALE ITALIANO ED EUROPEO

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**LUISON CARLO**

5258 - BILANCIO, COMUNICAZIONE FINANZIARIA E TEMI PROFESSIONALI

**LUNGHINI GIORGIO**

5188 - MODELLI ECONOMICI

**LUPO JALLA' DANIELE**

5097 - LABORATORIO SETTORIALE

**LUSARDI MASSIMO**

5005 - INFORMATICA

**LUSCIA FAUSTA**

5047 - STATISTICA

5190 - STATISTICA PER I MERCATI FINANZIARI

5185 - ANALISI DEI DATI PER IL MANAGEMENT

**MACCHERONI FABIO ANGELO**

5015 - MATEMATICA GENERALE

**MADINI PAOLA**

5051 - PROGRAMMAZIONE E CONTROLLO

**MADONNA MARGHERITA**

5015 - MATEMATICA GENERALE

**MAFFEZZOLI MARCO**

5013 - MICROECONOMIA

**MAGGI DAVIDE**

5001 - ECONOMIA AZIENDALE

5085 - PROGRAMMAZIONE E CONTROLLO NELLE AMMINISTRAZIONI PUBBLICHE

**MAGNANI PAOLA**

5096 - DIRITTO DEI BENI IMMATERIALI

5199 - DIRITTO INDUSTRIALE (Marchi e brevetti)

