

Guides to the University

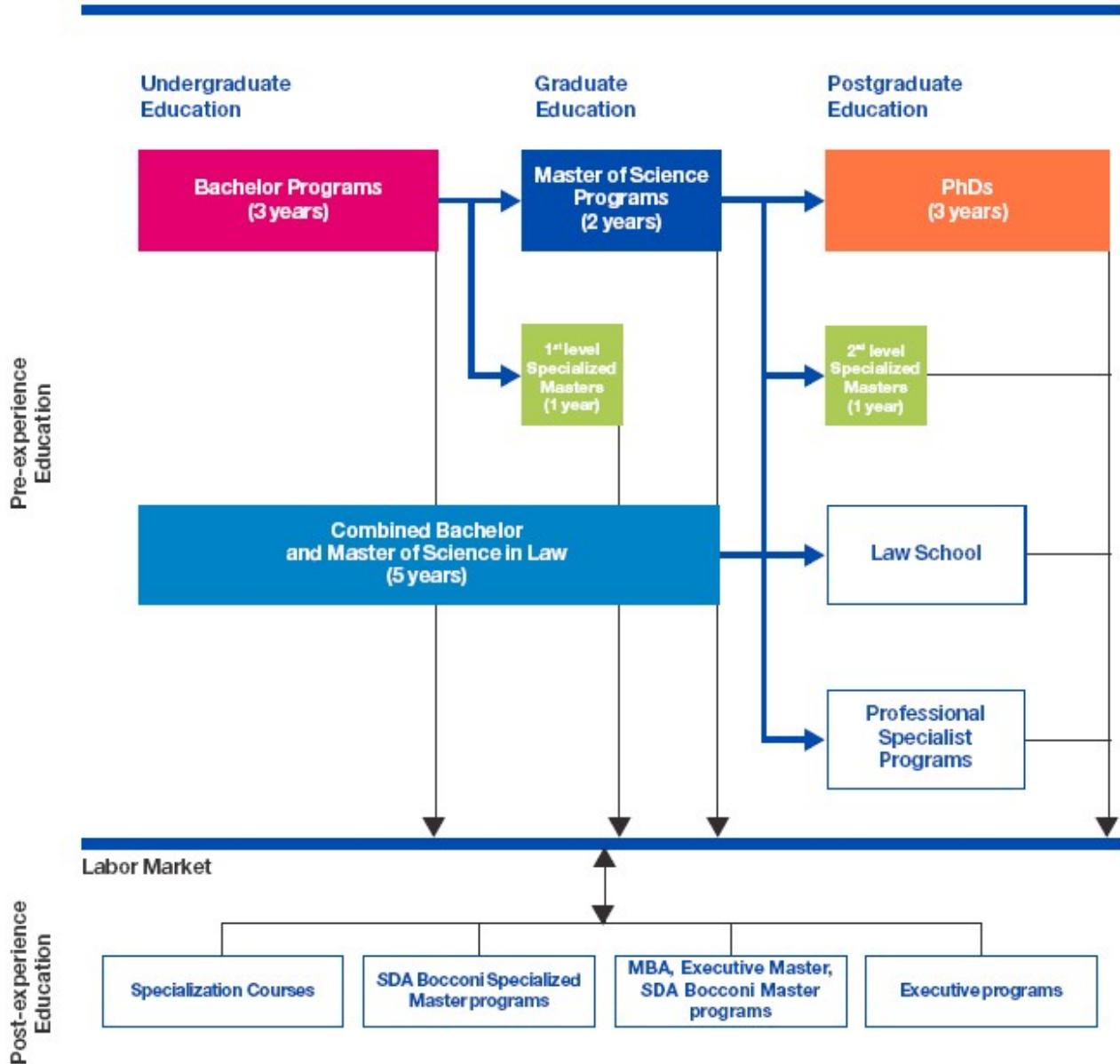
2007-2008 a.y.

Masters of Science

0.

MAP OF THE STUDY PATHS

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1. STUDENT RESOURCES

1.1. International Site

The Bocconi international site contains information to help students become familiar with the University and learn how to utilize the numerous online services available.

In addition to the services that can be accessed via Virtual Punto Blu and the [yoU@B](#) student diary described in this chapter, the site includes:

- the [Teaching section](#) that provides updated information on academic calendars, degree programs, courses, Course Directors and office hours;
- the "[Didattica Online](#)" section, from which students can access multimedia learning support materials which are available for some courses;
- the [Institutes' online bulletin boards](#) that contain the latest information and updates posted by the Institutes;
- the [Online bulletin board](#) for Teaching Services and Organization;
- the "[How to](#)" section that contains brief guides designed for getting to know the University;
- the "[Services](#)" section, to check the services and resources available to students throughout their university careers and to find contacts for any help needed.

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1.2. The student kit

The student kit is made up of:

- the unofficial academic transcript;
- Bocconi photo ID card;
- password

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1.2.1. Student unofficial academic transcript

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

The updated transcript - with dates and marks of exams passed - can be printed at anytime from Punto Blu terminals by selecting the UA option as explained in the "Punto Blu, Virtual Punto Blu and Internet points" section in this chapter.

The unofficial academic transcript can be used as a memo but not as a certification. On this transcript teachers may write the marks and dates of exams passed.

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1.2.2. Personalized Bocconi ID card

The personalized Bocconi photo ID card is an essential non-transferable personal document used:

- as proof of identity in the University;
- to sit exams;
- to use IT rooms;
- to use Punto Blu terminals located in the University; see specific sections of this chapter;
- to use the cafeteria;
- to use the Library and to borrow books.

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1.2.2.1. Theft and loss of ID card

If the photo ID card is lost or stolen you should immediately go to:

- the Teaching Services and Organization Desk, (University building, via Sarfatti 25) in order to stop the card from being used by third parties;
- the Library, in order to stop all book loans. Otherwise the original cardholder is obliged to replace any books borrowed.

Students can apply for a replacement card at the Teaching Services and Organization Desk and fill out the application form which can be used as a replacement request as well as a self-declaration of the theft/loss, in cases where the loss or theft report has not been handed in to the local Police or *Carabinieri* station.

1.2.2.2. Replacement of the ID card

If the magnetic strip of the Bocconi ID card no longer works, students can bring it back to the Teaching Services and Organization Desk in order to have it automatically re-magnetized free of charge. Cards that no longer work for reasons other than worn magnetic strips can be replaced on presentation of the old card at the Teaching Services and Organization Desk; in this case a replacement fee is charged (for fees, consult the "Other costs" .pdf file in the [Download Area](#)).

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1.2.3. Password

Once enrolled, students can use the same password as the one used to enroll online to access the services provided according to the timelines and procedures which are explained in specific paragraphs. Students may personalize the password in order to have two different ones:

- **the Virtual Punto Blu password** (see paragraph 1.3) which is valid for:
 - activating the SMS service (see paragraph 1.6);
- **the online services password**, to:
 - access the [yoU@B](#) student diary (see paragraph 1.4);
 - access the Bocconi e-mail account (see paragraph 1.5);
 - access the WI-FI network (see paragraph 1.7.1);
 - access online learning activities (<http://www.unibocconi.it/weblearning>);
 - access the University network (IT rooms and IT labs).

The online services password may be changed via:

- the [yoU@B](#) student diary;
- the Webmail program (<http://www.unibocconi.it/webmail>);
- login functions to access the University website from an IT room for students.

The Virtual Punto Blu password may be changed via:

- Punto Blu using the ID card; in this case the old password is not needed since the ID card identifies the student;
- Virtual Punto Blu (<http://www.unibocconi.it/puntoblueng>); in this case the old password is required.

Therefore students who

- don't change the initial password, or
- choose two identical passwords

use one password for all services.

For security reasons students are advised to have two passwords and to change them on a regular basis.

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1.2.3.1.

Loss of password

The **online services password** may be retrieved using the password recovery function in the yoU@B student diary.

In cases of lost or forgotten **Virtual Punto Blu password**, students:

- may choose a new one via Punto Blu using their ID card;
- may go to the Teaching Services and Organization Desk (ground floor of University building in via Sarfatti 25).

Password requests can also be made via email to: comunicazioni.didattica@unibocconi.it. The password will only be sent to the student's Bocconi email address.

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1.3.

Punto Blu, Virtual Punto Blu and Internet points

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

Virtual Punto Blu can be accessed via the Internet.

Students can access Punto Blu and Virtual Punto Blu once they have completed enrolment.

Data is updated in real time in the Student Administration Centre records. Therefore, students can check immediately if the operation has been performed successfully.

The service can save students time since they can carry out administrative procedures outside office hours. Students can choose the display language (Italian or English) to view the Punto Blu/Virtual Punto Blu functions. To access Punto Blu functions simply insert the Bocconi ID card into the appropriate slot and follow the step-by-step instructions.

To access the Virtual Punto Blu functions students must:

- connect to the International Site at: <http://www.unibocconi.it/puntoblueng>;
- enter the student ID (login) and the Virtual Punto Blu password.

Internet points that provide restricted access to the Bocconi Internet site are located in both the new University building (piazza Sraffa 13) and the entrance hall where the Teaching Services and Organization Desk is located.

It is possible to print certifications (see chapter 11) and receipts for administrative procedures carried out at Punto Blu terminals, whereas web pages from the Internet site can be printed and kept as memos.

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1.3.1.

Functions available from Punto Blu and Virtual Punto Blu terminals

Menu

MS Bocconi Student Menu (*)

PS Study Plan Menu (**)

MC Certification Menu (***)

CP Password Change

LI Punto Blu Language Selection

IP Test Enrolment

VI Test Enrolment List

MI Address Change

IS Enrolment in Academic Year

(*) **Student menu:**

IS Enrolment in Academic Year

IP Test Enrolment

VP Display Test Enrolment List

VT Display Thesis Title/Final Paper

PL Graduation Reservation

RO IEGI Office Hours for Students

SC Exchange Program

CA Campus Abroad Program

SF Financial Situation

BO Scholarships & Grants

RR Receipt Issue

(**) **Study plan menu**

Available functions:

SO Elective Courses Choice

GM Academic Curriculum and First-Year - II Semester Courses Choice (MSc students only)

MO Elective Courses Change

MO Elective Courses Change and/or Academic Curriculum and First-Year II Semester Courses Change (MSc)

students only)
CP Change Path
VP Display Study Plan
CL Change Foreign Language
VL Display Foreign Language Paths
AO Other Educational Activities (Elective subjects) (Four-Year Degree students only)
MA Other Educational Activities Change (Four-Year Degree students only)

(*) Automatic certification menu (NOT available from Virtual Punto Blu)**

At the time the Guide was published, the following certification could be printed:

In Italian

IS Iscrizione semplice
IC Iscrizione con carriera
TP Tasse pagate
BA Benefici e agevolazioni
CU Curriculum accademico
OL Orario lezioni
CP Calendario esami personalizzato

In English

EN Enrolment
OA Official Academic Transcript
FT Fees and Tuition Paid
FA Financial Aid
UA Unofficial Academic Transcript
CT Class Timetable
PT Personalized Exam Timetable

For further information about the rules and regulations regarding certificates, see chapter 11 of this guide.

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1.4. **YoU@B student diary**

The yoU@B student diary is a service offered to all Bocconi students. Students can start using it from the first day after enrolment is completed. The yoU@B allows students to organize their own diary, receive information from various University Services, keep personal address books, keep notes, check dates, times and rooms for both exams and graduation sessions, check class timetables and so on.

The yoU@B student diary is available in both Italian and English. Students can change languages at anytime. Among the information and services available to students via yoU@B there are:

- **personalized class timetables:** students can compile personalized class timetables that may be integrated by selecting courses which are not included in their study plans from the general class timetables;
- **exam timetables:** students can compile personalized exam timetables that may be integrated by selecting exams which are not included in their study plans from the general exam timetables;
- **breakdown of students in the classrooms:** for exams and partial exams;

- **daily room allocations:**(for exams, partial exams and various activities);
- **exams results** (on the condition that they have been sent to the Teaching Services and Organization Desk in electronic format);
- **various activities sign-up;**
- **notices:** such as messages from the Teaching Services and Organization Desk and other University Services;
- **online diary:** to check one's lessons, exams and administrative deadlines, make appointments and insert events and personal notes;
- **personal links;**
- **contacts:** (personal address book);

and, for graduating students:

- **the placement form;**
- **the University experience questionnaire;**
- **information about graduation.**

In addition, during the year and/or for special categories of students, specific functions and procedures can be available such as:

- registration for modules for courses in which they are required;
- enrolment and/or registration for ECDL;
- signing up for supplementary activities.

How to access yoU@B

The yoU@B student diary can be accessed from the homepage of the Bocconi website at <http://www.unibocconi.it/eng> or at <http://agenda.unibocconi.it>; users must log in.

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

It is important to note that the yoU@B is the University's main communication tool used for informing students about teaching activities. Therefore, students are kindly asked to frequently check the messages received.

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1.5. Email

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

First-year students are automatically assigned an email address upon enrolment.

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

Students may also use an alias address to help them in using their Bocconi email accounts. Students must choose from among the automatically-proposed aliases the first time the yoU@B student diary is accessed. Nonetheless, both email addresses will remain active.

In order to ensure that the system functions correctly after choosing the alias, 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 periodically check their personal Bocconi email addresses 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.

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1.6. SMS

The one-to-one interactive communication service, Bocconi-TIM SIM, allows students to access yoU@B and Virtual Punto Blu services from their mobile phones by simply sending and receiving SMS text messages. This service is activated free of charge for all Bocconi students, regardless of the telephone company used. Students who activate the SMS service can receive messages from the University free of charge.

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

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1.7. Personal computer

1.7.1. Internet points at the University

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

Students with Wireless laptop connection can access the University Wi-Fi network where available (Velodromo, Sarfatti 25).

In order to access these services students must follow the registration procedure.

For further information:

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

<http://wireless.unibocconi.it/>

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1.7.2.

IT rooms for students

4 rooms with a total of 243 personal computers connected to the University network are available to students (data refers to May 2007).

The computers can be used by students who are ready to write their final papers or degree theses, as well as for those who want to use data analysis programs, carry out research, email users and, in general, for other learning activities (computerized exercises).

In addition, 1 room (57 PCs) is available for students who are taking LearningSpace multimedia courses. All computer work stations are equipped with word processing, electronic spreadsheets and data presentation packages. In addition, there are also programs for carrying out the statistical analysis of quantitative data.

The location of the rooms can be found in the area: <http://www.unibocconi.it/sedi> in aule.

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2.

PROGRAM STRUCTURES OF THE MASTER OF SCIENCE DEGREES gco Students enrolled in 2007-2008 academic year

The Economics Faculty of Università Bocconi offers 11 MSc programs.

The University Graduate School of Law offers 10 MSc programs:

- 8 MSc programs belonging to the Management field of study (no. 84/S of the Ministerial Decree 28 November, 2000):
 - Management (M-LS)
 - Marketing Management (MM-LS);
 - International Management (IM-LS);
 - Amministrazione, finanza aziendale e controllo [Accounting, Corporate Finance and Control] (AFC-LS);
 - Economia e management delle amministrazioni pubbliche e delle istituzioni internazionali [Economics and Management of Public Administration and International Institutions] (CLAPI-LS);
 - Economia e management delle istituzioni e dei mercati finanziari (CLEFIN-LS)- Finance (FINANCE-LS);

- Economia e legislazione per l'impresa [Law and Business Administration] (CLELI-LS);
- Economics and Management in Arts, Culture, Media and Entertainment (ACME-LS);
- 2 MSc programs belonging to the Economics field of study (no. 64/S of the Ministerial Decree of 28 November, 2000):
 - Discipline economiche e sociali (DES-LS) - Economics and Social Sciences (ESS-LS);
 - Economics and Management of Innovation and Technology (EMIT-LS);

The MSc program belonging to the Law field of study no. 22/S of the Ministerial Decree 28 November, 2000 is part of the School of Law:

- Giurisprudenza [Law] (CLG-LS).

On average the class groups are comprised of 85 students per class group except for the CLG-LS program which has on average 130 students. First year class groups are structured as follows:

MSc program	Italian class groups	International class groups taught in English	Total class groups
M-LS	5		5
IM-LS		1	1
MM-LS	2	1	3
AFC-LS	3		3
CLAPI-LS	1		1
CLEFIN-LS/FINANCE-LS	2	1	3
CLELI-LS	1		1
ACME-LS		1	1
DES-LS / ESS-LS	1	1	2
EMIT-LS		1	1
CLG-LS	2		2

The MSc program requirements are expressed in credit points.

A credit point is the unit of measurement which determines the workload students are required to fulfill. It is assumed that students are adequately prepared from the start to carry out the educational activities required by the degree program. The workload includes classroom activities (lessons, exercises, seminars) and individual study.

In accordance with the ECTS (European Credit Transfer and Accumulation System), on average one credit point corresponds to 25 hours of work for the student; about 8 hours are spent in the classroom.

The average workload for a full-time student is set at 60 credit points per year as per agreement.

To graduate, MSc students must have acquired 120 credit points.

The credit points assigned to each individual educational activity are gained when students pass the exam or when their progress is verified in other ways required by the activity.

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2.1. Educational debits and preparatory courses

Università Bocconi offers **preparatory courses** specifically designed for first-year students who, during the undergraduate degree program, deal with courses which were not directly related to their MSc program (the lessons are designed to give students an in-depth understanding of first-year courses) . Attendance to the preparatory courses is highly recommended.

For more information, see [chapter 7.1.4.](#)

Students enrolled in CLG-LS program, who graduated from other universities, are required to resolve any Ministerial and/or Bocconi requirements which were determined when enrolling. Therefore, the student's individual study plan is composed of the 120 credit points needed for the MSc plus those credit points relating to educational debits.

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

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2.2. Educational activities in the study plan

The MSc program structures are made up of educational activities which earn credit points, they are divided in :

- compulsory courses;
- activities chosen by students: electives or other educational activities (e.g. workshops or assignments);
- first and second EU foreign language (for the CLG-LS a second foreign language is optional);
- Internship or similar activities;
- thesis.

In order to graduate, the university reform requires knowledge of two European Union languages, besides Italian, for all programs in the fields of Economics and Management (first and second language) and at least one for the Law programs (first foreign language).

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2.2.1. Compulsory courses

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

Compulsory courses are needed in order to satisfy program requirements and they represent the fundamental building blocks for achieving the educational objectives of the degree program. They can be classified as: "basic", "characteristic" of the degree's field of study, "similar or complementary to the basic ones or the characteristics ones", with regard to advanced level education for the exercise of highly qualified activity in specific areas, and "independently decided upon by the University" (ex Ministerial Decree 509/99).

This chapter contains a section concerning to each MSc program where students can find the detailed program structure with the list of all the compulsory courses and compulsory courses that can be chosen by the student, credit point value and position in the program.

Some study plans include compulsory courses and/or curriculum that can be freely chosen. For procedure see chapter 10.

Students can receive credit for exams concerning each compulsory course taken at universities abroad as part of the programs offered by the International Relations Service, unless they are part of the list of not recognized exams.

Students can receive credit for exams recognized either in full or partial after the course program has been integrated according to the procedures that can be found in chapter 8, paragraph Credit for exams passed at universities abroad.