**MALBERTI CORRADO**

5083 - DIRITTO COMMERCIALE

**MAMMOLA CARLO GIOVANNI**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

**MANCINI CHIARA**

5007 - CONTABILITA' E BILANCIO

**MANCUSI MARIA LUISA**

5172 - INDUSTRIAL ORGANISATION

5013 - MICROECONOMIA

5101 - ECONOMETRIA

**MANDERIEUX LAURENT**

5071 - DIRITTO COMMERCIALE ED INDUSTRIALE

**MANFREDI VALERIO MASSIMO**

5294 - ARTE E CULTURA

**MARABELLO CARMELO**

5294 - ARTE E CULTURA

**MARAFIOTI ELISABETTA**

5001 - ECONOMIA AZIENDALE

5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

**MARCELLINO MASSIMILIANO**

5101 - ECONOMETRIA

5089 - ECONOMIA APPLICATA

**MARCHETTI PIERGAETANO**

5083 - DIRITTO COMMERCIALE

**MARELLI MARIO**

5001 - ECONOMIA AZIENDALE

**MARIANI MYRIAM**

5013 - MICROECONOMIA

**MAROGNA EUGENIO**

5082 - SISTEMI INFORMATIVI AZIENDALI

**MARRA ANTONIO**

5007 - CONTABILITA' E BILANCIO

5043 - CONTABILITA' E BILANCIO 2

5094 - REVISIONE AZIENDALE

**MARTELOSIO DANIELA**

5007 - CONTABILITA' E BILANCIO

**MASCIANDARO DONATO**

5174 - ISTITUZIONI E REGOLAMENTAZIONE DEI MERCATI FINANZIARI

**MASPERO DAVIDE**

5158 - PORTFOLIO E RISK MANAGEMENT NEI MERCATI INTERNAZIONALI

**MASSARI MARIO**

5048 - FINANZA AZIENDALE

**MASSETTO GIAN PAOLO**

5027 - STORIA DEL DIRITTO ITALIANO

**MATTALIA CLAUDIO**

5045 - MATEMATICA FINANZIARIA

**MAURI CHIARA**

5268 - FONDAMENTI DI PRODUCT MANAGEMENT

**MAZZA MAURO**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**MAZZOLA PIETRO**

5007 - CONTABILITA' E BILANCIO

5084 - STRATEGIA E POLITICA AZIENDALE

5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

**MAZZONI STEFANO**

5047 - STATISTICA

**MELE VALENTINA**

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

**MELILLI EUGENIO**

5016 - MATEMATICA GENERALE - STATISTICA

5047 - STATISTICA

**MELONI GIANLUCA**

5217 - REPORTING DIREZIONALE E VALUTAZIONE DELLA PERFORMANCE

**MEREGALLI SEVERINO**

5082 - SISTEMI INFORMATIVI AZIENDALI

**MERLO ANNA MARIA**

5003 - MANAGEMENT DELLE ISTITUZIONI CULTURALI

5095 - ECONOMIA DELLE AZIENDE PUBBLICHE E NON PROFIT

5097 - LABORATORIO SETTORIALE

5230 - MANAGEMENT DELLE ISTITUZIONI CULTURALI E ARTISTICHE

**MERLO ELISABETTA**

5311 - STORIA DELL'INDUSTRIA DELLA MODA

5028 - STORIA ECONOMICA

5309 - MANAGEMENT DELLE AZIENDE DI MODA E DESIGN: EVOLUZIONE STORICA E DINAMICHE COMPETITIVE

5316 - MANAGEMENT OF FASHION AND DESIGN COMPANIES: HISTORICAL PERSPECTIVES AND COMPETITIVE DYNAMICS

**MERLOTTI EMILIA**

5007 - CONTABILITA' E BILANCIO

**MESSNER MATTHIAS**

5014 - MICROECONOMICS

**METCALFE JOSEPH LESLIE**

5222 - MANAGEMENT OF INTERNATIONAL AND SUPRANATIONAL ORGANIZATIONS

**MEZZETTI MAURA**

5019 - DATA ANALYSIS

**MICALIZZI ALBERTO**

5122 - CORPORATE FINANCE

**MICHELETTO LUCA**

5081 - SCIENZA DELLE FINANZE

**MIEDICO MELISSA**

5074 - DIRITTO PENALE E PROCEDURA PENALE 1

5200 - DIRITTO PENALE COMMERCIALE

**MIGLIAVACCA PAOLO OTTONE**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**MIGLIETTA FEDERICA**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

5156 - MERCATI FINANZIARI INTERNAZIONALI

**MILANESE PAOLA MARIA**

5050 - MARKETING

5153 - TEORIE E TECNICHE DELLA COMUNICAZIONE

5266 - MARKETING PMI

5268 - FONDAMENTI DI PRODUCT MANAGEMENT

**MINICHILLI ALESSANDRO**

5001 - ECONOMIA AZIENDALE

**MINOJA MARIO**

5139 - STRATEGIE DELLE PICCOLE E MEDIE IMPRESE

5001 - ECONOMIA AZIENDALE

**MIROGLIO FRANCO FLAVIO**

5255 - ANALISI ECONOMICHE PER LE DECISIONI AZIENDALI

5051 - PROGRAMMAZIONE E CONTROLLO

5257 - INTERNAL AUDITING E ANALISI DEI PROCESSI AZIENDALI

**MISANI NICOLA**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**MISEROCCHI LUIGI**

5083 - DIRITTO COMMERCIALE

**MODESTI PAOLA**

5045 - MATEMATICA FINANZIARIA

**MOLTENI LUCA**

5185 - ANALISI DEI DATI PER IL MANAGEMENT

5047 - STATISTICA

**MOMENTE' FRANCESCO**

5252 - FINANZA MOBILIARE

5048 - FINANZA AZIENDALE

**MONACELLI TOMMASO**

5059 - ECONOMIA MONETARIA

**MONARCA DANIELE**

5007 - CONTABILITA' E BILANCIO

**MONATERI PIERGIUSEPPE**

5075 - DIRITTO PRIVATO 2

**MONTAGNANI MARIA**

5071 - DIRITTO COMMERCIALE ED INDUSTRIALE

5096 - DIRITTO DEI BENI IMMATERIALI

5199 - DIRITTO INDUSTRIALE (Marchi e brevetti)

**MONTANARI STEFANO**

5001 - ECONOMIA AZIENDALE

**MONTANARI FABRIZIO**

5003 - MANAGEMENT DELLE ISTITUZIONI CULTURALI

5097 - LABORATORIO SETTORIALE

**MONTANARI LAURA**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**MONTEFUSCO ANDREA**

5235 - NETWORKING MANAGEMENT

**MONTEMERLO DANIELA**

5001 - ECONOMIA AZIENDALE

**MONTESANO ALDO**

5069 - ANALISI ECONOMICA

**MONTI GIANPAOLO**

5015 - MATEMATICA GENERALE

**MONTI ALBERTO**

5073 - ANALISI ECONOMICA DEL DIRITTO

5025 - INTRODUCTION TO THE LEGAL SYSTEM I

5075 - DIRITTO PRIVATO 2

**MONTOBBIO FABIO**

5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

**MORA ANDREA**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**MORABITO VINCENZO**

5313 - MANAGEMENT DELLE INFORMAZIONI AZIENDALI (Information management)

5092 - ORGANIZZAZIONE E SISTEMI INFORMATIVI AZIENDALI

5082 - SISTEMI INFORMATIVI AZIENDALI

**MORANDOTTI ALESSANDRO**

5294 - ARTE E CULTURA

**MORETTO ENRICO**

5045 - MATEMATICA FINANZIARIA

**MORI ANTONELLA**

5044 - MACROECONOMIA

**MORLOTTI BONETTI LAURA**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

5315 - DIRITTO CIVILE (Contrattualistica)

**MOROSETTI PAOLO**

5001 - ECONOMIA AZIENDALE

**MOSCATI IVAN**

5013 - MICROECONOMIA

**MOSCONI MARCO**

5007 - CONTABILITA' E BILANCIO  
5043 - CONTABILITA' E BILANCIO 2

**MOTTURA PAOLO**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI  
5109 - DIRITTO ED ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**MUCCIARELLI FRANCESCO**

5074 - DIRITTO PENALE E PROCEDURA PENALE 1

**MUDAMBI RAM**

5136 - INTERNATIONAL BUSINESS STRATEGY

**MUSSELLI LUCIANO**

5198 - DIRITTO ECCLESIASTICO

**NARCISO GAIA**

5044 - MACROECONOMIA

**NAVA MARIO**

5081 - SCIENZA DELLE FINANZE

**NAVONE MARCO**

5243 - FINANCIAL MARKETS AND INSTITUTIONS  
5058 - ECONOMIA DEL MERCATO MOBILIARE  
5158 - PORTFOLIO E RISK MANAGEMENT NEI MERCATI INTERNAZIONALI

**NEGRO GIACOMO**

5097 - LABORATORIO SETTORIALE

**NIKITIN YAKOV**

5047 - STATISTICA

**NOCERA GIACOMO**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**NOTARPIETRO ALESSANDRO**

5059 - ECONOMIA MONETARIA

**NOVA ALESSANDRO**

5048 - FINANZA AZIENDALE

**O'NEILL HUGH**

5292 - BUSINESS STRATEGY

**OCCHIENA MASSIMO**

5053 - DIRITTO AMMINISTRATIVO E INTERNAZIONALE  
5108 - DIRITTO AMMINISTRATIVO  
5194 - DIRITTO DELL'AMBIENTE

**OMARINI ANNA**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**ONADO MARCO**

5109 - DIRITTO ED ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**ONGARO EDOARDO**

5222 - MANAGEMENT OF INTERNATIONAL AND SUPRANATIONAL ORGANIZATIONS

**ONIDA FABRIZIO**

5166 - ECONOMIA E POLITICA DELLE IMPRESE MULTINAZIONALI  
5072 - ECONOMIA INTERNAZIONALE  
5167 - ECONOMIA INTERNAZIONALE REALE

**ORDANINI ANDREA**

5010 - TECNOLOGIE PER LA CULTURA E LA COMUNICAZIONE  
5097 - LABORATORIO SETTORIALE  
5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

5106 - GESTIONE DELL'INNOVAZIONE  
5143 - E-BUSINESS AND THE GLOBAL MARKET  
5230 - MANAGEMENT DELLE ISTITUZIONI CULTURALI E ARTISTICHE

**ORRU' ROMANO**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**ORSENIGO LUIGI**

5164 - ECONOMICS OF THE FIRM

**ORTU FULVIO**

5118 - FINANCIAL MATHEMATICS

**OSIMO GUIDO**

5015 - MATEMATICA GENERALE  
5045 - MATEMATICA FINANZIARIA

**OTTAVIANO GIANMARCO**

5166 - ECONOMIA E POLITICA DELLE IMPRESE MULTINAZIONALI

**PACE STEFANO**

5050 - MARKETING

**PACI SERGIO**

5314 - ECONOMIA E GESTIONE DEI FONDI PENSIONE  
5242 - ECONOMIA E GESTIONE DELLA BANCA E DELL'ASSICURAZIONE

**PADULA GIOVANNA**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**PAESANO V.**

5097 - LABORATORIO SETTORIALE

**PAGANI MARGHERITA**

5010 - TECNOLOGIE PER LA CULTURA E LA COMUNICAZIONE  
5097 - LABORATORIO SETTORIALE  
5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