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

These profiles are identified with the following initials:

- **CC** compulsory courses of the MSc program;
- **CO** compulsory courses chosen as an alternative to another compulsory course for the same MSc program.

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

2.2.2. Educational activities chosen by students

Elective courses are chosen by students in order to complete their individual study plans, as provided for by the curriculum of studies, the major chosen, from the group of courses offered by the University and/or offered in collaboration with other universities.

These courses are part of the educational activities freely chosen by the student (ex Ministerial Decree 509/99). This chapter contains a section concerning each MSc program where students can find the detailed program structure with the number of electives scheduled.

Elective courses are generally worth 6 credit points.

The choice of electives must be made at the start of the second year of studies for all programs with the exception of the DES-LS / ESS-LS for which the choice must be made during the first year of the course. The procedure is indicated in chapter 10, paragraph First-year procedures and administrative deadlines.

Before choosing their electives students should consult the "Table of incompatible courses" and the "Table of banned courses" that can be found in the appendix.

The "Incompatible courses table" indicates the courses that cannot be chosen together in the same study plan because their course programs are either exactly or partly similar. The "Banned courses table" indicates the courses that cannot be included together in a specific MSc program.

The exams related to electives can be taken at universities abroad as part of the programs offered by the International Relations Service. The criteria and credit approval procedure is indicated in chapter 8, paragraph "Credit for exams passed at universities abroad".

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

These profiles are identified with the following initials:

AI electives

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

Workshops are interdisciplinary activities worth 3/6 credit points. Student evaluation is exam based and marked out of 30 by the workshop teacher.

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

Compulsory courses, recommended majors, elective selection criteria and choice groups for each MSc program are listed below.

The educational offer for the 2007-2008 academic year will include an e-learning class group for some elective courses already taught in the same semester with traditional methods.

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2.3. Master of Science in Management (M-LS)

Program Director:
Prof. Carlo Salvato

Program Coordinator:
Dott. Alessandro Minichilli

Field of study
Management (no. 84/S)

Last change 01/08/2007 15:28

2.3.1. Educational objectives

The M-LS program aims to provide students with the skills and knowledge assets that contemporary managerial and entrepreneurial roles require within organizations or externally as business consultants. The program offers in-depth study through the choice of majors that integrate practical and industry knowledge from inter-functional, international and entrepreneurial perspectives thus, preparing graduates to undertake strategic roles.

While adhering to the educational objectives concerning the field of study of the program, the M-LS program has the following goals:

- to give a thorough, complete preparation necessary for a good grounding of economic, social, legal, cultural and technological areas, paying particular attention to recent evolutions and trends;
- to provide a firm grounding in the subject-areas of business governance, management and organization in public, private and family companies, looking at inter-functional processes, business dynamics, decision-making and management of competition and change in modern corporations;

- to develop the skills and attitude necessary to be an effective team-member, capable of innovation, assertiveness and leadership;
- to experiment with the entrepreneurial change process in organizations of small, medium and large size, national or international scope.

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2.3.2. Career opportunities

Possible career opportunities for graduates in Management can be summarized as follows :

- companies of any size and scope in a wide variety of industries. In large-sized companies the Management graduate can be placed in diverse departments and in different roles that require inter-functional knowledge, international vision, and the ability to change. In smaller-sized companies the Management graduate can undertake the role of assistant to the entrepreneur or to Department Managers;
- consulting firms: Management graduates are generally hired as junior analysts, business analysts, assistant consultants and similar positions;
- family-owned enterprises;
- start-ups: Management graduates have the skills and abilities to play a role in entrepreneurial teams working to create new companies;
- companies active in symbol-intensive markets: the Management program reflects the unique competencies for which many Italian companies are famous in the world. Graduates in Management will find work in industrial companies which require them to construct a competitive advantage on a design and a creative marketing symbol of symbol intensive products.
- research centers and the academic teaching of business. In these organizations Management graduates can make a significant contribution thanks to the systemic and inter-functional knowledge of company operation.

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2.3.3. Program requirements breakdown

The M-LS program structure is structured in two curricula:

- Curriculum Altro percorso (Other major)
- Curriculum Organizzazione e gestione delle risorse umane (Organization and Human Resource Management)

The program requirements of the M-LS program comprise educational activities totaling **120** credit points divided as follows:

Curriculum Other major		Curriculum Organization and Human Resource Management	
<i>Educational activities</i>	<i>CP</i>	<i>Educational activities</i>	<i>CP</i>
9 compulsory courses	54	10 compulsory courses	60
2 compulsory courses chosen by the student	12	Activities chosen by the student	24
Activities chosen by the student	18	First European Union language	4
First European Union language	4	Second European Union language	4
Second European Union language	4	Internship or similar activities	8
Internship or similar activities	8	Thesis	20
Thesis	20		

During the first year of studies, in the period 7 - 31 January 2008 students must choose between the two curricula.

Upon enrolment to the second year in the 2008-2009 academic year:

- students who have chosen Other major, choose the related major and electives;
- students who have chosen Organizzazione e gestione delle risorse umane, confirm and choose the major courses or they may change their choice to free track.

Students who wish to change the first year curriculum choice must sit all compulsory exams required for the new curriculum. In this case curriculum compulsory courses that have been taken and passed cannot be recognized as electives.

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2.3.4. Program structure

First year of studies 2007-2008 a.y.

First semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8006	Marketing management		ITA	6
8322	Metodi quantitativi per il management	Quantitative methods for management	ITA	6
8338	Organizzazione d'impresa	Organization	ITA	6

8343	Performance measurement		ITA	8
8047	Scenari economici	Economic prospects	ITA	6
8341	Seminari per sviluppo di abilità comportamentali	Behavioral skills seminars	ITA	2

Second semester

Curriculum "Other major"

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8318	Business history		ITA	6
8342	Corporate strategy		ITA	8
8071	Diritto commerciale (corso progredito)	Company and business law (advanced course)	ITA	6
	One course freely chosen from LIST 1 (*)			6
	first foreign language (lessons only)			
	second foreign language (lessons only)			
Total CP of the first year of studies				60

Second semester

Curriculum "Organization and Human Resource Management"

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8342	Corporate strategy		ITA	8
8324	Diritto del lavoro e delle relazioni industriali	Labor law	ITA	6
8327	Economia del lavoro e delle risorse umane	Labor and personnel economics	ITA	6
8365	Gestione delle risorse umane	Human resource management	ITA	6
	first foreign language (lessons only)			
	second foreign language (lessons only)			
Total CP of the first year of studies				60

Second year of studies 2008-2009 academic year

Curriculum "Other major"

<i>Educational activities</i>	<i>CP</i>
One course freely chosen from LIST 1 (*) (**)	6
3 elective courses	18
First foreign language (lessons + exam 1st sem 2 nd year)	4
Second foreign language (lessons + exam 1st sem 2 nd year)	4
Internship or similar activities	8
Thesis	20
Total CP of the second year of studies	60

Curriculum "Organization and Human Resource Management"

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2 nd year)	4
Second foreign language (lessons + exam 1st sem 2 nd year)	4
Internship or similar activities	8
Thesis	20
Total CP of the second year of studies	60

(*) LIST 1

Code	Educational activity	English translation	Language of instruction	Semester	CP
8030	Business - Government relations (Relazioni pubblico-privato)	Business - government relations	ITA	II	6
8363	Corporate e investment banking	Corporate and investment banking	ITA	II	6
8017	Politiche finanziarie di impresa	Corporate finance	ITA	II	6

(**) In cases regarding study programs abroad, one unrelated course may be recognized upon approval by the

MSc Program Director.

The student's study plan must include at least one exam for a course taught in English.

It should be noted that while adhering to the educational objectives of the MSc program and the ministerial tables concerning the field of study of Management, the program structure may be subject to slight variations decided on by the Organs of administration.

Students who have excelled in their studies and have good language skills are selected for special programs. Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school. The partner schools for the M-LS and equivalent foreign graduate degrees are listed below:

- Rotterdam School of Management - RSM Erasmus Universiteit: Master of Science in Business Administration;
- Ecole des Hautes Etudes Commerciales (Hec) - Paris: Diplome in Management;
- Esade : Master of Science in International Management.

Other Double Degree agreements are being reached. For detailed information please consult the website www.ir.unibocconi.it/doubledegree.

Furthermore, those students who are selected on the basis of their academic performance can also obtain the CEMS-MIM (Master in International Management) awarded by the network CEMS, of which Bocconi is a member.

For procedures to enrol in the program see [Chapter 5](#).

For detailed information on foreign languages see [Chapter 4](#).

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2.3.5. Majors

The 18 credit points concerning the activities chosen by the students included in the Other major curriculum are divided into 3 courses and regard the personalized academic major (free track) or one of the following recommended majors:

- Management of fashion and design firms (*collectively with IM-LS, ACME-LS and Politecnico*);

- Entrepreneurship and small and medium-size companies (*collectively with IM-LS*);
- Management consulting (*collectively with IM-LS*);
- Social and non profit enterprise management (*collectively with CLAPI-LS*);
- Management and Industries;
- Multinational companies (*collectively with IM-LS*);

The 24 credit points concerning the educational activities provided for in Organization and Human Resource Management curriculum are divided in 4 courses and regard the above mentioned major or the free track.

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed in the area of the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti> .

Please note that the majors may be subject to slight variations decided on by the Organs of administration.

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2.3.5.1.

Management of fashion and design firms (in cooperation with IM-LS, ACME-LS and Politecnico) - taught in Italian

Coordinator of the major: Prof. S. Testa

The major structure includes:

a) 3 compulsory courses:

Educational activity	English translation	Language of instruction	Semester	CP
Laboratorio di moda e design	Fashion and design workshop	ITA	II	6
Management delle imprese di moda e design: i processi operativi (*)	Management of fashion and design companies: operational processes (*)	ITA	I	6
Management delle imprese di moda e design: i processi strategici (*)	Management of fashion and design companies: strategic processes (*)	ITA	II	6

(*) one of the courses may be substituted with Management of fashion and luxury companies taught in English.

As part of the collaboration with the Politecnico, students have the opportunity (recommended) to take the Fashion Design Workshop which runs in the II semester at the Politecnico di Milano LS in Fashion Design .The workshop has the same characteristics as a field project integrated with activities included in the Bocconi Fashion and designworkshopand therefore can be recognized as internship or similar activity

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2.3.5.2.

Entrepreneurship and small and medium size companies (collectively with IM-LS)

Coordinator of the major: Prof. G. Corbetta

The major structure includes:

a) 2 compulsory courses:

Educational activity	English translation	Language of instruction	Semester	CP
Imprenditorialita' e business planning	Entrepreneurship and business planning	ITA and ENG	I	6
Strategia delle aziende familiari	Strategic management of family businesses	ITA	I	6

b) 1 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Amministrazione e controllo per le piccole e medie imprese	Accounting and control for SMEs	ITA	II	6
Gestione strategica nei distretti	Strategic management in districts	ITA	I	6
Organizzazione delle piccole e medie imprese	Small business organization Strategic management of family businesses	ITA	I	6
Research and development management		ITA	II	6

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2.3.5.3.

Management consulting (collectively with IM-LS)

Coordinator of the major: Prof. F. Pennarola

The major structure includes:

a) 2 compulsory courses:

Educational activity	English translation	Language of instruction	Semester	CP
Management consulting		ENG	I	6
Strategic business modelling		ENG	II	6

b) 1 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Competitive analysis and business scenarios		ENG	II	6
Management delle acquisizioni	Acquisition management	ITA	I	6
Project management		ENG	II	6
Sistemi di cost management	Cost management systems	ITA	I	6

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2.3.5.4.

Social and non profit enterprise management (collectively with CLAPI-LS)

Coordinator of the major: Prof. Giorgio Fiorentini

The major structure includes:

a) 2 compulsory courses:

Educational activity	English translation	Language of instruction	Semester	CP
Management delle organizzazioni non profit internazionali	International NGO management	ITA	I	6
Management dell'impresa sociale non profit e ONG	Management of social and no profit enterprises	ITA	I	6

b) 1 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP	Note
Diritto ed economia del terzo settore	Right and economy of non profit organizations and social enterprises	ITA	I	6	can not be chosen as elective course by ACME-LS students
Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	I	6	
International trade		ENG	II	6	can not be chosen as elective course by EMIT-LS students
Management dei servizi sanitari	Health care management	ITA	I	6	
Management del fund raising	Fund raising management	ITA	II	6	
Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	II	6	

Marketing dei servizi	Services marketing	ITA	I	6	
Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	II	6	

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2.3.5.5. Management and Industries

Coordinator of the major: Prof. C. Salvato

The major structure includes:

a) 1 compulsory courses:

Educational activity	English translation	Language of instruction	Semester	CP
Strumenti manageriali di analisi dei settori e della concorrenza	Managerial tools for industry and competitive analysis	ITA	I	6

b) 12 credit points for workshop activity or 6 credit points for workshops and a course freely chosen from the following:

Educational activity	English translation	Language of instruction	Semester	CP
Industrial dynamics and international competitiveness		ENG	II	6
The economics and organization of inter-firm networks (Applications of social network analysis)		ENG	II	6

Workshops and analysis of industries

Educational activity			Semester	CP
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	English translation	Language of instruction		
Automotive		ENG ITA	I	6
Energy and environment		ENG ITA	I	6
Innovation in services		ENG	I	3
Intellectual property rights		ENG	I	3
Life sciences		ENG ITA	I	6
Media and telecom		ENG ITA	I	6
Open innovation		ENG	I	3
Technology transfer		ENG	I	3

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2.3.5.6. Multinational companies (collectively with IM-LS)

Coordinator of the major: Prof. F. Perretti - Prof. M. Venzin

The major structure includes:

a) 2 compulsory courses:

Educational activity	English translation	Language of instruction	Semester	CP
Advanced international business		ENG	I	6
Strategic design of the multinational firm		ENG	I	6

b) 1 course chosen from among the following:

Educational activity	English	Language of	Semester	CP

	translation	instruction		
Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	I	6
Corporate social responsibility		ITA	II	6
Cross cultural management		ENG	II	6
Decision making and negotiation		ENG	II	6
International financial markets		ENG	II	6

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2.3.5.7.

Free track of the curriculum gcLOther majorgc0

The 18 credit points concerning the educational activities are divided into 3 courses freely chosen by the student from among the electives of MSc programs, with prior approval from the Program Director or his/her delegate.

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2.3.5.8.

Curriculum "Organization and Human Resource Management"

Coordinator of the major: Silvia Bagdadli

The major structure includes:

a) 4 courses chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Cambiamento organizzativo	Organizational change	ITA	II	6
Comportamento organizzativo	Organizational behaviour	ITA	I	6
Coordinamento organizzativo e tecnologie	Technology mediated coordination systems	ITA	I	6

Management consulting		ENG	I	6
Metodologie e tecniche di analisi organizzativa	Organizational analysis	ITA	I	6
Organizzazione delle piccole e medie imprese	Small business organization	ITA	I	6
Organizzazione e cultura delle aziende multinazionali	Cross cultural management	ITA	II	6
Progettazione organizzativa	Organizational design	ITA	II	6
Project management		ENG	II	6

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2.3.5.9.

Free track Curriculum "Organization and Human Resource Management"

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

Last change 10/08/2007 15:23

2.4.

Master of Science in International Management (IM-LS)

Program Director:

Prof. Markus Venzin

Program Coordinator:

Dott.ssa Federica Massa Saluzzo

Field of study:

Management (no. 84/S)

Last change 10/08/2007 15:23

2.4.1. Educational objectives

The IM-LS program aims at providing students with the skills and knowledge that contemporary managerial and entrepreneurial roles require in international companies, international organizations and in general companies involved in international activities.

The program includes learning processes in which functional and knowledge of the industry are integrated in an inter-functional and international perspective preparing graduates to undertake strategic roles. While adhering to the educational objectives concerning the field of study of the program, the IM-LS program has the following goals:

- to provide students the analytic ability to facilitate problem solving and decision-making in complex company situations;
- to provide technical knowledge concerning entrepreneurial disciplines essential for a company working international markets, such as organization, finance, marketing and strategy;
- to provide in-depth knowledge of the historic, economic and legal aspects which characterize global markets in which companies of different dimensions and sectors operate;
- to provide interpersonal and leadership abilities to allow graduates to be culturally sensitive to international companies and at the same time to develop personal competence to the fullest;
- to develop research abilities, through the analysis of concrete cases, knowledge of the markets and international aspects and the use of extensive databanks.

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2.4.2. Career opportunities

Students graduating from the IM-LS program pursue careers with an international perspective in mainly three types of companies.

- **Large Multinational Firms:** in large companies, IM-LS graduates can work in diverse departments and in different roles that require cross-border management. They will work efficiently in multi-cultural teams. Their knowledge on international functional strategies such as global sourcing, international marketing or international finance will give them access to a broad range of career opportunities in multinational corporations.
- **Consulting Firms:** a number of management consulting projects today aim at helping multinational firms to improve their international strategic positioning and the organizational integration of the network of subsidiaries. The IM-LS program prepares the students for tasks involved in cross-border consulting projects.
- **Companies Operating in Symbol-Intensive Markets:** the program reflects the unique competences Italian firms are known for on a global scale. Our graduates will be a strong asset for firms competing in industry segments that base their competitive advantage on the symbol creative design and marketing of symbol-intensive products.

- Small and Medium Enterprises (SMEs): graduates will be able to take on the role of business development manager, export manager or expatriate manager in a foreign country which contributes to the expansion of the SME in foreign markets. They will be capable of identifying and selecting foreign market opportunities and exploit them through exporting or other market entry modes. Our graduates are prepared to operate as corporate entrepreneurs in foreign countries.
- Research Centres and Educational Institutions: in these organizations, IM-LS graduates can make a significant contribution, due to their systemic and inter-functional knowledge of the firms.
- Government Agencies: the IM-LS program strongly emphasises applied economics and economic policy. The practical study of governments and supranational institutions in world business makes our graduates ideal candidates for positions in governmental agencies.

Last change 27/07/2007 17:21

2.4.3. Program requirements breakdown

The program requirements of the IM-LS program comprise educational activities totalling 120 credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
Activities chosen by the student	24
First European Union language	4
Second European Union language	4
Internship or similar activities	8
Thesis	20

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2.4.4. Program structure

First year of studies 2007-2008 academic year

First semester

	<i>Educational activity</i>	<i>Language of instruction</i>	<i>CP</i>
8360	Advanced marketing	ENG	6
8328	Applied international economics	ENG	6
8338	Organization	ENG	6
8343	Performance measurement	ENG	6
8322	Quantitative methods for management	ENG	6

Second semester

<i>Code</i>	<i>Educational activity</i>	<i>Language of instruction</i>	<i>CP</i>
8335	Comparative Business - Government Relations	ENG	4
8326	Comparative business law	ENG	6
8342	Corporate Strategy	ENG	6
8319	Evolution in international business	ENG	6
8336	International Finance	ENG	8
	first foreign language (lessons only)		
	second foreign language (lessons only)		
Total CP of the first year of studies			60

Second year 2008-2009 academic year

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2 nd year)	4
Second foreign language (lessons + exam 1st sem 2 nd year)	4
Internship or similar activities	8
Thesis	20
Total CP of the second year of studies	60

It should be noted that while adhering to the educational objectives of the MSc program and of the ministerial tables concerning the field of study of Management, the program structure may be subject to slight variations decided on by the Organs of administration.