**PAGANI PAOLA**

5016 - MATEMATICA GENERALE - STATISTICA  
5047 - STATISTICA  
5067 - STATISTICA (Indagini campionarie)

**PAGANI LAURA**

5081 - SCIENZA DELLE FINANZE

**PALAZZI RENATO**

5294 - ARTE E CULTURA

**PANUNZI FAUSTO**

5013 - MICROECONOMIA

**PARODI GIAMPAOLO**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**PAROLINI CINZIA**

5207 - BUSINESS PLANNING

**PASINI PAOLO**

5082 - SISTEMI INFORMATIVI AZIENDALI

**PASQUALE ALBERTO**

5097 - LABORATORIO SETTORIALE

**PASSARELLI FRANCESCO**

5044 - MACROECONOMIA  
5176 - POLITICA ECONOMICA EUROPEA

**PAVESI FILIPPO**

5044 - MACROECONOMIA

**PECCATI LORENZO**

5312 - METODI QUANTITATIVI PER IL MANAGEMENT STRATEGICO D'IMPRESA

5045 - MATEMATICA FINANZIARIA

5018 - MATHEMATICS AND MODELLING

5017 - METODI QUANTITATIVI

**PECCHIARI NICOLA**

5257 - INTERNAL AUDITING E ANALISI DEI PROCESSI AZIENDALI

5007 - CONTABILITA' E BILANCIO

**PEDILARCO EMANUELE**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**PENNAROLA FERDINANDO**

5310 - INTRODUCTION TO MANAGEMENT CONSULTING

5082 - SISTEMI INFORMATIVI AZIENDALI

**PEREGO ANGELA**

5082 - SISTEMI INFORMATIVI AZIENDALI

**PERGAMI FEDERICO**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**PEROTTA RICCARDO**

5043 - CONTABILITA' E BILANCIO 2

**PEROTTI DANIELE**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**PEROTTI ROBERTO**

5044 - MACROECONOMIA

**PERRETTI FABRIZIO**

5097 - LABORATORIO SETTORIALE

5140 - STRATEGIA DI INTERNAZIONALIZZAZIONE

**PERRINI FRANCESCO**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**PERRONE VINCENZO**

5046 - ORGANIZZAZIONE AZIENDALE

**PETRAROIA PIETRO**

5097 - LABORATORIO SETTORIALE

**PETRONE SONIA**

5047 - STATISTICA

**PETTINATO OMBRETTA**

5213 - INTRODUZIONE ALLA FINANZA AZIENDALE INTERNAZIONALE

**PEZZANI FABRIZIO**

5085 - PROGRAMMAZIONE E CONTROLLO NELLE AMMINISTRAZIONI PUBBLICHE

5001 - ECONOMIA AZIENDALE

**PEZZINI BARBARA**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**PIACENTINI VALERIO**

5083 - DIRITTO COMMERCIALE

**PICCARRETA RAFFAELLA**

5047 - STATISTICA

**PICCIAU ALBERTO**

5083 - DIRITTO COMMERCIALE



**PILUSO GIANDOMENICO**  
5028 - STORIA ECONOMICA

**PINARDI CARLO MARIA**  
5213 - INTRODUZIONE ALLA FINANZA AZIENDALE INTERNAZIONALE

**PINI MAURIZIO MARIA**  
5251 - CONTABILITA' E PRINCIPI INTERNAZIONALI  
5007 - CONTABILITA' E BILANCIO  
5043 - CONTABILITA' E BILANCIO 2

**PINOTTI GIORGIO**  
5097 - LABORATORIO SETTORIALE

**PIO ALESSANDRO**  
5165 - ECONOMIA DELLO SVILUPPO

**PISTONI ANNA ISIDE**  
5051 - PROGRAMMAZIONE E CONTROLLO

**PIVATO SERGIO**  
5009 - ECONOMIA E GESTIONE DELLE IMPRESE  
5145 - GESTIONE DELL'AMBIENTE E DELLA SICUREZZA AZIENDALE

**PODESTA' GIAN LUCA**  
5028 - STORIA ECONOMICA

**PODESTA' STEFANO**  
5009 - ECONOMIA E GESTIONE DELLE IMPRESE  
5050 - MARKETING

**POGLIANI GIUSEPPE**  
5007 - CONTABILITA' E BILANCIO  
5043 - CONTABILITA' E BILANCIO 2

**POGUTZ STEFANO**  
5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA  
5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**POLESE FRANCESCA**  
5171 - FOUNDATIONS OF THE EUROPEAN ECONOMY  
5311 - STORIA DELL'INDUSTRIA DELLA MODA

**POLI MAURIZIO**  
5017 - METODI QUANTITATIVI  
5019 - DATA ANALYSIS

**POLO MICHELE**  
5013 - MICROECONOMIA

**PONGRATZ CHRISTIAN**  
5025 - INTRODUCTION TO THE LEGAL SYSTEM I

**PORTA ANGELO**  
5059 - ECONOMIA MONETARIA  
5044 - MACROECONOMIA

**POZZA LORENZO**  
5007 - CONTABILITA' E BILANCIO

**PRANDELLI EMANUELA**  
5143 - E-BUSINESS AND THE GLOBAL MARKET  
5010 - TECNOLOGIE PER LA CULTURA E LA COMUNICAZIONE  
5144 - E-BUSINESS E GESTIONE DELL'INNOVAZIONE

**PREMAZZI KATIA**  
5151 - RETAILING

**PRENCIPE ANNALISA**

5256 - ACCOUNTING NEI SETTORI

**PREVITALI PIETRO**

5082 - SISTEMI INFORMATIVI AZIENDALI

**PROFETA PAOLA**

5012 - PRINCIPI DI MICROECONOMIA E MACROECONOMIA

5081 - SCIENZA DELLE FINANZE

**PROSERPIO LUIGI**

5227 - I SISTEMI INFORMATIVI NELL'ECONOMIA DIGITALE

5082 - SISTEMI INFORMATIVI AZIENDALI

**PURICELLI MARINA**

5046 - ORGANIZZAZIONE AZIENDALE

5066 - COMPORTAMENTO ORGANIZZATIVO

5092 - ORGANIZZAZIONE E SISTEMI INFORMATIVI AZIENDALI

**PUSTERLA FAZIA**

5044 - MACROECONOMIA

**RAMELLA LUCA AMEDEO**

5048 - FINANZA AZIENDALE

**RANDAZZO SALVATORE**

5007 - CONTABILITA' E BILANCIO

**RASO MARIA CONCETTA**

5005 - INFORMATICA

**RAVASI DAVIDE**

5001 - ECONOMIA AZIENDALE

5002 - MANAGEMENT

**RENZI STEFANO**

5016 - MATEMATICA GENERALE - STATISTICA

**RESMINI LAURA SANTA**

5044 - MACROECONOMIA

**RIELA STEFANO**

5044 - MACROECONOMIA

**RIGGI MASSIMILIANO**

5086 - ECONOMIA INTERNAZIONALE E REGIONALE

**RIGOTTI MARCO**

5083 - DIRITTO COMMERCIALE

**RIMINI CARLO**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**RINDI BARBARA**

5175 - MICROSTRUTTURA DEI MERCATI DEI CAPITALI

5126 - ECONOMIA MONETARIA E DEGLI INTERMEDIARI FINANZIARI (Aspetti internazionali)