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner schools for the MSc in Management and equivalent foreign graduate degrees are listed below:

- École des Hautes Etudes Commerciales (HEC) Paris: Diplôme in Management;
- Esade: Master of Science in International Management;
- Fudan University: Master of Science in International Management;
- Indian Institute of Management Ahmedabad: Postgraduate Programme in Management.

Other Double Degree agreements are being stipulated. For detailed information please consult the website www.ir.unibocconi.it/doubledegree.

Furthermore, those students who are selected on the basis of their academic performance can also obtain the CEMS-MIM (Master in International Management) awarded by the network CEMS, of which Bocconi is a member.

For procedures to enrol in the program see [Chapter 5](#).

For detailed information on foreign languages see [Chapter 4](#).

Last change 20/08/2007 15:13

2.4.5. Majors

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

- Entrepreneurship and small and medium size companies (in cooperation with M-LS);
- Management of fashion and design firms (in cooperation with M-LS, ACME-LS and Politecnico) - taught in Italian;
- Global Operations and Supply Chain Management;
- Management consulting (in cooperation with M-LS);
- Multinational companies (in cooperation with M-LS).

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed by of the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti> .

Please note that the program structures may be subject to slight variations decided on by the Organs of administration.

Last change 10/08/2007 15:27

2.4.5.1. Entrepreneurship and small and medium size companies (collectively with M-LS)

Coordinator of the major: Prof. G. Corbetta

The major structure includes:

a) 2 compulsory courses:

Educational activity	English translation	Language of instruction	Semester	CP
Imprenditorialita' e business planning	Entrepreneurship and business planning	ITA and ENG	I	6
Strategia delle aziende familiari	Strategic management of family businesses	ITA	I	6

b) 1 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Research and development management		ITA	II	6
Amministrazione e controllo per le piccole e medie imprese	Accounting and control for SMEs	ITA	II	6
Gestione strategica nei distretti	Strategic management in districts	ITA	I	6
Organizzazione delle piccole e medie imprese	Small business organization	ITA	I	6

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

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2.4.5.2.

Management of fashion and design firms (collectively with M-LS, ACME-LS; in collaboration with the Politecnico) - taught in Italian

Coordinator of the major: Prof. S. Testa

The major structure includes:

a) 3 compulsory courses:

Educational activity	English translation	Language of instruction	Semester	CP
Laboratorio di moda e design	Fashion and design workshop	ITA	II	6
Management delle imprese di moda e design: i processi operativi (*)	Management of fashion and design companies: operational processes (*)	ITA	I	6

Management delle imprese di moda e design: i processi strategici (*)	Management of fashion and design companies: strategic processes (*)	ITA	II	6
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(*) one of the two courses may be substituted with Management of fashion and luxury companies taught in English.

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

As part of the collaboration with the Politecnico, students have the opportunity (recommended) to take the Fashion Design Workshop which runs in the II semester at the Politecnico di Milano LS in Fashion Design. The workshop has the same characteristics as a field project and therefore can be recognized as internship or similar activity.

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2.4.5.3. Global Operations and Supply Chain Management

Coordinator of the major: Prof. A. Grando

The major structure includes:

a) 2 compulsory courses:

Educational activity	Language of instruction	Semester	CP
Supply chain management	ENG	I	6
Research and development management	ENG	II	6

b) 1 course chosen from among the following:

Educational activity	Language of instruction	Semester	CP
Innovation management	ENG	II	6
	ENG	I	6

International business management (Advanced topics in international business)			
Logistics management and strategy	ITA	II	6
Management of information system: I.S. development	ENG	II	6

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

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2.4.5.4.

Management consulting (collectively with M-LS)

Coordinator of the major: Prof. F. Pennarola

The major structure includes:

a) 2 compulsory courses:

Educational activity	Language of instruction	Semester	CP
Management consulting	ENG	I	6
Strategic business modelling	ENG	II	6

b) 1 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Competitive analysis and business scenarios		ENG	II	6
Management delle acquisizioni	Acquisition management	ITA	I	

				6
Project management		ENG	II	6
Sistemi di cost management	Cost management systems	ITA	I	6

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

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2.4.5.5.

Multinational companies (collectively with M-LS)

Coordinator of the major: Prof. F. Perretti - Prof. M. Venzin

The major structure includes:

a) 2 compulsory courses:

Educational activity	Language of instruction	Semester	CP
Advanced international business	ENG	I	6
Strategic design of the multinational firm	ENG	I	6

b) 1 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	I	
Corporate social responsibility		ITA	II	6
Cross cultural management		ENG	II	6
Decision making and negotiation		ENG	II	6
International financial markets		ENG	II	6

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

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2.4.5.6. **Free track**

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

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2.5. **Master of Science in Marketing Management (MM-LS)**

Program Director
Prof.ssa Antonella Carù

Program Coordinators:
Dott.ssa Stefania Borghini (class group taught in Italian)
Dott. Michael Gibbert (class group taught in English)

Field of study
Management (no. 84/S)

Last change 01/08/2007 15:18

2.5.1. **Educational objectives**

The MM-LS program provides students with advanced education preparing them for highly-skilled jobs. While adhering to the educational objectives concerning the field of study of the program, the MM-LS program has the following goals:

- to strengthen the conception of marketing as a set of tightly integrated processes inter-operating with other functions of the company;
- to provide solid grounding in the cultural, methodological and professional aspects of marketing management, with an approach that combines the latest interactive information and communication technologies;

- to develop analytical skills needed to understand and interpret the social and economic changes affecting the evolution of demand, competition, and the distribution system, from an international perspective;
- to actively participate in strengthening resources and key company competencies, namely marketing resources and market orientation (to achieve positive company performance).

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2.5.2. Career opportunities

Graduates are offered career opportunities in the following fields:

- industrial, commercial and non-profit organizations (functional specializations):
professions in marketing, distribution, communication, sales, market research (marketing managers, brand managers, service managers, product managers, sales force managers, account trade managers, communication managers, advertising managers, PR officials, e-communication managers);
- commercial communication sector (sectorial specializations):
 - managers of communication companies, promotion, e-communication; other activities of organization (direct marketing, events organization excetera);
 - traditional media, new media and intermediaries (the press, TV, media centres, expo and congress organization) with the role of strategic and commercial management of communication spaces;
- distribution and logistics sector (sectorial specializations):
 - careers in commercial enterprises, point of sales and e-commerce (retail manager, category manager, e-commerce manager, and so on);
 - distribution logistics sector;
- market research and data analysis (sectorial specializations):
 - careers in market research and data analysis in market research companies;
 - experts in the development of marketing IT systems, creation and analysis of customer data bases.

Last change 10/08/2007 16:10

2.5.3. Program requirements breakdown

The program requirements of the MM-LS program comprise educational activities totalling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
Activities chosen by the student	24
First European Union language	4
Second European Union language	4
Internship or similar activities	8
Thesis	20

2.5.4.

Program structure (class groups taught in Italian)

First year of studies 2007-2008 academic year

First semester

Code	Educational activity	English translation	Language of instruction	CP
8008	Competitive analysis (Competitive intelligence e regolamentazione concorrenza)	Competitive analysis (Competitive intelligence and regulation)	ITA	6
8012	Consumer behaviour (Analisi del comportamento del consumatore)	Consumer behaviour	ITA	5
8048	Industry analysis (Economia dei settori industriali e dell'innovazione)	Industry analysis (Industrial economics and economics of innovation)	ITA	8
8015	Sistemi informativi per il marketing	Marketing information technology	ITA	6
8011	Strategic marketing		ITA	6

Second semester

Code	Educational activity	English translation	Language of instruction	CP
8009	Channel marketing (Evoluzione del commercio; analisi e progettazione)	Channel marketing (Trade evolution analysis and planning)	ITA	6
8359			ITA	6

	Consumer culture theory: epistemology and methods			
8072	Diritto per il marketing	Legal issues in marketing	ITA	6
8062	Metodi quantitativi per il marketing	Quantitative methods for marketing	ITA	6
8297	Product and marketing innovation		ITA	5
	first foreign language (lessons only)			
	second foreign language (lessons only)			
Total CP of the first year of studies				60

Second year of studies 2008-2009 academic year

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CP of the second year of studies	60

The study plan must include at least one exam from a course taught in English.

It should be noted that while adhering to the educational objectives of the MSc program and of the ministerial tables concerning the field of study of Management, the program structure may be subject to slight variations decided on by the Organs of administration.

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2.5.5.

Program structure (class group taught in English)

First year of studies 2007-2008 a.y.

First semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>CP</i>
8008	Competitive analysis (Competitive intelligence and regulation)	ENG	6
8012	Consumer behaviour	ENG	5
8048	Industry analysis (Industrial economics and economics of innovation)	ENG	8
8015	Marketing information technology	ENG	6
8011	Strategic marketing	ENG	6

Second semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>CP</i>
8009	Channel marketing (Trade evolution analysis and planning)	ENG	6
8359	Consumer culture theory: epistemology and methods	ENG	6
8072	Legal issues in marketing	ENG	6
8297	Product and marketing innovation	ENG	5
8062	Quantitative methods for marketing	ENG	6
	first foreign language (lessons only)		
	second foreign language (lessons only)		
Total CP of the first year of studies			60

Second year of studies 2008-2009 a.y.

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CP of the second year of studies	60

It should be noted that while adhering to the educational objectives of the MSc program and of the ministerial tables concerning the field of study of Management, the program structure may be subject to slight variations decided by the Organs of administration.

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner schools for the MSc in Marketing Management and equivalent foreign graduate degrees are listed below:

- Rotterdam School of Management- RSM Erasmus Universiteit: Master of Science in Business Administration;
- Copenhagen Business School: Master of Science in Economics and Business Administration;
- Ecole des Hautes Etudes Commerciales (HEC) - Paris: Diplôme in Management;
- Esade: Master of Science in Marketing Management.

Other Double Degree agreements are being reached. For detailed information please consult the website www.ir.unibocconi.it/doubledegree.

For procedures to enrol in the program see [Chapter 5](#).

For detailed information on foreign languages see Chapter 4.

Last change 20/08/2007 15:16

2.5.6. Majors

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

- Business Communication and Media;
- Channel and Retail Management;
- Product and Sales Management.

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed by the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti> .

Note that courses in the group of choices may be subject to variations decided by the Organs of administration, especially concerning the language the course is taught in to ensure that students in the English class also have a choice.

Last change 10/08/2007 16:15

2.5.6.1. Business communication and media

The major structure includes:

a) 2 courses chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Advertising management		ITA	II	6
Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	II	6
		ITA	I	6

Laboratorio di comunicazione	Workshop in communication			
Semiotica dei consumi e teoria della comunicazione	Semiotics of consumption and communication theories	ITA	I	6

b) 1 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP	Note
Analisi delle performance di marketing	Marketing performance analysis	ITA	II	6	
Brand management		ITA	II	6	
BtoB marketing		ENG	II	6	
Channel and trade marketing		ITA	I	6	
CRM and loyalty management		ITA	I	6	cannot be chosen as elective course by M-LS students
Culture, media e consumo	Cultures, media and consumption	ITA	II	6	
Economia della distribuzione commerciale	Retail management	ITA	II	6	
Economia e gestione delle public utilities	Management of public utilities	ITA	II	6	
E-marketing		ENG	I	6	
Innovazione nel retailing	Retailing innovation	ITA	II	6	
International marketing		ENG	II	6	alternative of Marketing internazionale
Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	I	6	
Marketing dei servizi	Services marketing	ITA	I	6	
Marketing esperienziale	Experiential marketing	ITA	II	6	
Marketing internazionale	International marketing	ITA	I	6	alternative of International Marketing
Population dynamics and economics		ENG	I	6	

Project management		ENG	II	6	
Sales and key account management		ENG	I	6	
Supply chain management		ITA	I	6	

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

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2.5.6.2.

Channel and retail management

The major structure includes:

a) 2 courses chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Channel and trade marketing		ITA	I	6
Economia della distribuzione commerciale	Retail management	ITA	II	6
Marketing dei servizi	Services marketing	ITA	I	6
Marketing esperienziale	Experiential marketing	ITA	II	6

b) 1 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP	Note
Advertising management		ITA	II	6	
Analisi delle performance di marketing	Marketing performance analysis	ITA	II	6	
Brand management		ITA	II	6	
BtoB marketing		ENG	II	6	
Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	II	6	
		ITA	I	6	

CRM and loyalty management					cannot be chosen as elective course by M-LS students
Culture, media e consumo	Cultures, media and consumption	ITA	II	6	
Economia e gestione delle public utilities	Management of public utilities	ITA	II	6	
E-marketing		ENG	I	6	
Innovazione nel retailing	Retailing innovation	ITA	II	6	
International marketing		ENG	II	6	in alternative to Marketing internazionale
Laboratorio di comunicazione	Workshop in communication	ITA	I	6	
Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	I	6	
Marketing internazionale	International marketing	ITA	I	6	in alternative to International Marketing
Population dynamics and economics		ENG	I	6	
Project management		ENG	II	6	
Sales and key account management		ENG	I	6	
Semiotica dei consumi e teoria della comunicazione	Semiotics of consumption and communication theories	ITA	I	6	
Supply chain management		ITA	I	6	

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

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2.5.6.3. Product and sales management

The major structure includes:

a) 2 courses chosen from among the following:

			Semester	CP

Educational activity	English translation	Language of instruction		
Advertising management		ITA	II	6
Brand management		ITA	II	6
Marketing dei servizi	Services marketing	ITA	I	6
Sales and key account management		ENG	I	6

b) 1 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP	Note
Analisi delle performance di marketing	Marketing performance analysis	ITA	II	6	
BtoB marketing		ENG	II	6	
Channel and trade marketing		ITA	I	6	
Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	II	6	
CRM and loyalty management		ITA	I	6	can not be chosen as elective course by M-LS students
Culture, media e consumo	Cultures, media and consumption	ITA	II	6	

Economia della distribuzione commerciale	Retail management	ITA	II	6	
Economia e gestione delle public utilities	Management of public utilities	ITA	II	6	
E-marketing		ENG	I	6	
Innovazione nel retailing	Retailing innovation	ITA	II	6	
International marketing		ENG	II	6	in alternative to Marketing internazionale
Laboratorio di comunicazione	Workshop in communication	ITA	I	6	
Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	I	6	
Marketing esperienziale	Experiential marketing	ITA	II	6	
Marketing internazionale	International marketing	ITA	I	6	in alternative to International Marketing
Population dynamics and economics		ENG	I	6	
Project management		ENG	II	6	
Semiotica dei consumi e teoria della comunicazione	Semiotics of consumption and communications theories	ITA	I	6	
Supply chain management		ITA	I	6	

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

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2.5.6.4. Free track

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

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2.6.

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

Program Director:

Prof. Marco Agliati

Program Coordinator :

Dott.ssa Ariela Caglio

Field of study

Management (no. 84/S)

Last change 01/08/2007 15:18

2.6.1.

Educational objectives

The AFC-LS program provides students with an advanced education preparing them for high-skilled jobs. While adhering to the educational objectives concerning the field of study of the program, the AFC-LS program has the following goals:

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

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2.6.2.

Career opportunities

Graduates are offered career opportunities in all business and non-business contexts such as administration, finance and control. In general, career opportunities are offered by manufacturing, retail and financial companies. More specifically, our graduates would have access to:

- operational activities concerning administration in companies of any size and scope, in areas such as preparation of financial statements, accounting, auditing (addressed to different, regulating bodies, analysts, etc), corporate finance, management control, management and planning of internal processes and systems;
- positions and functions related to business administration and management control in consulting firms (dedicated to planning and development of control systems and firms dedicated to management of extraordinary operations).

Last change 10/08/2007 16:24

2.6.3. Program requirements breakdown

The program requirements of the AFC-LS program comprise educational activities totalling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
Activities chosen by the student	24
First European Union language	4
Second European Union language	4
Internship or similar activities	8
Thesis	20

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2.6.4. Program structure

First year of studies

First semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8023	Analisi per le decisioni finanziarie	Corporate financial management and business evaluation	ITA	4
8018	Bilancio e comunicazione economica	Financial reporting and international accounting standards	ITA	8

8074	Diritto dell'impresa (Temi societari e tributari di amministrazione e controllo)	Business law (selected corporate and tax issues in management and internal auditing)	ITA	6
8020	Modelli di pianificazione e controllo	Performance measurement and control systems	ITA	6
8003	Sistemi di corporate governance	Corporate governance	ITA	6

Second semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8021	Bilancio e informativa economico-finanziaria	Financial reporting and disclosure	ITA	6
8043	Mercati e intermediari finanziari	Financial markets and institution	ITA	6
8017	Politiche finanziarie d'impresa	Corporate finance	ITA	6
8022	Sistemi di amministrazione e controllo	Systems and processes for accounting and control	ITA	6
8050	Temi avanzati di economia	Advanced topics in economics	ITA	6
	first foreign language (lessons only)			
	second foreign language (lessons only)			
	Total CP of the first year of studies			60

Second year of studies

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internships or similar activities	8
thesis	20
Total CP of the second year of studies	60

Students' study plan must include at least one exam from a course taught in English.

It should be noted that while adhering to the educational objectives of the MSc program and of the ministerial tables concerning the field of study of Management, the program structure may be subject to slight variations decided on by the Organs of administration.

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner school for the AFC-LS and equivalent foreign graduate degree are:

- Rotterdam School of Management RSM Erasmus Universiteit: Erasmus Universiteit: Master of Science in Business Administration.

Other Double Degree agreements are being reached. For detailed information please consult the website www.ir.unibocconi.it/doubledegree.

The selection procedures for the program are presented in [chapter 5](#).

For detailed information about foreign languages see [chapter 4](#).

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2.6.5. Majors

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

- Accounting and control systems;
- Corporate finance;
- Planning and control;
- Auditing (*collectively with CLELI-LS*).

The Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed by the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

Please note that the majors may be subject to slight variations decided on by the Organs of administration.

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2.6.5.1. Accounting and control systems

The major structure includes:

a) 1 compulsory course:

Educational activity	English translation	Language of instruction	Semester	CP
Bilancio consolidato e performance dei gruppi	Consolidated financial statements and group performance	ITA	II	6

b) 2 courses chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Amministrazione e controllo per le piccole e medie imprese	Accounting and control for SMEs	ITA	II	6
Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	I	6
Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	I	6
Capital budgeting e gestione del circolante	Capital budgeting	ITA	I	6
Earnings quality analysis		ITA	II	6
Forensic accounting, frauds and litigation		ITA	I	6
Governance, risk assessment e sistemi di controllo interno	Governance, risk assessment and internal control systems	ITA	II	6
International financial markets		ENG	II	6
La valutazione dei beni intangibili	The valuation of intangibles	ITA	I	6
Real estate finance		ENG	I	6
Revisione aziendale (corso progredito)	Auditing (advanced course)	ITA	I	6
Sistemi contabili pubblici	Public sector accounting	ITA	I	8
Tesoreria e gestione dei rischi finanziari d'impresa	Treasury and financial risk management: a corporate perspective	ITA	I	6

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

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2.6.5.2.
Corporate finance

The major structure includes:

a) 1 compulsory course:

Educational activity	English translation	Language of instruction	Semester	CP
Bond and equity offerings		ITA and ENG (2 class groups)	I	6

b) 2 courses chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	I	6
Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	I	6
Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	I	6
Capital budgeting e gestione del circolante	Capital budgeting	ITA	I	6
Crisi d'impresa e processi di ristrutturazione	Corporate distress and turnaround management	ITA	II	6
Earnings quality analysis		ITA	II	6
Information and the architecture of financial markets		ENG	I	6
International corporate finance		ITA and ENG (2 class groups)	I	6
Investment banking and structured finance		ENG	I	6

La valutazione dei beni intangibili	The valuation of intangibles	ITA	I	6
Mergers and acquisitions		ITA and ENG (2 class groups)	I	6
Private equity and venture capital		ENG	II	6
Real estate finance		ENG	I	6
Tesoreria e gestione dei rischi finanziari d'impresa	Treasury and financial risk management: a corporate perspective	ITA	I	6

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

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2.6.5.3. Planning and control

The major structure includes

a) 1 compulsory course:

Educational activity	English translation	Language of instruction	Semester	CP
Sistemi di cost management	Cost management systems	ITA	I	6

b) 2 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	I	6
Amministrazione e controllo per le piccole e medie imprese	Accounting and control for SMEs	ITA	II	6
Analisi di bilancio (corso progredito) (Financial	Financial statements analysis (advanced	ITA	I	6

statements analysis)	course)			
Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	I	6
Capital budgeting e gestione del circolante	Capital budgeting	ITA	I	6
Management consulting		ENG	I	6
Performance management nelle P.A. e nelle istituzioni internazionali	Performance management in public organizations and international institutions	ITA	II	8
Pianificazione e budgeting	Planning and budgeting (performance measurement, evaluation and incentives)	ITA	I	6
Real estate finance		ENG	I	6
Strategic management accounting		ITA	I	6

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

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2.6.5.4.

Auditing (collectively with CLELI-LS).

The major structure includes:

a) 1 compulsory course:

Educational activity	English translation	Language of instruction	Semester	CP
Revisione aziendale (corso progredito)	Auditing (advanced course)	ITA	I	6

b) 2 courses chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	I	6
Bilancio consolidato e	Consolidated financial	ITA	II	6

performance dei gruppi	statements and group performance			
Bilancio e informativa economico-finanziaria	Financial reporting and disclosure	ITA	II	6
Earnings quality analysis		ITA	II	6
Forensic accounting, frauds and litigation		ITA	I	6
Governance, risk assessment e sistemi di controllo interno	Governance, risk assessment and internal control systems	ITA	II	6

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

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2.6.5.5. Free track

The 24 credit points regarding the educational activities are divided into 4 courses chosen by the student from among the electives of MSc programs, previously approved by the Program Director or his/her delegate.

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2.7. Master of Science in Economia e management delle amministrazioni pubbliche e delle istituzioni internazionali [Economics and Management of Public Administration and International Institutions] (CLAPI-LS)

Program Director:
Prof. Giovanni Valotti

Program Coordinator:

Dott.ssa Greta Nasi

Field of study

Management (no. 84/S)

Last change 01/08/2007 15:19

2.7.1.**Educational objectives**

The CLAPI-LS program provides students with advanced education preparing them for high-skilled jobs. While adhering to the educational objectives concerning the field of study of the programs, the CLAPI-LS program has the following goals:

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

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2.7.2.**Career opportunities**

Graduates are offered career opportunities in positions that require managerial and/or specialized expertise:

- in the management of public administrations and public companies (national, state, local) and international institutions, in key positions and general management roles;
- public policy analysis, with particular focus on planning and regulation, policy assessment and international relations;
- within corporations and institutions that have important relations with public administrators and international institutions and/or attract a large amount of public interest (large-sized companies that supply or undertake substantial public projects, public sector consulting firms, non-governmental organizations).

2.7.3. Program requirements breakdown

The program requirements of the CLAPI-LS program comprise educational activities totalling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
9 compulsory courses	60
Activities chosen by the student	24
First European Union language	4
Second European Union language	4
Internship or similar activities	8
Thesis	20

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2.7.4. Program structure

First year of studies

First semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8298	Corporate governance nelle P.A. e nelle istituzioni internazionali	Corporate governance in governments and public institutions	ITA	6
8321	Metodi quantitativi per le decisioni	Quantitative methods for decisions	ITA	6
8325	Profili giuridici delle riforme amministrative	Administrative law reforms	ITA	6
8052	Regolazione delle pubbliche utilità e valutazione delle politiche pubbliche	Public utilities regulation and policy evaluation	ITA	8
8333	Sistemi contabili pubblici	Public sector accounting	ITA	8

Second semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8053	Analisi delle politiche pubbliche nazionali e internazionali	Analysis of national and international public policies	ITA	6
8261	Management of international institutions		ENG	6
8334	Performance management nelle P.A. e nelle istituzioni internazionali	Performance management in public organizations and international institutions	ITA	8
8051	Politiche per lo sviluppo territoriale e urbano	Regional and urban development policies	ITA	6
	first foreign language (lessons only)			
	second foreign language (lessons only)			
	Total CP of the first year of studies			60

Second year of studies

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CP of the second year	60

Students' study plan must include at least one exam from a course taught in English.

It should be noted that while adhering to the educational objectives of the MSc program and of the ministerial tables concerning the field of study of Management, the program structure may be subject to slight variations decided on by the Organs of administration.

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner schools for the CLAPI-LS program and equivalent foreign graduate degrees are:

- Institut National de Sciences Politiques (Sciences-po): Diplôme de Institut d'études Politiques de Paris: Mastér in Stratégies Territoriales et Urbaine or Mastér in Carrieres Internationales or Mastér Metieres de l'Europe or Mastér in Finance at Strategie or Mastér in Affaires Publiques;

- University of Geneva: International Organizations MBA.

Other Double Degree agreements are being reached. For detailed information please consult the website www.ir.unibocconi.it/doubledegree.

The selection procedures for the program are presented in [chapter 5](#).

For detailed information about foreign languages see [chapter 4](#).

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2.7.5. Majors

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

- Analysis of national and international public policies;
- Social and non profit enterprise management (collectively with M);
- Management of public and international institutions.

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed by the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti> .

Please note that the program structures may be subject to slight variations decided on by the Organs of administration.

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2.7.5.1. Analysis of national and international public policies

The major structure includes:

a) at least 1 course chosen from among the following:

Educational activity	Language of instruction	Semester	CP
Economics of European integration	ENG	II	6
Political economics	ENG	I	6
Public economics	ENG	I	6
Quantitative approaches and policy analysis	ENG	I	6

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

Educational activity	English translation	Language of instruction	Semester	CP
Development economics		ENG	II	6
Economia dell'energia	Energy economics	ITA	II	6
Industrial economics and competition policy		ENG	II	6
International trade		ENG	II	6
Labour economics		ENG	II	6
Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	II	6
Politica comparata	Comparative politics	ITA	I	6
Population dynamics and economics		ENG	I	6
Public management for competitiveness		ENG	I	6
Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	II	6

c) the possibility to add 1 course freely chosen from among the electives of MSc programs

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2.7.5.2.

Social and non profit enterprise management (collectively taught with M-LS)

The major structure includes:

a) 2 compulsory courses:

Educational activity	English translation	Language of instruction	Semester	CP
Management delle organizzazioni non profit internazionali	International NGO management	ITA	I	6
Management dell'impresa sociale non profit e ONG	Management of social and no profit enterprises	ITA	I	6

b) at least 1 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP	Note
Diritto ed economia del terzo settore	Right and economy of non profit organizations and social enterprises	ITA	I	6	can not be chosen as elective course by ACME-LS students
Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	I	6	
International trade		ENG	II	6	
Management dei servizi sanitari	Health care management	ITA	I	6	
Management del fund raising	Fund raising management	ITA	II	6	
Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	II	6	
Marketing dei servizi	Services marketing	ITA	I	6	
Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	II	6	

c) the possibility to add 1 course freely chosen from among the electives of MSc programs.

2.7.5.3.**Management of public and international institutions**

The major structure includes:

a) at least 1 course chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Management dei network pubblici	Management of public networks	ITA	I	6
Metodi e strumenti di management delle istituzioni europee e internazionali	Management tools of European and international institutions	ITA	I	6
Public administration: teorie e metodi di ricerca	Public administration: theories and research methods	ITA	II	6
Public management for competitiveness		ENG	I	6

b) at least 2 courses chosen from among the following and those not chosen from point a) above:

Educational activity	English translation	Language of instruction	Semester	CP
Economia e gestione delle public utilities	Management of public utilities	ITA	II	6
Economics of European integration		ENG	II	6
E-government strategies		ENG	I	6
Gestione finanziaria delle amministrazioni pubbliche	Financial management for public administration	ITA	I	6
Management dei servizi sanitari	Health care management	ITA	I	6
Management e finanza dei progetti	Financial management of	ITA	II	6

comunitari ed internazionali	European and international projects			
Management of technological innovation in health care		ENG	II	6
Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	II	6

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

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2.7.5.4. Free track

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

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2.8. Master of Science in Economia e management delle istituzioni e dei mercati finanziari (CLEFIN-LS) - Finance (FINANCE-LS)

Program Director:
Prof. Francesco Saita

Program Coordinator:
Dott.ssa Brunella Bruno

Field of study
Management (no. 84/S)

Last change 01/08/2007 15:40

2.8.1. Educational objectives

The CLEFIN-LS/ FINANCE-LS program aims to provide students with an advanced education preparing them

for high-skilled jobs.

The program has some class groups taught in Italian and one international class group taught entirely in English (Finance).

While adhering to the educational objectives concerning the field of study of the program, the CLEFIN-LS/ FINANCE-LS program has the following goals:

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

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2.8.2. Career opportunities

Possible career opportunities are:

- managers in banks and insurance companies;
- equity and debt analysts;
- credit analysts for commercial and investment banks;
- monetary and financial economists in research development firms;
- financial regulators in national or international regulatory authorities and bodies;
- asset managers;
- securities traders and brokers;
- risk managers in financial institutions;
- banking and insurance consultants;
- financial analysts;
- financial engineers.

Last change 01/08/2007 15:50

2.8.3. Program requirements breakdown

The program requirements of the CLEFIN-LS/ FINANCE-LS program comprise educational activities totalling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
Activities chosen by the student	24
First European Union language	4
Second European Union language	4
Internship or similar activities	8
Thesis	20

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2.8.4. Program structure CLEFINGcoLS (taught in Italian)

First year of studies

First semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8260	Financial statement analysys		ITA	6
8024	Finanza aziendale (Introduzione alle valutazioni)	Corporate finance (Business valuation)	ITA	6
8065	Modelli quantitativi per la finanza	Quantitative methods for finance	ITA	6
8256	Statistica	Statistics	ITA	6
8054	Teoria della finanza	Theory of finance	ITA	6

Second semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8045	Derivati	Derivatives	ITA	6
8071	Diritto commerciale (corso progredito)	Company and business law (advanced course)	ITA	6
8255	Econometria	Econometrics	ITA	6
8369	Gestione dei rischi e valore nelle banche e nelle assicurazioni	Risk management and value in banking and insurance	ITA	6
8042	Investment banking		ITA	6
	first foreign language (teaching only)			
	second foreign language (teaching only)			
				60

Total CP of the first year of studies			
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Second year of studies

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CP of the second year	60

Students' study plan must include at least one exam from a course taught in English.

It should be noted that while adhering to the educational objectives of the MSc Program and of the ministerial tables concerning the field of study of Management, the program structure may be subject to slight variations decided on by the Organs of administration.

Last change 20/08/2007 15:23

2.8.5. Program structure FINANCE-LS (taught in English)

First year of studies

First semester

<i>Code</i>	<i>Educational activity</i>	<i>Language of instruction</i>	<i>CP</i>
8024	Corporate finance (Business valuation)	ENG	6
8260	Financial statement analysis	ENG	6
8065	Quantitative methods for finance	ENG	6
8256	Statistics	ENG	6
8054	Theory of finance	ENG	6

Second semester

<i>Code</i>	<i>Educational activities</i>	<i>Language of instruction</i>	<i>CP</i>
8071	Company and business law (advanced course)	ENG	6
8045	Derivatives	ENG	6
8255	Econometrics	ENG	6
8042	Investment banking	ENG	6
8369	Risk management and value in banking and insurance	ENG	6
	first foreign language (teaching only)		
	second foreign language (teaching only)		
	Total CP of the first year of studies		60

Second year of studies

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CP of the second year of studies	60

It should be noted that while adhering to the educational objectives of the MSc program and of the ministerial tables concerning the field of study of Management, the program structure may be subject to slight variations decided on by the Organs of administration.

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner schools for the CLEFIN-LS/ FINANCE-LS program and equivalent foreign graduate degrees are:

- Rotterdam School of Management RSM Erasmus Universiteit: Master of Science in Business Administration;
- Ecole des Hautes Etudes Commerciales (HEC) Paris: Diplôme in Management.

Other Double Degree agreements are being reached. For detailed information please consult the website www.ir.unibocconi.it/doubledegree.

The selection procedures for the programs are presented in [chapter 5](#).

For detailed information about foreign languages see [chapter 4](#).

Last change 10/08/2007 16:52

2.8.6. Majors

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

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

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed by the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

Please note that the program structures may be subject to slight variations decided on by the Organs of administration.

Last change 10/08/2007 16:52

2.8.6.1. Quantitative finance

The major structure includes:

a) 3 courses chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Actuarial mathematics		ENG	II	6
Advanced derivatives		ENG	I	6
Advanced risk management (Extreme values and copulae)		ENG	I	6

Asset management		ENG	I	6
Behavioural models in economics and finance		ENG	I	6
Fixed income (Advanced methods)		ENG	I	6
Information and the architecture of financial markets		ENG	I	6
Numerical methods in finance		ENG	I	6
Quantitative methods for social sciences		ENG	I	6
Time series analysis of economic-financial data		ENG	II	6

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

Last change 10/08/2007 17:18

2.8.6.2. Investment banking

The major structure includes:

a) 3 courses chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	I	6
Analisi e valutazione delle informazioni di mercato delle banche e delle assicurazioni	Information and financial reporting of banks and insurance companies: analysis and evaluation	ITA	I	6
		ENG	I	6

Asset management				
Comparative financial systems		ENG	II	6
Diritto tributario (corso progredito 2) (Temi avanzati)	Tax law (advanced course 2) (Advanced topics)	ITA	II	6
Fixed income (Advanced methods)		ENG	I	6
International financial markets		ENG	II	6
Investment banking and structured finance		ENG	I	6
Private equity and venture capital		ENG	II	6

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

Last change 10/08/2007 17:19

2.8.6.3.

Financial and insurance institutions management

The major structure includes:

a) 3 courses chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Analisi e valutazione delle informazioni di mercato delle banche e delle assicurazioni	Information and financial reporting of banks and insurance companies: analysis and evaluation	ITA	II	6
Comparative financial systems		ENG	II	6
Credit risk management		ITA	I	6
Gestione dei rischi e modelli di ALM per le assicurazioni	Risk management and ALM models for	ITA	I	6

	insurance			
Information and the architecture of financial markets		ENG	I	6
Private banking e gestione dei patrimoni istituzionali	Private banking and money management for institutional investors	ITA	I	6
Regolamentazione dei mercati finanziari	Regulation of financial markets	ITA	I	6
Storia, istituzioni e crisi del sistema finanziario globale	History, institutions and crises of the global financial system	ITA	II	6
Strategia e organizzazione delle istituzioni finanziarie e assicurative	Strategies and organization of financial and insurance institutions	ITA	II	6

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

Last change 10/08/2007 17:20

2.8.6.4. Free track

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

Last change 28/07/2007 12:36

2.9. Master of Science in Economia e legislazione per l'impresa [Law and Business Administration] (CLELI-LS)

Program Director:
Prof. Lorenzo Pozza

Program Coordinator:
Dott.ssa Annalisa Prencipe

Field of study

Management (no. 84/S)

Last change 01/08/2007 15:14

2.9.1.

Educational objectives

The CLELI-LS program provides students with an advanced education preparing them for high-skilled jobs. While adhering to the educational objectives concerning the field of study of the program, the CLELI-LS program has the following goals:

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

Last change 31/07/2007 14:28

2.9.2.

Career opportunities

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

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

Last change 31/07/2007 14:28

2.9.3.

Program requirements breakdown

The program requirements of the CLELI-LS program comprise educational activities totalling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
8 compulsory courses	60
Activities chosen by the student	24
First European Union language	4

Second European Union language	4
Internship or similar activities	8
Thesis	20

Last change 10/08/2007 17:21

2.9.4. Program structure

First year of studies

First semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8026	Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	8
8071	Diritto commerciale (corso progredito)	Company and business law (advanced course)	ITA	6
8025	Principi contabili internazionali	International accounting standards	ITA	8
8372	Tassazione delle societa' e dei gruppi	Corporate taxation	ITA	8

Second semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8028	Bilancio e operazioni di gestione straordinaria	Accounting for business combinations	ITA	8
8001	Corporate governance		ITA	8
8078	Diritto dei mercati e degli strumenti finanziari	Corporate law and financial markets regulation	ITA	6
8027	Finanza strategica	Strategic finance	ITA	8
	first foreign language (lessons only)			
	second foreign language (lessons only)			
	Total CP of the first year of studies			60

Second year of studies

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24

First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CP of the second year of studies	60

Students' study plan must include at least one exam from a course taught in English.

It should be noted that while adhering to the educational objectives of the MSc program and of the ministerial tables concerning the field of study of Management, the program structure may be subject to slight variations decided on by the Organs of administration.

For detailed information about foreign languages and international exchanges see chapters 4 and 5.

Last change 20/08/2007 15:26

2.9.5. Majors

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

- Corporate taxation;
- Auditing (collectively with AFC-LS);
- Transaction advisory services.

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed by the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti> .

Please note that the program structures may be subject to slight variations decided on by the Organs of administration.

Last change 10/08/2007 17:23

2.9.5.1.
Corporate taxation

The major structure includes:

a) 2 compulsory courses

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

b) 2 course freely chosen from among the electives of MSc programs

Last change 10/08/2007 17:25

2.9.5.2.
Auditing (collectively with AFC-LS);

The major structure includes:

a) 1 compulsory course:

Educational activity	English translation	Language of instruction	Semester	CP
Revisione aziendale (corso progredito)	Auditing (advanced course)	ITA	I	6

b) 2 courses chosen from among the following:

Educational activity	English translation	Language of instruction	Semester	CP
Bilancio e informativa economico-finanziaria	Financial reporting and disclosure	ITA	II	6
Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	I	6
		ITA	II	6

Bilancio consolidato e performance dei gruppi	Consolidated financial statements and group performance			
Earnings quality analysis		ITA	II	6
Governance, risk assessment e sistemi di controllo interno	Governance, risk assessment and internal control systems	ITA	II	6
Forensic accounting, frauds and litigation		ITA	I	6

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

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2.9.5.3. Transaction advisory services

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8306	Crisi d'impresa e processi di ristrutturazione	Corporate distress and turnaround management	ITA	II	6
8307	Mergers and acquisitions		ITA and ENG (2 class groups)	I	6

b) 2 course freely chosen from among the electives of all of the other MSc programs

Last change 10/08/2007 17:26

2.9.5.4. Free track

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

Last change 28/07/2007 12:47

2.10.