**RIVA PATRIZIA**

5007 - CONTABILITA' E BILANCIO

**ROBERTSON PAUL**

5141 - THE MANAGEMENT OF COMPETITION AND INNOVATION IN HIGH-TECH SECTORS

**ROCCA MATTEO**

5015 - MATEMATICA GENERALE

**ROCCIOLETTI GIUSEPPE**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**ROGERS CATHERINE**

5119 - COMPARATIVE BUSINESS LAW

**ROMANI MARINA**

5028 - STORIA ECONOMICA

**ROMANI ACHILLE MARZIO**

5028 - STORIA ECONOMICA

5102 - STORIA ECONOMICA E SOCIALE

5274 - METODOLOGIA DELLA RICERCA STORICA

5294 - ARTE E CULTURA

**RONCHI ROCCO**

5294 - ARTE E CULTURA

**ROVELLI PAOLO**

5005 - INFORMATICA

5006 - COMPUTER SCIENCE FOR BUSINESS

**ROVENTI SANDRO**

5056 - SOCIOLOGIA

**ROVETTA BARBARA**

5048 - FINANZA AZIENDALE

**ROZZO EDWARD**

5294 - ARTE E CULTURA

**RUBINI LUCA**

5096 - DIRITTO DEI BENI IMMATERIALI

**RUGGI D'ARAGONA FABIO**

5007 - CONTABILITA' E BILANCIO

5043 - CONTABILITA' E BILANCIO 2

**RUSSO ANGELOANTONIO**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

**RUSSO PAOLO**

5084 - STRATEGIA E POLITICA AZIENDALE

**RUTA CATALDO**

5046 - ORGANIZZAZIONE AZIENDALE

**SAA' MARZIO**

5007 - CONTABILITA' E BILANCIO

**SACCO GIOVANNI**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**SACCO PAOLA**

5215 - L'ANALISI DI BILANCIO; L'INFORMATIVA ESTERNA

**SACCO FRANCESCO**

5310 - INTRODUCTION TO MANAGEMENT CONSULTING

**SACERDOTI GIORGIO**

5111 - DIRITTO INTERNAZIONALE E COMUNITARIO

**SAINAGHI RUGGERO**

5138 - MANAGEMENT DELLE AZIENDE DI TURISMO

**SAITA FRANCESCO**

5058 - ECONOMIA DEL MERCATO MOBILIARE

**SALA FRANCESCA**

5081 - SCIENZA DELLE FINANZE

**SALARDI PAOLA**

5044 - MACROECONOMIA

**SALOMONI ALESSANDRA**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**SALVATORI STEFANO**

5048 - FINANZA AZIENDALE

**SALVEMINI SEVERINO**

5230 - MANAGEMENT DELLE ISTITUZIONI CULTURALI E ARTISTICHE

5066 - COMPORTAMENTO ORGANIZZATIVO

5003 - MANAGEMENT DELLE ISTITUZIONI CULTURALI

5097 - LABORATORIO SETTORIALE

5310 - INTRODUCTION TO MANAGEMENT CONSULTING

**SALVI ANTONIO**

5048 - FINANZA AZIENDALE

**SAN PIETRO BIANCA MARIA**

5128 - LINGUA FRANCESE

**SASSI SILVIA**

5023 - ISTITUZIONI DI DIRITTO PUBBLICO

**SAVAZZI CARLO**

5221 - FORME DI GESTIONE DEI SERVIZI PUBBLICI

**SAVILO STEFANIA**

5309 - MANAGEMENT DELLE AZIENDE DI MODA E DESIGN: EVOLUZIONE STORICA E DINAMICHE COMPETITIVE

5316 - MANAGEMENT OF FASHION AND DESIGN COMPANIES: HISTORICAL PERSPECTIVES AND COMPETITIVE DYNAMICS

**SCARSO ALESSANDRO PIETRO**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**SCHIAVO CAMPO PIERO**

5005 - INFORMATICA

5006 - COMPUTER SCIENCE FOR BUSINESS

5132 - COMPUTER SKILLS

**SCHIAVONE GIOVANNI**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**SCIUME' ALBERTO**

5027 - STORIA DEL DIRITTO ITALIANO

**SCRICCILO CATIA**

5047 - STATISTICA

**SECCHI ERSILIO**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**SECCHI RAFFAELE**

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

**SECCHI CARLO**

5121 - EUROPEAN ECONOMIC POLICY

5176 - POLITICA ECONOMICA EUROPEA

**SEDDIO PASQUALE**

5095 - ECONOMIA DELLE AZIENDE PUBBLICHE E NON PROFIT

**SEMPRINI MASSIMILIANO**

5007 - CONTABILITA' E BILANCIO

**SENN LANFRANCO**

5086 - ECONOMIA INTERNAZIONALE E REGIONALE

5169 - ECONOMIA URBANA

**SERVA PAOLO**

5007 - CONTABILITA' E BILANCIO  
5043 - CONTABILITA' E BILANCIO 2

**SESTA MICHELE**

5021 - ISTITUZIONI DI DIRITTO PRIVATO

**SEVERI BRUNI DANIELE**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE  
5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