Master of Science in Economics and Management in Arts, Culture, Media and Entertainment (ACME-LS)

Program Director:

Prof. Stefano Baia Curioni

Program Coordinator:

Dott.ssa Annalisa Sacco

Field of study

Management (no. 84/S)

Last change 02/08/2007 15:13

2.10.1.

Educational objectives

The educational objectives in ACME-LS program feature the same common characteristics and specific specialization of the major. These are summarized below.

- A solid comprehensive managerial culture with strong interfunctional expertise and general management. Especially knowledge of the most typical, unforeseen problems of management, organization, company promotion and organizations operating in the cultural sectors of media and entertainment; ability to understand and knowledge of the legal aspects within companies.
- Ability to work in projects. Specific competencies regarding projects and managing teams during the various phases of work. Sensitive to organizational behavior, understanding of the main group dynamics and decision-making, negotiation and knowledge.
- Cultural mediation, among the artistic, humanistic and managerial, typical of public institutions and markets. Integration of the managerial-economic areas and relative language and terminologies, functional competencies in such specific sectors as art, culture, media and entertainment.

The specific aspects of the specialization refer to particular collective study paths of the various professions and majors. These are characterized by highly individualized work objectives, strongly concentrated in field work, study and research, internship and thesis, exploiting academic excellence from the partner schools/organizations.

Last change 01/08/2007 15:54

2.10.2. Career opportunities

Graduates in ACME-LS program are offered career opportunities in the following specialized sectors:

- cultural heritage, archeologic, archiving, economist in the library sector, monuments;
- contemporary artistic production and arts markets;
- media and classic and multimedial editing of the music industry;
- live entertainment and sport;
- territorial systems, tourism, urbanization and theme parks

Professional profiles within these specialized sectors include the following:

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

Last change 02/08/2007 15:08

2.10.3. Program requirements breakdown

The program requirements of the ACME-LS program comprise educational activities totalling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
8 compulsory courses	48
2 workshop chosen by students	24
Activities chosen by the student	12
First European Union language	4
Second European Union language	4
Internship or similar activities	8

Thesis	20
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Last change 10/08/2007 17:27

2.10.4. Program structure

First year of studies

First semester

<i>Code</i>	<i>Educational activity</i>	<i>Language of instruction</i>	<i>CP</i>
8079	Advanced intellectual property law	ENG	6
8320	Evolutions in cultural consumption	ENG	6
8339	Organization (Project and team management)	ENG	6
8343	Performance measurement	ENG	6
8322	Quantitative methods for management	ENG	6

Second semester

<i>Code</i>	<i>Educational activity</i>	<i>Language of instruction</i>	<i>CP</i>
8360	Advanced marketing	ENG	6
8093	Intercultural studies	ENG	5
8005	Strategy and governance of cultural organizations	ENG	7
	1 workshop chosen by students		12
	First foreign language (lessons only)		
	Second foreign language (lessons only)		
Total CP of the first year of studies			60

Second year of studies

<i>Educational activity</i>	<i>CP</i>
1 workshop chosen by students	12
2 elective courses chosen by students	12
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CP of the second year of studies	60

The 12 credit points regarding the activities chosen by the students are divided into 2 courses, selected from among the electives for Bocconi MSc or from some courses specifically for ACME-LS students which will be communicated subsequently. To be agreed upon with the head of the workshop chosen.

It should be noted that while adhering to the educational objectives of the MSc program and of the ministerial tables concerning the field of study of Management, the program structure may be subject to slight variations

decided on by the Organs of administration.

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner schools for the ACME-LS program and the equivalent foreign graduate degrees are:

- Copenhagen Business School: MSoc Sc in Management of Creative Business Processes;
- Ecole des Hautes Etudes Commerciales (HEC) Paris: Diplôme in Management.

Other Double Degree agreements are being reached. For detailed information please consult the website www.ir.unibocconi.it/doubledegree.

The selection procedures for the program are presented in [chapter 5](#).

For detailed information about foreign languages see [chapter 4](#).

A number of selected students from the ACME-LS program can attend a training period as an exchange student, giving them a qualifying experience. This is possible through an agreement between Università Bocconi and other Universities. Three types of study offered with:

- Politecnico di Milano;
- Scuola Normale di Pisa;
- Università IUAV di Venezia.

Students who choose the Fashion and Design workshop, as defined with the Politecnico di Milano, can attend (recommended) the Workshop in Fashion and Design, which runs in the II semester by the Politecnico di Milano. The workshop has the characteristics of a field project and therefore can be recognized as an internship or similar activity (for a total of 8 credit points).

Students who choose the Artistic and Cultural Heritage workshop as their sector specialization have the opportunity to carry out a period of study at the Scuola Normale di Pisa. The program replaces elective courses required by the Bocconi for the second year (for a total of 12 educational credit points).

Students who choose Artistic and Cultural Heritage, Media and Contemporary Art are offered educational paths at the Università IUAV di Venezia. The program replaces elective courses required by the Bocconi for the second year (for a total of 12 educational credit points).

Students who would like to participate in the program offered by the Scuola Normale di Pisa must submit an application to the MSc Program Director by 15 November of their second year.

Students who would like to participate in the program offered by the IUAV must submit an application to the Program Director by 15 July of their first year, if they wish to enroll for first semester educational paths; and by 15

November of their second year, if they wish to enrol for second semester educational paths. As a minimum requirement, students must have passed their first year exams totalizing at least 40 educational credits by 15 July and 60 educational credits by 15 November.

As per agreement a maximum of 5 Bocconi students may be admitted to the exchange program.

For more information about the educational program, deadlines and selection, contact the MSc Program Director who is available during office hours displayed by the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>

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2.10.5.

Sectorial specialization area

The program structure doesn't include majors but it is made up of specialization areas. The areas may be subject to slight variations decided on by the Organs of administration

Following are the procedures to choose the workshops and electives.

First year of studies

1 elective course (workshop) from among the following

Code	Educational activity	Language of instruction	Semester	CP
8362	Communication and event management	ENG	II	12
8361	Cultural tourism and local development	ENG	II	12
8295	Production systems for arts and media	ENG	II	12

Second year of studies

a) 1 elective course (workshop) from among the following

Educational activity	English translation	Language of instruction	Semester	CP
Cultural heritage and arts market		ENG	I	12
Moda e design	Fashion and design	ITA	II	12
Media industries distribution systems		ENG	I	12
Performing arts and entertainment		ENG	I	12

b) 2 elective courses from among the electives offered for all MSc courses or from some courses specifically for ACME-LS students which will be communicated subsequently. To be agreed upon with the person responsible to the chosen workshop.

Moreover students who choose the Fashion and Design workshop, can attend (recommended) the Workshop in Fashion and Design, run by the Politecnico di Milano (see above paragraph).

Last change 10/08/2007 17:33

2.11.

Master of Science in Discipline economiche e sociali (DES-LS) - Economics and Social Sciences (ESS-LS)

Program Director:

Prof. Francesco Billari

Program Coordinator:

Dott.ssa Rebecca Graziani

Field of study

Economics (no. 64/S)

Last change 01/08/2007 15:20

2.11.1.

Educational objectives

The DES-LS / ESS-LS programs provide students with an advanced education preparing them for high-skilled jobs in socio-economic professions.

The program has one class group taught in Italian and one international class group taught entirely in English (Economics and Social Sciences).

While adhering to the educational objectives concerning the field of study of the programs, the DES-LS/ESS-LS have the following goals:

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

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

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

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2.11.2. Career opportunities

The possible career opportunities are:

- professions with a strong research emphasis, such as positions within international organizations, public or private research centers, consulting firms, the economic press, a professional academic career. With reference to academic career in areas of economics, statistical analysis, economics history, social sciences and applied mathematics;
- new professional contexts in which economists are strongly requested, such as regulatory authorities, central banking, non-profit organizations, innovative areas in public administration, such as diplomacy and international commerce;
- statistician within companies, socio-demographics, economic or financial organizations;
- in companies whose operational activities require a high level of analytical skill.

Last change 01/08/2007 15:57

2.11.3. Program requirements breakdown

The program requirements of the DES-LS / ESS-LS comprise educational activities totalling **120** credit points divided as follows:

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

Last change 10/08/2007 17:38

2.11.4. Program structure DES-LS (taught in Italian)

First year of studies

First semester

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8081	Diritto dell'impresa e del mercato	Competition law	ITA	6
8068	Matematica avanzata per l'economia e le scienze sociali	Advanced mathematics for economics and social sciences	ITA	8
8069	Statistica avanzata per l'economia e le scienze sociali	Advanced statistics for economics and social sciences	ITA	8
8094	Storia economica e dinamica sociale (Civiltà comparate)	Economic history and social dynamics (Comparative civilizations)	ITA	8

Second semester

<i>Educational activities</i>	<i>CP</i>
5 elective courses	30
First foreign language (lessons only)	
Second foreign language (lessons only)	
Total CP of the first year of studies	60

Second year of studies

<i>Educational activities</i>	<i>CP</i>
3 elective courses	18
Other related activities (workshop, interdisciplinary, assignments) or elective course	6
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internships or similar activities	8
Thesis	20
Total CP of the second year of studies	60

Students' study plan must include at least one exam from a course taught in English.

It should be noted that while adhering to the educational objectives of the MSc program and of the ministerial tables concerning the field of study of Economics, the program structure may be subject to slight variations decided on by the Organs of administration.

Last change 20/08/2007 15:30

2.11.5. Program structure ESS-LS (taught in English)

First year of studies

First semester

<i>Code</i>	<i>Educational activity</i>	<i>Language of instruction</i>	<i>CP</i>
8068	Advanced mathematics for economics and social sciences	ENG	8
8069	Advanced statistics for economics and social sciences	ENG	8
8081	Competition law	ENG	6
8094	Economic history and social dynamics (Comparative civilizations)	ENG	8

Second semester

<i>Educational activities</i>	<i>CP</i>
5 elective courses	30
First foreign language (lessons only)	
Second foreign language (lessons only)	

Total CP of the first year of studies	60
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Second year of studies

<i>Educational activities</i>	<i>CP</i>
3 elective courses	18
Other related activities (workshop, interdisciplinary, assignments) or elective course	6
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internships or similar activities	8
Thesis	20
Total CP of the second year of studies	60

It should be noted that while adhering to the educational objectives of the MSc program and of the ministerial tables concerning the field of study of Economics, the program structure may be subject to slight variations decided on by the Organs of administration.

Students who have excelled in their studies and have good language skills are selected for special programs. Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school. The partner schools for the DES-LS / ESS-LS programs and equivalent foreign graduate degrees are:

- Université Catholique de Louvain: Master en Sciences économiques orientation générale à finalité approfondie;
- Ecole des Hautes Etudes Commerciales (HEC) Paris: Diplôme in Management;
- The Moscow State Institute of International Relations (MGIMO-University): Master of Economics in the Area of the World Energy.

Other Double Degree agreements are being reached. For detailed information please consult the website www.ir.unibocconi.it/doubledegree.

The selection procedures for the program are presented in [chapter 5](#).

For detailed information about foreign languages see [chapter 4](#).

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed by the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

In order to be awarded the DES-LS / ESS-LS Degree the Ministerial requirements include 5 characteristic courses guided choice (30 credit points) and activities chosen by the student (24 credit points). Students must follow the instructions for choosing elective courses:

- second semester of the first year 2007-08 a.y.:
 - 5 elective courses from among those indicated at points a), b), c), d);

• second year 2008-2009 a.y.:

- 4 elective courses;

or

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

The first and second year elective courses must be chosen with the following procedures:

a) 2 courses chosen from among the General Economics group:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8309	Advanced macroeconomics		ENG	I	6
8096	Development economics		ENG	II	6
8283	Game theory: analysis of strategic thinking		ENG	II	6
8076	Microeconomia avanzata	Advanced microeconomics	ITA	II	6
8077	Political economics		ENG	I	6

b) 2 courses chosen from among the Applied Economics group:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8300	Econometric methods for innovation studies		ENG	II	6	
8019	Economia dell'energia	Energy economics	ITA	II	6	
8203	Economics of European integration		ENG	II	6	
8289	Industrial economics and competition policy		ENG	II	6	
8330	Industrial organization		ENG	I	8	
8291	International trade		ENG	II	6	
8104	Labour economics		ENG	II	6	
8085	Monetary policy		ENG	I	6	
8219	Principles of finance		ENG	II	6	cannot be chosen as elective course by CLEFIN-LS students
8202	Public economics		ENG	I	6	
8215	Regolamentazione dei mercati finanziari	Regulation of financial	ITA	I	6	

		markets				
8220	The economics and organization of inter-firm networks		ENG	II	6	

c) 1 course chosen from among the Econometrics and Quantitative Methods group:

Code	Educational activity	Language of instruction	Semester	CP
8004	Advanced econometrics	ENG	II	6
8097	Microeconometrics	ENG	II	6

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

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

Code	Educational activity	English translation	Language of instruction	Semester	CP
8231	Bayesian statistical methods		ENG	I	6
8224	Income distribution		ENG	I	6
8232	Population dynamics and economics		ENG	I	6
8250	Sociologia e storia (corso monografico)	Sociology and history (monographic course)	ITA	I	6
8303	Stochastic calculus with applications to finance and economics		ENG	I	6

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

See the list of workshops:

Educational activity	English translation	Language of instruction	Semester	CP	Note
Data collection using questionnaires workshop		ENG	II	3	Especially for DES-LS/ESS-LS and EMIT-LS students
Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a internet	Data sources for economic and social research workshop: from traditional media to the internet	ITA	I	3	Especially for DES-LS/ESS-LS and EMIT-LS students
Laboratorio di microeconometria applicata	Applied microeconometrics	ITA	II	3	Especially for DES-LS/ESS-LS
Computer programming for economic and social research workshop		ENG	I	3	Especially for DES-LS/ESS-LS and EMIT-LS students

Laboratorio di stampa ed economia	Press and economics workshop	ITA	I	3	Especially for DES-LS/ESS-LS and EMIT-LS students
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Brilliant, motivated students have the opportunity to take courses offered as part of the PhD in Economics and PhD in Statistics and receive a maximum of 30 credits recognized for exams passed. Interested students must request authorization from the MSc Program Director who, valued the PhD Coordinator's opinion, considers the applications received.

For further details contact the MSc Program Director.

It should be noted that while adhering to the educational objectives of the MSc degree and of the ministerial tables concerning the field of study of Economics, the range of elective courses offered for 2007-2008 a.y. may be subject to slight variations decided on by the Organs of administration.

[Last change 20/08/2007 15:30](#)

2.12.

Master of Science in Economics and Management of Innovation and Technology (EMIT-LS)

Program Director:

Prof. Stefano Breschi

Program Coordinator:

Dott. Stefano Brusoni

Field of study

Economics (no. 64/S)

[Last change 01/08/2007 15:21](#)

2.12.1.

Educational objectives

The EMIT-LS program provides students with advanced education preparing them for high-skilled jobs. While adhering to the educational objectives concerning the field of study of the program, the EMIT-LS program has the following goals:

- to provide graduates with strong skills in analysis and understanding the industrial and organizational sectors linked to innovation and use of new technology processes with a specific ability to carry out appropriate strategies and policies;
- to provide graduates with advanced abilities in planning, management and organization of innovation processes and use of new technologies in industrial companies and services.

2.12.2. Career opportunities

EMIT-LS graduates in have three main professional areas to choose from at a national and international level:

- in industrial companies and services sector, in areas such as: planning and coordinating innovative projects, the management of logistics processes, operations, IT and telecommunications resources, intellectual property management;
- as consultants for services to companies, in analysis processes, consulting, management of innovation and technological changes, and in venture capital companies;
- in bodies and institutions involved in dynamic innovative, industrial analysis and the development of policies, in such areas as: regulatory authorities, industry associations, centers for technological transfer, incubators, scientific and technological parks, research centers and national and international organizations.

Last change 20/08/2007 14:35

2.12.3. Program requirements breakdown

The program requirements of the EMIT-LS comprise educational activities totalling 120 credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
9 compulsory courses	60
Activities chosen by students	18
Sectorial workshop	6
First European Union language	4
Second European Union language	4
Internship or similar activities	8
Thesis	20

Last change 20/08/2007 14:36

2.12.4. Program structure

First year of studies

First semester

<i>Code</i>	<i>Course title</i>	<i>CP</i>
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		<i>Language of instruction</i>	
8330	Industrial organization	ENG	8
8082	Intellectual property and competition law	ENG	6
8329	Microeconomics of technical change	ENG	8
8337	Technology and innovation strategy	ENG	6

Second semester

<i>Code</i>	<i>Course title</i>	<i>Language of instruction</i>	<i>CP</i>
8204	Entrepreneurship, finance and innovation	ENG	6
8332	Managerial and behavioural perspectives on firm theory	ENG	6
8340	Organizational Dynamics and Technical Change	ENG	6
8323	Statistics for economics and business	ENG	8
8331	Innovation, competition and economic growth (major A students or free track students)	ENG	6
8296	Innovation management (major C students o free track students)	ENG	6
8364	Management of Information System: IS development (major B students or free track students)	ENG	6
	first foreign language (lessons only)		
	second foreign language (lessons only)		
	Total CP of the first year of studies		60

Second year of studies

<i>Educational activities</i>	<i>CP</i>
3 elective courses	18
2 sectorial workshops to be chosen from WORKSHOP LIST (*) (**)	6
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CP of the second year of studies	60

(*) In case of studies abroad an unrelated course is recognized as long as it is approved by the MSc Program Director.

(**) WORKSHOPS LIST "Sectoral Systems of Innovation Workshops"

Course title	Language of instruction	Semester	CP
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Automotive	ENG		3
Energy and environment	ENG		3
Innovation in services	ENG		3
Intellectual property rights	ENG		3
Life sciences	ENG		3
Media and telecom	ENG		3
Open innovation	ENG		3
Technology transfer	ENG		3

It should be noted that while adhering to the educational objectives of the MSc Program and of the ministerial tables concerning the field of study of Economics, the program structure may be subject to slight variations decided on by the Organs of administration.

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner school for the EMIT-LS program and equivalent foreign graduate degree are:

- Rotterdam School of Management RSM Erasmus Universiteit: Master of Science in Business Administration.

Other Double Degree agreements are being reached. For detailed information please consult the website www.ir.unibocconi.it/doubledegree.

The selection procedures for the program are presented in [chapter 5](#).

For detailed information about foreign languages see [chapter 4](#).

Last change 20/08/2007 14:38

2.12.5. Majors

The 18 credit points regarding the activities chosen by the students are divided into 3 courses and concern the personalized academic major (free track) or one of the following recommended majors:

- Industrial and Innovation Economics (major A);
- Management Information Systems (major B);
- Technology and Innovation Management (major C).

The Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed by the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

Please note that the program structures may be subject to slight variations decided on by the Organs of administration.

Last change 20/08/2007 14:40

2.12.5.1. Industrial and Innovation Economics

The major structure includes:

a) 3 courses chosen from among the following:

Course title	Language of instruction	Semester	CP
Development economics	ENG	II	6
Econometric methods for innovation studies	ENG	II	6
Historical dynamics of innovating firms	ENG	II	6
Industrial dynamics and international competitiveness	ENG	II	6
International trade	ENG	II	6
The economics and organization of inter-firm networks (applications of social network analysis)	ENG	II	6

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2.12.5.2. Management Information Systems

The major structure includes:

a) 3 courses chosen from among the following:

Course title	Language of instruction	Semester	CP
Enterprise resource planning	ENG	II	6
Information security	ENG	I	6
Is governance	ENG	I	6
Project management	ENG	II	6

Last change 20/08/2007 14:42

2.12.5.3. Technology and Innovation Management

The major structure includes:

a) 3 courses chosen from among the following:

Course title	Language of instruction	Semester	CP
Economics and management of knowledge	ENG	II	6
Innovation and sustainability	ENG	I	6
Product marketing innovation	ENG	II	6
Research and development management	ENG	II	6
Supply chain management	ENG	I	6

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2.12.5.4. Free track

The 18 credit points regarding the educational activities are divided into 3 courses chosen freely by the student from among the electives of MSc programs, with prior approval from the MSc Program Director or his/her delegate or 2 electives and educational activities (workshops and /or assignments) worth 6 credit points. The list

of workshops is as follows:

Course title	English translation	Language of instruction	Semester	CP	Note
Data collection using questionnaires workshop		ENG	II	3	Especially DES-LS/ESS-LS and EMIT-LS students
Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a internet	Data sources for economic and social research workshop: from traditional media to the internet	ITA	I	3	Especially for DES-LS /ESS-LS and EMIT-LS students
Computer programming for economic and social research workshop		ENG	I	3	Especially for DES-LS/ESS-LS and EMIT-LS students
Laboratorio di stampa ed economia	Press and economics workshop	ITA	I	3	Especially for DES-LS/ESS-LS and EMIT-LS students

Last change 20/08/2007 14:45

2.13.

Master of Science in Giurisprudenza [Law] (CLG-LS)

Program Director:

Prof. Damiano Canale

Program Coordinator:

Dott.ssa Laura Morlotti

Field of study

Law (no. 22/S)

Last change 01/08/2007 15:22

2.13.1.

Educational objectives

The CLG-LS program provides students with an advanced education preparing them for high-skilled jobs.

While adhering to the educational objectives concerning the field of study of the program, the CLG-LS program has the following goals:

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

Last change 01/08/2007 16:05

2.13.2. Career opportunities

Career opportunities open to CLG-LS graduates include:

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

Last change 20/08/2007 14:45

2.13.3. Program requirements breakdown

The program requirements of the CLG-LS program comprise educational activities totalling **120** credit points divided as follows:

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

Students enrolled in CLG-LS program, who graduated in other universities, are required to resolve any Ministerial and/or Bocconi requirements which were determined when enrolling. Therefore, the student's individual study plan is composed of the 120 credit points needed for the MSc plus those credit points relating to educational

debits.

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

Last change 20/08/2007 14:46

2.13.4. Program structure

First year of studies

First semester

<i>Code</i>	<i>Course title</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8086	Diritto amministrativo (corso progredito)	Advanced administrative law	ITA	6
8071	Diritto commerciale (corso progredito)	Company and business law (advanced course)	ITA	8
8098	Diritto del lavoro (corso progredito)	Labour law (advanced course)	ITA	6
8088	Diritto penale	Criminal law	ITA	8

Second semester

<i>Code</i>	<i>Course title</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8083	Diritto civile	Civil law	ITA	8
8084	Diritto processuale civile	Civil procedure	ITA	6
8089	Procedura penale	Criminal procedure	ITA	6
8090	Storia delle codificazioni	History of codifications	ITA	6
	foreign language (lessons only)			
	Total CP of the first year of studies			54

Second year of studies

<i>Code</i>	<i>Educational activities</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
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8257	Diritto romano (impartito nel I semestre)	Roman law (offered in semester I)	ITA	6
8258	Diritto Unione Europea (impartito nel I semestre)	European Union law (offered in semester I)	ITA	6
	2 elective courses			12
	Foreign language (lessons + exam 1st sem 2nd year)			4
	Seminars, elective course or second foreign language			6
	Internships or similar activities			6
	Thesis			26
	Total CP of the second year of studies			66

It should be noted that while respecting the educational objectives of the MSc program and of the ministerial tables relative to the field of study of Law, the program structure may be subject to slight variations decided on by the Organs of administration.

In addition, the specific international agreement with the Themis network gives those students who are selected on the basis of their academic performance the possibility to obtain an international diploma awarded by the 4 institutions which create the consortium.

The selection procedures for the program are presented in chapter 5.

Information about educational debits for those students who did not study a directly linked degree (CLSG) is published on the website at <http://www.unibocconi.it/graduatedegrees>.

For detailed information about languages see chapter 4.

Last change 20/08/2007 14:47

2.13.5. Majors

The 18 credit points relative to the activities chosen by the students are divided into 2 electives of the total value of 12 credit points and the remaining 6 credit points for seminars, elective course or a second foreign language.

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

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

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

Please note that the majors may be subject to slight variations decided on by the Organs of administration.

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2.13.5.1. Private business and law

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

Course title	English translation	Language of instruction	Semester	CP	Note
Comparative business and corporate law		ENG	II	6	
Corporate social responsibility		ITA	II	6	
Criminologia	Criminology	ITA	I	6	
Crisi d'impresa e processi di ristrutturazione	Corporate distress and turnaround management	ITA	II	6	
Diritto dell'arbitrato interno e internazionale	Internal and international arbitration law	ITA	I	6	
Diritto della comunicazione e dell'informazione	IT and communication law	ITA	I	6	
Diritto della concorrenza	Antitrust law	ITA	I	6	
Diritto ed economia del terzo settore	Right and economy of non profit organizations and social enterprises	ITA	I	6	cannot be chosen as elective course by ACME-LS students
Diritto fallimentare	Bankruptcy law	ITA	I	6	
Diritto internazionale privato	International private law	ITA	I	6	

Forensic accounting, frauds and litigation		ITA	I	6	
International and comparative taxation		ENG	I	6	

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2.13.5.2. Public sector and law

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

Course title	English translation	Language of instruction	Semester	CP	Nota
Comparative business and corporate law		ENG	II	6	
Comparative industrial relations		ENG	I	6	
Corporate social responsibility		ITA	II	6	
Diritto costituzionale regionale	Regional constitutional law	ITA	I	6	
Diritto della comunicazione e dell'informazione	IT and communication law	ITA	I	6	
Diritto ed economia del terzo settore	Right and economy of non profit organizations and social enterprises	ITA	I	6	cannot be chosen as elective course by ACME-LS students
Diritto internazionale privato	International private law	ITA	I	6	
Diritto pubblico dell'economia	Regulation in economics	ITA	I	6	
Diritto tributario internazionale	International tax law	ITA	II	6	
Economia e gestione delle public utilities	Management of public utilities	ITA	II	6	
Gestione finanziaria delle amministrazioni pubbliche	Financial management for public administration	ITA	I	6	
International and comparative taxation		ENG	I	6	
International trade law		ENG	I	6	
		ITA	I	6	

Management delle organizzazioni non profit internazionali	International NGO management				
Protezione delle risorse e dell'ambiente	Protection of resources and environment	ITA	I	6	
Sistemi contabili pubblici	Public sector accounting	ITA	I	8	
Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	II	6	

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2.13.5.3. Free track

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

Last change 20/08/2007 14:53

3. PROGRAM STRUCTURES OF THE MASTER OF SCIENCE DEGREES gco Students enrolled in 2006-2007 academic year

In the 2007-2008 a.y. the Università Bocconi Economics Faculty is offering 11 MSc programs in the second year of studies.

The University's Graduate School of Law is offering 10 MSc programs.

- 8 MSc programs belonging to the Management field of study (no. 84/S of the Ministerial Decree of 28 November, 2000):
 - Management (M-LS);
 - Marketing Management (MM-LS);
 - Organizzazione e sistemi informativi [Organization and IT Systems] (OSI-LS)
 - Amministrazione, finanza aziendale e controllo [Accounting, Corporate, Finance and Control] (AFC-LS);
 - Economia e management delle amministrazioni pubbliche e delle istituzioni internazionali [Economics and Management of Public Administration and International Institutions] (CLAPI-LS);
 - Economia e management delle istituzioni e dei mercati finanziari [Finance] (CLEFIN-LS);
 - Economia e legislazione per l'impresa [Law and Business Administration] (CLELI-LS);
 - Economia e management per le arti, la cultura e la comunicazione [Economics and Management of Arts, Culture and Communication] (CLEACC-LS);
- 2 MSc programs belonging to the Economics field of study (no. 64/S of the Ministerial Decree of 28 November, 2000):

- Discipline economiche e sociali [Economics and Social Sciences] (DES-LS);
- Economia e management dei mercati internazionali e delle nuove tecnologie [Economics and Management of International Markets and New Technologies] (CLEMIT-LS).

The MSc program belonging to the Law field of study no. 22/S of the Ministerial Decree 28 November, 2000, is part of the School of Law :

- Giurisprudenza [Law] (CLG-LS).

On average the class groups are comprised of 100 students per class group, except for the DES-LS and CLG-LS programs which have 80 and 120 respectively, and are structured as follows:

MSc program	Italian class groups	International class groups taught in English	Total class groups
M-LS/GM-LS 2nd year	3	1 (International Management)	4
MM-LS 2nd year	2		2
OSI-LS 2nd year	1		1
AFC-LS 2nd year	2		2
CLAPI-LS 2nd year	1		1
CLEFIN-LS 2nd year	2	1 (Finance)	3
CLELI-LS 2nd year	1		1
CLEACC-LS 2nd year	1		1
DES-LS 2nd year	1	1 (Economics and Social Sciences)	2
CLEMIT-LS 2nd year	1		1
CLG-LS 2nd year	2		2

The MSc program requirements are expressed in credit points.

A credit point is the unit of measurement which determines the workload students are required to fulfill. It is assumed that students are adequately prepared from the start to carry out the educational activities required by the degree program. The workload includes classroom activities (lessons, exercises, seminars) and individual study.

In accordance with the ECTS (European Credit Transfer and Accumulation System), on average 25 hours of work are worth one credit point for the student; about 8 hours are spent in the classroom.

The average workload for a full-time student is set at 60 credit points per year, as per agreement.

To graduate, MSc students must have acquired 120 credit points.

Credit points do not substitute marks: they are given when passed exams are registered.

The credit points assigned to each individual educational activity are gained when students pass the exam or when their progress is verified in other ways as required by the activity.

Last change 02/08/2007 10:47

3.1. Educational debits

Students enrolled in their first year of CLG-LS who hold a degree from other universities are required to make up any Ministerial and/or Bocconi educational debits and/or supplementary educational debits as determined upon enrollment. Therefore, the student's individual study plan is composed of 120 credit points needed for the MSc plus the credit points related to educational debits.

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

Last change 03/08/2007 17:48

3.2. Educational activities in the study plan

The MSc program structures are made up of educational activities for which credits are assigned. The activities include the following:

- compulsory courses;
- activity chosen by students: electives or other educational activities (for example, workshops or assignments);
- first and second EU foreign language (for the CLG-LS a second foreign language is optional);
- internship or similar activities;

- thesis.

Please note that in order to graduate, the regulations require knowledge of 2 European Union languages, besides Italian, for programs in the Economics and Management fields of study (first and second language). For degree programs in the Law field of study at least 1 EU language, besides Italian, (first foreign language) is required.

Last change 01/08/2007 16:09

3.2.1. Compulsory courses

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

Compulsory courses are needed in order to satisfy program requirements and they represent the fundamental building blocks for achieving the educational objectives of the degree program. They can be classified as: "basic", "characteristic" of the program's field of study, "similar or supplementary to the characteristics ones", with regard to advanced-level education for the exercise of highly qualified activity in specific areas, and "independently decided upon by the University" (ex Ministerial Decree 509/99).

This chapter contains a section concerning each MSc program where students can find the detailed program structure with the list of all the compulsory courses, their credit point value and position in the program structure (generally the first year, with the exception of the CLG-LS which also has compulsory courses in the second year).

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

Students can receive credit for exams recognized either in full or partially after the course program has been integrated according to the procedures that can be found in chapter 8, paragraph "Credit for exams passed at universities abroad".

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

These profiles are identified with the following initials:

- **CC** compulsory courses of the MSc program;
- **CO** compulsory courses chosen as an alternative to another compulsory course for the same MSc program.

Detailed courses programs (**course syllabuses**) are available from the secretary's office of the Institute responsible for the course and are also generally given out in the classrooms by teachers on the first days of

lessons.

Last change 07/08/2007 10:56

3.2.2. Educational activities chosen by students

Elective courses are those chosen by students in order to complete their individual study plans, according to the chosen major. Students can choose from among the group of courses offered by the University and/or offered in collaboration with other universities.

These courses are part of the "educational activities freely chosen by the student" (ex Ministerial Decree 509/99). This chapter contains a section concerning each MSc program where students can find the detailed program structure with the number of electives scheduled.

Elective courses are generally worth 6 credit points.

The choice of electives must be made at the start of the second year of studies for all programs, with the exception of DES-LS in which case the choice must be made during the first year of studies. The procedure is indicated in chapter 10, paragraph "First-year procedures and administrative deadlines".

Before choosing their electives students should consult the "Table of ncompatible courses" and the "Table of banned courses" that can be found in the appendix.

The "Incompatible courses table" indicates the courses that cannot be chosen together in the same study plan because their course profiles are either exactly the same or partly similar. The "Banned courses table" indicates the courses that cannot be included in the study plan of a specific MSc program.

The exams related to electives can be taken at universities abroad as part of the programs offered by the International Relations Service. The criteria and credit approval procedure is indicated in chapter 8, paragraph "Credit for exams passed at universities abroad".

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

These profiles are identified with the following initials:

AI electives

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

Workshops are activities that are worth 3/6 credit points; they are interdisciplinary activities. Student evaluation is exam-based and marked out of 30 by the workshop teacher.

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

Information concerning: educational objectives, career opportunities, course programs including compulsory course details, majors offered, criteria for choosing electives and choice groups for each MSc program are listed below.

The educational offer for the 2007-2008 academic year will include an e-learning class group for some elective courses already taught in the same semester with traditional methods.

Last change 07/08/2007 10:52

3.3. Master of Science in Management (M-LS)

Program Director:
Prof. Carlo Salvato

Coordinator for the English class group (International Management):
Prof. Markus Venzin

Program Coordinator:
Dott. Alessandro Minichilli

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

Last change 01/08/2007 15:30

3.3.1. Educational objectives

The Master of Science in Management aims to provide students with the skills and knowledge assets that contemporary managerial and entrepreneurial roles require within organizations or externally as business consultants.

The program includes class groups taught in Italian and one international class group taught entirely in English (International Management). The program offers in-depth study through a choice of majors that integrate practical and sectorial knowledge from inter-functional, international and entrepreneurial perspectives, thus preparing graduates to undertake strategic roles.

While adhering to the educational objectives concerning the program's field of study, the Master of Science in Management has the following goals:

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

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3.3.2. Career opportunities

Possible career opportunities are in:

- companies of any size and scope in a wide variety of industries. In large-sized companies the Management graduate can be placed in a variety of departments and in different roles that require inter-functional knowledge, international vision, and the ability to change. In smaller-sized companies the Management graduate can undertake the role of assistant to the entrepreneur or to Department Managers;
- consulting firms: Management graduates are generally hired as junior analysts, business analysts, assistant consultants and for similar positions;
- family-owned enterprises;
- start-ups: Management graduates have the skills and abilities to play a role in entrepreneurial teams working to create new companies;
- companies active in symbol-intensive markets;
- research centres and advanced managerial training. In these companies Management graduates can make a significant contribution due to the systemic and inter-functional knowledge of company operation.

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3.3.3. Program requirements breakdown

The program requirements of the M-LS program comprise educational activities totaling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
9 compulsory courses	60
Activities chosen by the student	24
First European Union language	4
Second European Union language	4

Internship or similar activities	8
Thesis	20

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3.3.4. Program structure (Italian class groups)

First year of studies, 2006-2007 a.y.

I semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8030	Business - government relations (Relazioni pubblico - privato)	Business - government relations	ITA	6
8071	Diritto commerciale (corso progredito)	Company and business law (advanced course)	ITA	6
8006	Marketing management		ITA	6
8016	Performance measurement (Valutazione e gestione delle performance)	Performance measurement (Performance evaluation and management)	ITA	8
8047	Scenari economici	Economic prospects	ITA	6
II semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8001	Corporate governance		ITA	6
8002	Gestione strategica	Strategic management	ITA	8
8034	People management		ITA	8
8042	Investment banking		ITA	6
	or	or		
8017	Politiche finanziarie di impresa	Corporate finance	ITA	6
	first foreign language (lessons only)			
	second foreign language (lessons only)			
Total CPs, first year of studies				60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8

Thesis	20
Total CPs, second year of studies	60

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3.3.5.

Program structure class group taught in English (International Management)

Coordinator: Prof. Markus Venzin

First year of studies, 2006-2007 a.y.

I semester			
<i>Code</i>	<i>Educational activity</i>	<i>Language of instruction</i>	<i>CP</i>
8030	Business - government relations	ENG	6
8071	Company and business law (advanced course)	ENG	6
8047	Economic prospects	ENG	6
8006	Marketing management	ENG	6
8016	Performance measurement (Performance evaluation and management)	ENG	8
II semester			
<i>Code</i>	<i>Educational activity</i>	<i>Language of instruction</i>	<i>CP</i>
8001	Corporate governance	ENG	6
8017	Corporate finance	ENG	6
	or		
8042	Investment banking	ENG	6
8034	People management	ENG	8
8002	Strategic management	ENG	8
	First foreign language (lessons only)		
	Second foreign language (lessons only)		
Total CPs, first year of studies			60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2 nd year)	4
Second foreign language (lessons + exam 1st sem 2 nd year)	4
Internship or similar activities	8
Thesis	20
Total CPs, second year of studies	60

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner schools for the MSc in Management and equivalent foreign graduate degrees are listed below:

- Rotterdam School of Management RSM Erasmus Universiteit: Master of Science in Business Administration;
- École des Hautes Études Commerciales (HEC) Paris: Diplôme in Management;
- Fudan University: Master of Science in International Management;
- Esade: Master of Science in International Management.

Furthermore, those students who are selected on the basis of their academic performance can also obtain the CEMS-MIM (Master in International Management) awarded by the CEMS network, of which Bocconi is a member.

The selection procedures for the program are presented in [chapter 5](#).

Check [chapter 4](#) for detailed information on foreign languages.