**SFAMENI PAOLO**

5083 - DIRITTO COMMERCIALE  
5109 - DIRITTO ED ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**SHAINESH G.**

5050 - MARKETING

**SHORRIS ANTHONY**

5224 - PUBLIC MANAGEMENT AND THE BUSINESS ENVIRONMENT

**SIDERI SANDRO**

5121 - EUROPEAN ECONOMIC POLICY  
5176 - POLITICA ECONOMICA EUROPEA

**SIRI MICHELE**

5195 - DIRITTO DELLE ASSICURAZIONI

**SIRONI ANDREA**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**SODA GIUSEPPE**

5231 - PROGETTAZIONE DELLE STRUTTURE ORGANIZZATIVE  
5046 - ORGANIZZAZIONE AZIENDALE

**SODERSTROM ULF CHRISTIAN**

5114 - MACROECONOMICS

**SOMAJNI CHIARA**

5294 - ARTE E CULTURA

**SONGINI LUCREZIA**

5051 - PROGRAMMAZIONE E CONTROLLO

**SOSCIA ISABELLA**

5147 - INTERNATIONAL MARKETING RESEARCH

**SPOTORNO LUCIA**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**SQUELLATI ANNA MARIA**

5015 - MATEMATICA GENERALE

**STABILINI GIUSEPPE**

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA  
5098 - PROGETTAZIONE

**STAMERRA GIANFRANCO**

5051 - PROGRAMMAZIONE E CONTROLLO  
5098 - PROGETTAZIONE

**STECCOLINI ILEANA**

5007 - CONTABILITA' E BILANCIO  
5219 - CONTABILITA' E BILANCIO NELLE AMMINISTRAZIONI PUBBLICHE

**STELLA GIOVANNI**

5022 - DIRITTO PRIVATO 1 E SISTEMI GIURIDICI COMPARATI

**STRAMPELLI GIOVANNI**

5083 - DIRITTO COMMERCIALE

**TABELLINI GUIDO**

5100 - POLITICA ECONOMICA

**TACCHINO CLAUDIA**

5097 - LABORATORIO SETTORIALE

**TAMAROWSKI CLAUDIA**

5212 - INTERNATIONAL PROJECT FINANCE

**TARANTOLA CLAUDIA**

5047 - STATISTICA

**TAVA LUIGI**

5017 - METODI QUANTITATIVI

**TEDESCHI PAOLO**

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

**TENCATI ANTONIO**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

5145 - GESTIONE DELL'AMBIENTE E DELLA SICUREZZA AZIENDALE

**TESTA SALVATORE**

5097 - LABORATORIO SETTORIALE

**TETI EMANUELE**

5048 - FINANZA AZIENDALE

**TETTAMANZI PATRIZIA**

5043 - CONTABILITA' E BILANCIO 2

5256 - ACCOUNTING NEI SETTORI

**TODOROVA GERGANNA**

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

5141 - THE MANAGEMENT OF COMPETITION AND INNOVATION IN HIGH-TECH SECTORS

**TOMASI GIOVANNI PAOLO**

5098 - PROGETTAZIONE

5097 - LABORATORIO SETTORIALE

**TORRISI GIOVANNI**

5005 - INFORMATICA

**TRAVELLA DANIELA**

5007 - CONTABILITA' E BILANCIO

5043 - CONTABILITA' E BILANCIO 2

**TRIGARI ANTONELLA**

5273 - PERSONNEL ECONOMICS AND ORGANISATIONAL BEHAVIOUR

5044 - MACROECONOMIA

**TRIPODI CARMINE**

5084 - STRATEGIA E POLITICA AZIENDALE

**TRIPOLI SIMONA**

5005 - INFORMATICA

5132 - COMPUTER SKILLS

**TROILO GABRIELE**

5050 - MARKETING

**TUDINI EDMONDO**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**TURRA ELISA**

5239 - LINGUA ITALIANA

**TURRINI ALEX**

5095 - ECONOMIA DELLE AZIENDE PUBBLICHE E NON PROFIT  
5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

**TUZET GIOVANNI**

5110 - FILOSOFIA DEL DIRITTO

**USAI ALESSANDRO**

5097 - LABORATORIO SETTORIALE

**USLENGHI ANNA**

5050 - MARKETING  
5097 - LABORATORIO SETTORIALE  
5148 - LA COMUNICAZIONE DI MARKETING

**VALAPERTA EMANUELA**

5015 - MATEMATICA GENERALE

**VALDANI ENRICO**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE  
5124 - INTERNATIONAL MARKETING  
5147 - INTERNATIONAL MARKETING RESEARCH

**VALOTTI GIOVANNI**

5055 - ORGANIZZAZIONE DEL LAVORO NELLE AMMINISTRAZIONI PUBBLICHE

**VARACCA CAPELLO PAOLA ANNA**

5001 - ECONOMIA AZIENDALE  
5309 - MANAGEMENT DELLE AZIENDE DI MODA E DESIGN: EVOLUZIONE STORICA E DINAMICHE COMPETITIVE  
5316 - MANAGEMENT OF FASHION AND DESIGN COMPANIES: HISTORICAL PERSPECTIVES AND COMPETITIVE DYNAMICS