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3.3.6. Majors

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

- Accounting and control;
- Corporate finance
- Management of manufacturing companies;
- Operations and innovation management;
- Entrepreneurship (small and medium enterprises);
- International management (recommended for the English class group);
- Financial intermediaries;
- Social and non profit enterprise management (collectively with CLAPI-LS);
- Management consulting (collectively with OSI-LS);
- Marketing;
- Management of fashion and design firms (in collaboration with Politecnico and collectively with CLEACC-LS);
- Organization;
- Retailing.

The MSc Program Director is available during office hours to provide more information concerning the program structure. Office hours are accessible on the bulletin boards of the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

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3.3.6.1.

Accounting and control (code 38)

Coordinator of the major: Prof. Andrea Dossi

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8137	Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	I	6
8140	Bilancio consolidato e performance dei gruppi	Consolidated financial statements and group performance	ITA	II	6
8150	Governance, risk assessment e sistemi di controllo interno	Governance, risk assessment and internal control systems	ITA	II	6
8156	Strategic management accounting		ITA	I	6

c) 1 course freely chosen from among the electives of MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	Language of instruction	Semester	CP	Note
8366	Corporate finance	ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class

					group is offered as an elective to MSc students except AFC-LS
8042	Investment banking	ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.2. Management consulting (code 39)

Coordinator of the major: Ferdinando Pennarola

This major is jointly run with the OSI-LS and it is recommended for the international class group taught in English.

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	Language of instruction	Semester	CP
8131	Management consulting	ENG	I	6
8116	Strategic business modelling	ENG	II	6

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8304	Competitive analysis and business scenarios		ENG	II	6	
8128	I sistemi informativi integrati (ERP)	Enterprise resource planning	ITA	II	6	
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	I	6	available also in e-learning
8134	Project management		ENG	II	6	

c) 1 course freely chosen from among the electives of MSc programs including the course that was not taken as

the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8366	Corporate finance		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.3.

Management of manufacturing companies (code 40)

Coordinator of the major: Sergio Pivato

The major structure includes:

a) 2 compulsory courses :

Code	Educational activity	English translation	Language of instruction	Semester	CP
8163	Corporate social responsibility		ITA	II	6
8178	Management delle acquisizioni	Acquisition management	ITA	I	6

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8177	Logistics management and strategy		ITA	II	6
8183	Protezione delle risorse e dell'ambiente	Protection of resources and environment	ITA	I	6

c) 1 course freely chosen from among the electives of MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8366	Corporate finance		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.4.

Corporate finance (code 41)

Coordinator of the major: Alessandro Nova

This major is recommended for the group taught in English.

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8024	Finanza aziendale (Introduzione alle valutazioni)	Corporate finance (Business valuation)	ITA and ENG (2 class groups	I	6	CLEFIN-LS compulsory course
8145	International corporate finance		ITA and ENG (2 class groups)	I	6	

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8146	Bond and equity offerings			I	6

			ITA and ENG (2 class groups)		
8141	Capital budgeting e gestione del circolante	Capital budgeting	ITA	I	6
8157	Tesoreria e gestione dei rischi finanziari d'impresa	Treasury and financial risk management: a corporate perspective	ITA	I	6

c) 1 course freely chosen from among the electives of MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8366	Corporate finance		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.5. Operations and innovation management (code 42)

Coordinator of the major: Prof. Alberto Grando

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8184	Research and development management		ITA	II	6
8281	Technology and product innovation management		ITA	I	6

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Semester	CP
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			Language of instruction		
8166	Culture, media e consumo	Cultures, media and consumption	ITA	II	6
8177	Logistics management and strategy		ITA	II	6
8187	Supply chain management		ITA	I	6

c) 1 course freely chosen from among the electives of MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8366	Corporate finance		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.6.

Entrepreneurship and small and medium enterprises (code 43)

Coordinator of the major: Prof. Guido Corbetta

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	I	6	offered also in e-learning
8115	Strategia delle aziende familiari	Strategic management of family businesses	ITA	I	6	

b) 1 course chosen from among the following:

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

c) 1 course freely chosen from among the electives of all MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8366	Corporate finance		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.7.

International management (code 44)

Coordinators of the major: Prof. Fabrizio Perretti - Prof. Markus Venzin

This major is recommended for the group taught in English.

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8137	Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	I	6
8358	Comparative business history: competition and globalization		ENG	I	6
8347	Decision making and negotiation		ENG	II	6
8145	International corporate finance		ITA and ENG (2 class groups)	I	6
8193	International financial markets		ENG	II	6
8133	Organizzazione e cultura delle aziende multinazionali	Cross cultural management	ITA	II	6
8281	Technology and product innovation management		ITA	I	6

c) 1 course freely chosen from among the electives of MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8366	Corporate finance		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.8.

Financial intermediaries (code 45)

Coordinator of the major: Prof. Stefano Caselli

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8196	Comparative financial systems		ENG	II	6
8191	Investment banking and structured finance		ENG	I	6
8194	Private banking e gestione dei patrimoni istituzionali	Private banking and money management for institutional investors	ITA	I	6

c) 1 course freely chosen from among the electives of MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8366	Corporate finance		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.9.**Social and non profit enterprise management (code 81)****Coordinator of the major:** Prof. Giorgio Fiorentini

This major is jointly run with the CLAPI-LS.

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8353	Management delle organizzazioni non profit internazionali	International NGO management	ITA	I	6
8350	Management dell'impresa sociale non profit e ONG	Management of social and no profit enterprises	ITA	I	6

b) At least 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8302	Diritto ed economia del terzo settore	Right and economy of non profit organizations and social enterprises	ITA	I	6	cannot be chosen as elective course by CLEACC-LS students
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	I	6	available also in e-learning
8291	International trade		ENG	II	6	cannot be chosen as elective course by CLEMIT-LS students
8351	Management dei servizi sanitari	Health care management	ITA	I	6	
8354	Management del fund raising	Fund raising management	ITA	II	6	
8121	Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	II	6	
8179	Marketing dei servizi	Services marketing	ITA	I	6	
8252	Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	II	6	

c) The possibility to choose 1 course freely from among the electives of MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8366	Corporate finance		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.10. Marketing (code 47)

Coordinator of the major: Prof. Bruno Busacca

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8162	Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	II	6	
8264	International marketing		ENG	II	6	alternative of 8181
8181	Marketing internazionale	International marketing	ITA	I	6	alternative of 8264

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP

			instruction		
8159	Brand management		ITA	II	6
8160	B to B marketing		ENG	II	6
8179	Marketing dei servizi	Services Marketing	ITA	I	6

c) 1 course freely chosen from among the electives of MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8366	Corporate finance		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking		ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.11. Management of fashion and design firms (code 48)

Coordinator of the major: Dott. Salvo Testa

This major is offered in collaboration with Politecnico and jointly run with the CLEACC-LS.

The major structure includes:

a) 3 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8174	Laboratorio di moda e design	Fashion and design workshop	ITA	II	6	
8112			ITA	I	6	

	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes				incompatible with 8344
8113	Management delle imprese di moda e design: i processi strategici	Management of fashion and design companies: strategic processes	ITA	II	6	incompatible with 8344

b) 1 course freely chosen from among the electives of MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	Language of instruction	Semester	CP	Note
8366	Corporate finance	ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking	ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

As part of the collaboration with the Politecnico, students have the opportunity (recommended) to take the "Fashion Design Workshop" which runs in the II semester at the Politecnico of Milan. The workshop has the same characteristics as a field project and therefore can be recognized as "internship or similar activity".

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3.3.6.12. Organisational behaviour and analysis (code 49)

Coordinator of the major: Prof.ssa Silvia Bagdadli

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP
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8133	Organizzazione e cultura delle aziende multinazionali	Cross cultural management	ITA	II	6
8134	Project management		ENG	II	6

b) 1 course chosen from among the following:

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

c) 1 course freely chosen from among the electives of MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	Language of instruction	Semester	CP	Note
8366	Corporate finance	ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking	ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.13. Retailing (code 50)

Coordinator of the major: Prof. Sandro Castaldo

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP
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8165	Economia della distribuzione commerciale	Retail management	ITA	II	6
8170	Innovazione nel retailing	Retailing innovation	ITA	II	6

b) 1 course chosen from among the following:

Code	Educational activity	Language of instruction	Semester	CP
8161	Channel and trade marketing	ITA	I	6
8167	E-marketing	ENG	I	6
8177	Logistics management and strategy	ITA	II	6

c) 1 course freely chosen from among the electives of MSc programs including the course that was not taken as the first-year alternative (8366 is equivalent to 8017):

Code	Educational activity	Language of instruction	Semester	CP	Note
8366	Corporate finance	ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8017 graduate M-LS; the ENG class group is offered as an elective to MSc students except AFC-LS
8042	Investment banking	ITA and ENG (2 class groups)	II	6	the Italian class group is jointly run with 8363 graduate M-LS; the ENG class group is offered as an elective to MSc students except CLEFIN-LS

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3.3.6.14.

Free track (code 51)

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

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3.4.

Master of Science in Marketing Management (MM-LS)

Program Director:

Prof.ssa Antonella Carù

Assistant Program Director:

Dott.ssa Stefania Borghini

Field of study:

Management (no. 84/S)

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3.4.1.**Educational objectives**

The MM-LS program provides students with sophisticated education in preparation for performing high-skilled jobs.

While respecting the educational objectives of the program's field of study, the MM-LS program has the following goals:

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

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3.4.2.**Career opportunities**

Graduates are offered **career opportunities** in the following fields:

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

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

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3.4.3. Program requirements breakdown

The program requirements of the MM-LS program comprise educational activities totaling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
Activities chosen by the student	24
First European Union language	4
Second European Union language	4
Internship or similar activities	8
Thesis	20

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3.4.4. Program structure

First year of studies, 2006-2007 a.y.

I semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>

8008	Competitive analysis (Competitive intelligence e regolamentazione concorrenza)	Competitive analysis (Competitive intelligence and regulation)	ITA	6
8012	Consumer behaviour (Analisi del comportamento del consumatore)	Consumer behaviour	ITA	5
8048	Industry analysis (Economia dei settori industriali e dell'innovazione)	Industry analysis (Industrial economics and economics of innovation)	ITA	8
8015	Sistemi informativi per il marketing	Marketing information technology	ITA	6
8011	Strategic marketing		ITA	6
II semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8009	Channel marketing (Evoluzione del commercio; analisi e progettazione)	Channel marketing (Trade evolution analysis and planning)	ITA	6
8072	Diritto per il marketing	Legal issues in marketing	ITA	6
8062	Metodi quantitativi per il marketing	Quantitative methods for marketing	ITA	6
8297	Product and marketing innovation		ITA	5
8007	Teoria generale dei consumi (Consumo e antropologia culturale)	Consumption theory (Consumption and cultural anthropology)	ITA	6
	First foreign language (lessons only)			
	Second foreign language (lessons only)			
Total CPs, first year of studies				60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CPs, second year of studies	60

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner schools for the MM-LS program and equivalent foreign graduate degrees are listed below:

- Rotterdam School of Management RSM Erasmus Universiteit: Master of Science in Business Administration;
- Copenhagen Business School: Master of Science in Economics and Business Administration;
- École des Hautes Études Commerciales (HEC) Paris: Diplôme in Management;
- Esade: Master of Science in Marketing Management.

See [Chapter 5](#) for information on how to participate in the programs.

See [chapter 4](#) for detailed information on foreign languages.

3.4.5. Majors

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

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

The Program Director is available during office hours to provide more information concerning the program structure. Office hours are accessible on the bulletin boards of the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

3.4.5.1. Business communication and media (code 52)

The major structure includes:

a) 2 courses chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8158	Advertising management		ITA	II	6	
8162	Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	II	6	
8172	Laboratorio di comunicazione	Workshop in communication	ITA	I	6	primarily for CLEACC-LS and MM-LS students
8186	Semiotica dei consumi e teoria della comunicazione	Semiotics of consumption and communication theories	ITA	I	6	

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8288	Analisi delle performance di marketing	Marketing performance analysis	ITA	II	6	
8159	Brand management		ITA	II	6	
8160	B to B marketing		ENG	II	6	
8161	Channel and trade marketing		ITA	I	6	
8164	CRM and loyalty management		ITA	I	6	cannot be chosen as elective course by M-LS students
8166	Culture, media e consumo	Cultures, media and consumption	ITA	II	6	
8165	Economia della distribuzione commerciale	Retail management	ITA	II	6	
8287	Economia e gestione delle public utilities	Management of public utilities	ITA	II	6	
8167	E-marketing		ENG	I	6	
8170	Innovazione nel retailing	Retailing innovation	ITA	II	6	
8264	International marketing		ENG	II	6	alternative of 8181
8112	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	I	6	incompatible with 8344
8179	Marketing dei servizi	Services marketing	ITA	I	6	
8180	Marketing esperienziale	Experiential marketing	ITA	II	6	
8181	Marketing internazionale	International marketing	ITA	I	6	alternative of 8264
8232	Population dynamics and economics		ENG	I	6	
8134	Project management		ENG	II	6	
8185	Sales and key account management		ENG	I	6	

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

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3.4.5.2. Channel and retail management (code 53)

The major structure includes:

a) 2 courses chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8161	Channel and trade marketing		ITA	I	6
8165	Economia della distribuzione commerciale	Retail management	ITA	II	6
8179	Marketing dei servizi	Services marketing	ITA	I	6
8180	Marketing esperienziale	Experiential marketing	ITA	II	6

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8158	Advertising management		ITA	II	6	
8288	Analisi delle performance di marketing	Marketing performance analysis	ITA	II	6	
8159	Brand management		ITA	II	6	
8160	B to B marketing		ENG	II	6	
8162	Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	II	6	
8164	CRM and loyalty management		ITA	I	6	cannot be chosen as elective by M-LS students
8166	Culture, media e consumo	Cultures, media and consumption	ITA	II	6	
8287	Economia e gestione delle	Management of public utilities	ITA	II	6	

	public utilities					
8167	E-marketing		ENG	I	6	
8170	Innovazione nel retailing	Retailing innovation	ITA	II	6	
8264	International marketing		ENG	II	6	alternative of 8181
8172	Laboratorio di comunicazione	Workshop in communication	ITA	I	6	primarily for CLEACC-LS and MM-LS students
8112	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	I	6	incompatible with 8344
8181	Marketing internazionale	International marketing	ITA	I	6	alternative of 8264
8232	Population dynamics and economics		ENG	I	6	
8134	Project management		ENG	II	6	
8185	Sales and key account management		ENG	I	6	
8186	Semiotica dei consumi e teoria della comunicazione	Semiotics of consumption and communication theories	ITA	I	6	
8187	Supply chain management		ITA	I	6	

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

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3.4.5.3. Product and sales management (code 54)

The major structure includes:

a) 2 courses chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8158	Advertising management		ITA	II	6
8159	Brand management		ITA	II	6

8179	Marketing dei servizi	Services marketing	ITA	I	6
8185	Sales and key account management		ENG	I	6

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8288	Analisi delle performance di marketing	Marketing performance analysis	ITA	II	6	
8160	B to B marketing		ENG	II	6	
8161	Channel and trade marketing		ITA	I	6	
8162	Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	II	6	
8164	CRM and loyalty management		ITA	I	6	cannot be chosen by M-LS students
8166	Culture, media e consumo	Cultures, media and consumption	ITA	II	6	
8165	Economia della distribuzione commerciale	Retail management	ITA	II	6	
8287	Economia e gestione delle public utilities	Management of public utilities	ITA	II	6	
8167	E-marketing		ENG	I	6	
8170	Innovazione nel retailing	Retailing innovation	ITA	II	6	
8264	International marketing		ENG	II	6	alternative of 8181
8172	Laboratorio di comunicazione	Workshop in communication	ITA	I	6	primarily for CLEACC-LS and MM-LS students
8112	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	I	6	incompatible with 8344
8180	Marketing esperienziale	Experiential marketing	ITA	II	6	
8181	Marketing internazionale	International marketing	ITA	I	6	alternative of 8264
8232			ENG	I	6	

	Population dynamics and economics					
8134	Project management		ENG	II	6	
8186	Semiotica dei consumi e teoria della comunicazione	Semiotics of consumption and communication theories	ITA	I	6	
8187	Supply chain management		ITA	I	6	

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

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3.4.5.4. Free track (code 55)

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

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3.5. Master of Science in Organizzazione e sistemi informativi [Organization and IT Systems] (OSI-LS)

Program Director:
Prof. Ferdinando Pennarola

Program Coordinator:
Dott. Luigi Proserpio

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

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3.5.1. Educational objectives

The OSI-LS program provides students with advanced education in preparation for high-skilled jobs and professions in organization, human resources, and information systems.

While adhering to the educational objectives concerning the program's field of study, the OSI-LS program has the following goals:

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

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3.5.2. Career opportunities

Possible career opportunities are in:

- organizational planning as:
 - management consultants;
 - organizational analysts (within companies, and also as external management consultants mainly for companies providing professional services);
 - consultants for the development and organization of information systems;
- human resource management as:
 - experts in recruitment policies and technologies, evaluation assessment and transfer of organizational skills (e.g., new professional positions in the training of personnel);
 - training managers by applying innovative methods (computer simulations, distance learning and so on);
 - experts in personnel selection;
 - experts in salary and benefit policies;
 - experts in both internal and external communications;
- management of information systems as:
 - business & technology specialists;
 - project managers of information systems and ICT;
 - systems analysts;
 - experts in the outsourcing of information systems;
 - experts in the use and diffusion of information technology;
 - experts of managing change in ICT projects.

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3.5.3. Program requirements breakdown

The program requirements of the OSI-LS program comprise educational activities totaling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
Activities chosen by the students	24
First European Union language	4
Second European Union language	4
Internship or similar Activities	8
Thesis	20

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3.5.4. Program structure

First year of studies, 2006-2007 a.y.

I semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8035	Comportamento organizzativo	Organizational behaviour	ITA	6
8038	Coordinamento organizzativo e tecnologie	Technology mediated coordination systems	ITA	4
8049	Economia delle risorse umane	Personnel economics	ITA	8
8036	Metodologie e tecniche di analisi organizzativa	Organizational analysis	ITA	6
8063	Statistica per l'analisi organizzativa	Statistics for organizational analysis	ITA	6
II semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8040	Cambiamento organizzativo	Organizational change	ITA	4
8073	Diritto del lavoro	Labour law	ITA	8

8092	Forme d'impresa e competizione globale (Confronto tra organizzazioni nella seconda metà del XX secolo: Stati Uniti, Europa, Giappone)	Forms of enterprise and global competition (A comparison among United States, Europe and Japan 1950-2000)	ITA	6
8037	Progettazione dei sistemi informativi (I.S. development)	I.S. development	ITA	6
8039	Progettazione organizzativa	Organizational design	ITA	6
	First foreign language (lessons only)			
	Second foreign language (lessons only)			
Total CPs, first year of studies				60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CPs, second year of studies	60

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner school for the MSc in Organization and Information Systems and equivalent foreign graduate degree is Rotterdam School of Management RSM Erasmus Universiteit: Master of Science in Business Administration.

For procedures to enrol in the program see [Chapter 5](#).

For detailed information on foreign languages see [Chapter 4](#).

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3.5.5. Majors

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

- Human resource management;
- Management consulting (taught in English and jointly run with the M-LS);
- Information technology management.

The Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed in the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

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3.5.5.1.