**VASCONCELOS HELDER**

5013 - MICROECONOMIA  
5172 - INDUSTRIAL ORGANISATION

**VEDASCHI ARIANNA**

5020 - DIRITTO COSTITUZIONALE ITALIANO ED EUROPEO

**VENDRAMINI EMANUELE ANTONIO**

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

**VENTO M.**

5097 - LABORATORIO SETTORIALE

**VENTORUZZO MARCO**

5088 - DIRITTO COMMERCIALE E FINANZIARIO  
5083 - DIRITTO COMMERCIALE

**VENTURINI GIORGIO**

5007 - CONTABILITA' E BILANCIO  
5043 - CONTABILITA' E BILANCIO 2

**VENTURINI SERGIO**

5047 - STATISTICA

**VERONA GIANMARIO**

5144 - E-BUSINESS E GESTIONE DELL'INNOVAZIONE  
5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

**VERONESE PIERO**

5047 - STATISTICA

**VERONESI VITTORIA**

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

**VERSETTI PIETRO**

5215 - L'ANALISI DI BILANCIO; L'INFORMATIVA ESTERNA

**VETTESE ANGELA GIOVANNA**

5294 - ARTE E CULTURA

**VICARI SALVATORE**

5009 - ECONOMIA E GESTIONE DELLE IMPRESE

5106 - GESTIONE DELL'INNOVAZIONE

5049 - GESTIONE DELL'INNOVAZIONE E DELLA TECNOLOGIA

**VIGANO' ALFREDO**

5258 - BILANCIO, COMUNICAZIONE FINANZIARIA E TEMI PROFESSIONALI

5008 - ACCOUNTING AND FINANCIAL STATEMENT ANALYSIS

5007 - CONTABILITA' E BILANCIO

5043 - CONTABILITA' E BILANCIO 2

5251 - CONTABILITA' E PRINCIPI INTERNAZIONALI

**VILLAFRANCA ANTONINO**

5087 - RELAZIONI INTERNAZIONALI

**VISCONTI FEDERICO**

5084 - STRATEGIA E POLITICA AZIENDALE

**WEBER MARIA**

5087 - RELAZIONI INTERNAZIONALI

5004 - ECONOMIA DELLE AZIENDE E DELLE AMMINISTRAZIONI PUBBLICHE

**XANTHOUDAKI MARIA**

5097 - LABORATORIO SETTORIALE

**ZACCARIA GINO SECONDO**

5063 - INTRODUZIONE ALLA FILOSOFIA

5294 - ARTE E CULTURA

**ZAGHI KARIN MARIA LAURA**

5097 - LABORATORIO SETTORIALE

5267 - GESTIONE E ORGANIZZAZIONE DI VENDITA

**ZALLONE RAFFAELE**

5196 - DIRITTO DELL'INFORMATICA ED INTERNET

**ZAMAGNI STEFANO**

5180 - STORIA DEL PENSIERO ECONOMICO

**ZANARDI ALBERTO**

5081 - SCIENZA DELLE FINANZE

**ZANETTI LAURA**

5214 - LA VALUTAZIONE DELLE AZIENDE

**ZANOTTI GIOVANNA**

5161 - STRUMENTI DERIVATI E TECNICHE DI COPERTURA

5058 - ECONOMIA DEL MERCATO MOBILIARE

**ZARA CLAUDIO**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

**ZAVELANI ROSSI MARIA B.**

5015 - MATEMATICA GENERALE

**ZERBINI FABRIZIO**

5050 - MARKETING

5105 - LABORATORIO SUI SETTORI INNOVATIVI E NUOVE TECNOLOGIE

**ZIEGLER ANDREAS**

5120 - INTERNATIONAL AND EUROPEAN LAW

**ZOCHE FRANCA**



**ZONA FABIO**

5001 - ECONOMIA AZIENDALE

**ZORZOLI STEFANO**

5011 - ECONOMIA DEI MERCATI E DEGLI INTERMEDIARI FINANZIARI

5061 - DIRITTO DELLE PROCEDURE CONCURSUALI

5077 - DIRITTO PROCESSUALE CIVILE E FALLIMENTARE