Human resource management (code 57)

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8135	Sistemi di sviluppo del personale	Human resource development systems	ITA	II	6
8136	Sistemi di valutazione e di ricompensa	Assessment and compensation systems	ITA	I	6

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8163	Corporate social responsibility		ITA	II	6
8132	Organizzazione delle piccole e medie imprese	Small business organization	ITA	I	6
8133	Organizzazione e cultura delle aziende multinazionali	Cross cultural management	ITA	II	6
8134	Project management		ENG	II	6

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

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3.5.5.2.

Management consulting (code 56)

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP
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8128	I sistemi informativi integrati (ERP)	Enterprise resource planning	ITA	II	6
8130	IS governance		ITA	I	6

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8118	E-government strategies		ENG	I	6
8129	Information security		ITA	I	6
8131	Management consulting		ENG	I	6
8134	Project management		ENG	II	6

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

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3.5.5.3.

Information technology management (code 58)

This major is jointly run with the M-LS.

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	Language of instruction	Semester	CP
8131	Management consulting	ENG	I	6
8116	Strategic business modelling	ENG	II	6

b) 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8304	Competitive analysis and business scenarios		ENG	II	6	
8128	I sistemi informativi integrati (ERP)	Enterprise resource planning	ITA	II	6	
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	I	6	available also in e-learning
8134	Project management		ENG	II	6	

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

3.5.5.4.

Free track (code 59)

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

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3.6.

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

Program Director:

Prof. Marco Agliati

Program Coordinator:

Dott.ssa Ariela Caglio

Field of study:

Management (no. 84/S)

Last change 01/08/2007 16:46

3.6.1.

Educational objectives

The AFC-LS program provides students with advanced education in preparation for high-skilled jobs.

While adhering to the educational objectives concerning the program's field of study, the AFC-LS program has the following goals:

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

3.6.2. Career opportunities

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

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

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3.6.3. Program requirements breakdown

The program requirements of the AFC-LS program comprise educational activities totaling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
Activities chosen by the student	24
First European Union language	4
Second European Union language	4
Internship or similar activities	8
Thesis	20

3.6.4. Program structure

First year of studies, 2006-2007 a.y.

I semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8023	Analisi per le decisioni finanziarie	Corporate financial management and business evaluation	ITA	4
8018	Bilancio e comunicazione economica	Financial reporting and international accounting standards	ITA	8
8074	Diritto dell'impresa (Temi societari e tributari di amministrazione e controllo)	Business law (Selected corporate and tax issues in management and internal auditing)	ITA	6
8020	Modelli di pianificazione e controllo	Performance measurement and control systems	ITA	6
8003	Sistemi di corporate governance	Corporate governance	ITA	6
II semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8021	Bilancio e informativa economico-finanziaria	Financial reporting and disclosure	ITA	6
8043	Mercati e intermediari finanziari	Financial markets and institution	ITA	6
8017	Politiche finanziarie d'impresa	Corporate finance	ITA	6
8022	Sistemi di amministrazione e controllo	Systems and processes for accounting and control	ITA	6
8050	Temi avanzati di economia	Advanced topics in economics	ITA	6
	First foreign language (lessons only)			
	Second foreign language (lessons only)			
Total CPs, first year of studies				60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internships or similar activities	8
Thesis	20
Total CPs, second year of studies	60

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner school for the AFC-LS program and the equivalent foreign graduate degree is Rotterdam School of Management RSM Erasmus Universiteit: Master of Science in Business Administration.

See [Chapter 5](#) for procedures to enrol in the program.

For detailed information on foreign languages see [Chapter 4](#).

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3.6.5. Majors

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

- Accounting and control systems;
- Corporate finance;
- Planning and control.

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are available from the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti> .

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3.6.5.1. Accounting and control systems (code 60)

The major structure includes:

a) 1 compulsory course:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8140	Bilancio consolidato e performance dei gruppi	Consolidated financial statements and group performance	ITA	II	6

b) 2 courses chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
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8138	Amministrazione e controllo per le piccole e medie imprese	Accounting and control for SMEs	ITA	II	6	
8139	Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	I	6	available also in e-learning
8026	Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	I	6	CLELI LS compulsory course
8141	Capital budgeting e gestione del circolante	Capital budgeting	ITA	I	6	
8346	Earnings quality analysis		ITA	II	6	
8308	Forensic accounting, frauds and litigation		ITA	I	6	
8150	Governance, risk assessment e sistemi di controllo interno	Governance, risk assessment and internal control systems	ITA	II	6	
8193	International financial markets		ENG	II	6	
8282	La valutazione dei beni intangibili	The valuation of intangibles	ITA	I	6	
8142	Real estate finance		ENG	I	6	
8367	Revisione aziendale (corso progredito)	Auditing (advanced course)	ITA	I	6	
8333	Sistemi contabili pubblici	Public sector accounting	ITA	I	8	CLAPI-LS compulsory course
8157	Tesoreria e gestione dei rischi finanziari d'impresa	Treasury and financial risk management: a corporate perspective	ITA	I	6	

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

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3.6.5.2. Corporate finance (code 61)

The major structure includes:

a) 1 compulsory course:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8146	Bond and equity offerings		ITA and ENG (2 class groups)	I	6

b) 2 courses chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8137	Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	I	6	
8139	Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	I	6	available also in e-learning
8026	Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	I	6	CLELI-LS compulsory course
8141	Capital budgeting e gestione del circolante	Capital budgeting	ITA	I	6	
8306	Crisi d'impresa e processi di ristrutturazione	Corporate distress and turnaround management	ITA	II	6	
8346	Earnings quality analysis		ITA	II	6	
8284	Information and the architecture of financial markets		ENG	I	6	
8145	International corporate finance		ITA and ENG (2 class groups)	I	6	
8191	Investment banking and structured finance		ENG	I	6	
8282	La valutazione dei beni intangibili	The valuation of intangibles	ITA	I	6	
8307	Mergers and acquisitions		ITA and ENG (2 class groups)	I	6	
8368	Pianificazione e budgeting	Planning and budgeting (Performance measurement, Evaluation and Incentives)	ITA	I	6	

8195	Private equity and venture capital		ENG	II	6	
8142	Real estate finance		ENG	I	6	
8157	Tesoreria e gestione dei rischi finanziari d'impresa	Treasury and financial risk management: a corporate perspective	ITA	I	6	

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

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3.6.5.3.

Planning and control (code 62)

The major structure includes

a) 1 compulsory course:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8154	Sistemi di cost management	Cost management systems	ITA	I	6

b) 2 courses chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8137	Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	I	6	
8138	Amministrazione e controllo per le piccole e medie imprese	Accounting and control for SMEs	ITA	II	6	
8139	Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	I	6	available also in e-learning
8026	Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	I	6	CLELI-LS compulsory course
8141	Capital budgeting e gestione del circolante	Capital budgeting	ITA	I	6	
8131	Management consulting		ENG	I	6	
8334	Performance management nelle P.A. e nelle istituzioni internazionali	Performance management in public organizations and international institutions	ITA	I	8	CLAPI-LS, compulsory course
8368	Pianificazione e budgeting	Planning and budgeting	ITA	I	6	

		(Performance measurement, Evaluation and Incentives)				
8142	Real estate finance		ENG	I	6	
8156	Strategic management accounting		ITA	I	6	

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

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3.6.5.4. Free track (code 63)

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

Last change 01/08/2007 16:51

3.7. Master of Science in Economia e management delle amministrazioni pubbliche e delle istituzioni internazionali [Economics and Management of Public Administration and International Institutions] (CLAPI-LS)

Program Director:
Prof. Giovanni Valotti

Program Coordinator:
Dott.ssa Greta Nasi

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

Last change 01/08/2007 15:37

3.7.1. Educational objectives

The CLAPI-LS program provides students with advanced education in preparation for high-skilled jobs. While adhering to the educational objectives concerning the program's field of study, the CLAPI-LS program has the following goals:

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

Last change 01/08/2007 16:51

3.7.2. Career opportunities

Graduates are offered career opportunities in positions that require managerial and/or specialized expertise:

- in the management of public administrations and public companies (national, state, local) and international institutions, in key positions and general management roles;
- public policy analysis, with particular focus on planning and regulation, policy assessment and international relations;
- within corporations and institutions that have important relations with public administrators and international institutions and/or attract a large amount of public interest (large-sized companies that supply or undertake substantial public projects, public sector consulting firms, non-governmental organizations).

Last change 01/08/2007 16:51

3.7.3. Program requirements breakdown

The program requirements of the CLAPI-LS program comprise educational activities totaling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
9 compulsory courses	60
Activities chosen by the student	24
First European	4

Union language	
Second European Union language	4
Internship or similar activities	8
Thesis	20

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3.7.4. Program structure

First year of studies, 2006-2007 a.y.

I semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8032	Analisi di bilancio e revisione nelle P.A. e nelle istituzioni internazionali	Financial statement analysis and auditing in governments and international institutions	ITA	8
8298	Corporate governance nelle P.A. e nelle istituzioni internazionali	Corporate governance in governments and public institutions	ITA	6
8064	Metodi quantitativi per le previsioni e le decisioni	Quantitative methods for forecasts and decisions	ITA	6
8075	Profili procedimentali e organizzativi della riforma amministrativa	Organizational and procedural aspects of administrative law reform	ITA	6
8052	Regolazione delle pubbliche utilità e valutazione delle politiche pubbliche	Public utilities regulation and policy evaluation	ITA	8
II semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8053	Analisi delle politiche pubbliche nazionali e internazionali	Analysis of national and international public policies	ITA	6
8261	Management of international institutions		ENG	6
8051	Politiche per lo sviluppo territoriale e urbano	Regional and urban development policies	ITA	6
8033	Progettazione dei sistemi di controllo e valutazione dei risultati nelle P.A. e nelle istituzioni internazionali	Designing management control and performance evaluation systems in public organizations and international institutions	ITA	8
	First foreign language (lessons only)			
	Second foreign language (lessons only)			
Total CPs, first year of studies				60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CPs, second year of studies	60

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner schools for the CLAPI-LS program and the equivalent foreign graduate degrees are:

- Institut National de Sciences Politiques (Sciences-po); Diplôme de l'Institut d'Études Politiques de Paris: Mastér in Stratégies Territoriales et Urbaines or Mastér in Carrieres Internationales or Mastér in Metieres de l'Europe or Mastér in Finance et Strategie or Mastér in Affaires Publiques;
- University of Geneva: International Organizations MBA.

See [Chapter 5](#) for procedures to enrol in the program.

See [Chapter 4](#) for detailed information on foreign languages.

Last change 07/08/2007 11:05

3.7.5. Majors

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

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

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are available from the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

Last change 02/08/2007 11:36

3.7.5.1.

Analysis of national and international public policies (code 64)

The major structure includes:

a) at least 1 course chosen from among the following:

Code	Educational activity	Language of instruction	Semester	CP
8203	Economics of European integration	ENG	II	6
8077	Political economics	ENG	I	6
8202	Public economics	ENG	I	6
8280	Quantitative approaches and policy analysis	ENG	I	6

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

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8096	Development economics		ENG	II	6	
8019	Economia dell'energia	Energy economics	ITA	II	6	
8289	Industrial economics and competition policy		ENG	II	6	
8291	International trade		ENG	II	6	cannot be chosen as elective course by CLEMIT-LS students
8104	Labour economics		ENG	II	6	
8121	Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	II	6	
8212	Politica comparata	Comparative politics	ITA	I	6	
8232	Population dynamics and economics		ENG	I	6	
8285	Public management for competitiveness		ENG	I	6	
8252	Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	II	6	

c) the possibility to add 1 course freely chosen from among the electives of MSc programs.

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3.7.5.2.

Social and non profit enterprise management (code 82)

Jointly run with the M-LS program.

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8353	Management delle organizzazioni non profit internazionali	International NGO management	ITA	I	6
8350	Management dell'impresa sociale non profit e ONG	Management of social and no profit enterprises	ITA	I	6

b) at least 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8302	Diritto ed economia del terzo settore	Right and economy of non profit organizations and social enterprises	ITA	I	6	cannot be chosen as elective course by CLEACC-LS students
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	I	6	available also in e-learning
8291	International trade		ENG	II	6	cannot be chosen as elective course by CLEMIT-LS students
8351	Management dei servizi sanitari	Health care management	ITA	I	6	
8354	Management del fund raising	Fund raising management	ITA	II	6	
8121	Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	II	6	
8179	Marketing dei servizi	Services marketing	ITA	I	6	
8252	Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	II	6	

c) the possibility to add 1 course freely chosen from among the electives of MSc programs.

3.7.5.3.

Management of public and international institutions (code 66)

The major structure includes:

a) at least 1 course chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8349	Management dei network pubblici	Management of public networks	ITA	I	6
8125	Metodi e strumenti di management delle istituzioni europee e internazionali	Management tools of European and international institutions	ITA	I	6
8355	Public administration: teorie e metodi di ricerca	Public administration: theories and research methods	ITA	II	6
8285	Public management for competitiveness		ENG	I	6

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

Code	Educational activity	English translation	Language of instruction	Semester	CP
8287	Economia e gestione delle public utilities	Management of public utilities	ITA	II	6
8203	Economics of European integration		ENG	II	6
8118	E-government strategies		ENG	I	6
8352	Gestione finanziaria delle amministrazioni pubbliche	Financial management for public administration	ITA	I	6
8351	Management dei servizi sanitari	Health care management	ITA	I	6
8121	Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	II	6
8356	Management of technological innovation in health care		ENG	II	6
8252	Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	II	6

c) the possibility to add 1 course freely chosen from among the electives of MSc programs.

3.7.5.4.

Free track (code 67)

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

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3.8.

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

Program Director:

Prof. Francesco Saita

Program Coordinator:

Dott.ssa Brunella Bruno

Field of study:

Management (no. 84/S)

Last change 01/08/2007 15:38

3.8.1.

Educational objectives

The CLEFIN-LS program aims to provide students with advanced education in preparation for high-skilled jobs. The program includes class groups taught in Italian and one international class group taught in English (Finance). While adhering to the educational objectives concerning the program's field of study, the CLEFIN-LS Program has the following goals:

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

3.8.2. Career opportunities

Possible career opportunities are:

- executives in banks and insurance companies;
- equity and debt analysts;
- credit analysts for commercial and investment banks;
- monetary and financial economists in research development firms;
- financial regulators in national or international regulatory authorities and bodies;
- asset managers;
- securities traders and brokers;
- risk managers in financial institutions;
- banking and insurance consultants;
- financial analysts;
- financial engineers.

Last change 01/08/2007 16:56

3.8.3. Program requirements breakdown

The program requirements of the CLEFIN-LS program comprise educational activities totaling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
Activities chosen by the student	24
First European Union language	4
Second European Union language	4
Internship or similar	8

activities	
Thesis	20

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3.8.4. Program structure (Italian class groups)

First year of studies, 2006-2007 a.y.

I semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8260	Financial statement analysis		ITA	6
8024	Finanza aziendale (Introduzione alle valutazioni)	Corporate finance (Business valuation)	ITA	6
8065	Modelli quantitativi per la finanza	Quantitative methods for finance	ITA	6
8256	Statistica	Statistics	ITA	6
8054	Teoria della finanza	Theory of finance	ITA	6
II semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8045	Derivati	Derivatives	ITA	6
8071	Diritto commerciale (corso progredito)	Company and business law (advanced course)	ITA	6
8044	Gestione delle istituzioni finanziarie e assicurative	Management of financial institutions and insurance companies	ITA	6
8042	Investment banking		ITA	6
8255	Econometria	Econometrics	ITA	6
	First foreign language (teaching only)			
	Second foreign language (teaching only)			
Total CPs, first year of studies				60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CPs, second year of studies	60

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3.8.5.

Program structure class group taught in English (Finance)

First year of studies, 2006-2007 a.y.

I semester			
<i>Code</i>	<i>Educational activity</i>	<i>Language of instruction</i>	<i>CP</i>
8024	Corporate finance (Business valuation)	ENG	6
8260	Financial statement analysis	ENG	6
8065	Quantitative methods for finance	ENG	6
8256	Statistics	ENG	6
8054	Theory of finance	ENG	6
II semester			
<i>Code</i>	<i>Educational activities</i>	<i>Language of instruction</i>	<i>CP</i>
8071	Company and business law (advanced course)	ENG	6
8045	Derivatives	ENG	6
8255	Econometrics	ENG	6
8042	Investment banking	ENG	6
8044	Management of financial institutions and insurance companies	ENG	6
	first foreign language (teaching only)		
	second foreign language (teaching only)		
Total CPs, first year of studies			60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CPs, second year of studies	60

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner schools for the MSc in Economia e management delle istituzioni e dei mercati finanziari [Finance] (CLEFIN-LS) and the equivalent foreign graduate degrees are:

- Rotterdam School of Management RSM Erasmus Universiteit: Master of Science in Business Administration;

- École de Hautes Études Commerciales (HEC) Paris: Diplôme in Management.

See [Chapter 5](#) for procedures to enrol in the program.

See [Chapter 4](#) for detailed information on foreign languages.

Last change 07/08/2007 11:07

3.8.6. Majors

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

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

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are available from the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

Last change 02/08/2007 11:40

3.8.6.1. Quantitative finance (code 68)

The major structure includes:

a) 3 courses chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8348	Advanced derivatives		ENG	I	6
8371	Advanced risk management (extreme values and copulae)		ENG	I	6
8188	Asset management		ENG	I	6
8222	Behavioural models in economics and finance		ENG	I	6
8223	Fixed income (Advanced methods)		ENG	I	6
8284			ENG	I	6

	Information and the architecture of financial markets				
8229	Numerical methods in finance		ENG	I	6
8230	Quantitative methods for social sciences		ENG	I	6
8221	Time series analysis of economic-financial data		ENG	II	6

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

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3.8.6.2. Investment banking (code 69)

The major structure includes:

a) 3 courses chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8139	Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	I	6	available also in e-learning
8293	Analisi e valutazione delle informazioni di mercato delle banche e delle assicurazioni	Information and financial reporting of banks and insurance companies: analysis and evaluation	ITA	I	6	
8188	Asset management		ENG	I	6	
8196	Comparative financial systems		ENG	II	6	
8246	Diritto tributario (corso progredito 2) (Temi avanzati)	Tax law (advanced course 2) (Advanced topics)	ITA	II	6	
8223	Fixed income (Advanced methods)		ENG	I	6	
8193	International financial markets		ENG	II	6	
8191	Investment banking and structured finance		ENG	I	6	
8195	Private equity and venture capital		ENG	II	6	

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

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3.8.6.3. Financial and insurance institutions management (code 70)

The major structure includes:

a) 3 courses chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8293	Analisi e valutazione delle informazioni di mercato delle banche e delle assicurazioni	Information and financial reporting of banks and insurance companies: analysis and evaluation	ITA	I	6
8196	Comparative financial systems		ENG	II	6
8370	Credit risk management		ITA	I	6
8190	Gestione dei rischi e modelli di ALM per le assicurazioni	Risk management and ALM models for insurance	ITA	I	6
8284	Information and the architecture of financial markets		ENG	I	6
8194	Private banking e gestione dei patrimoni istituzionali	Private banking and money management for institutional investors	ITA	I	6
8215	Regolamentazione dei mercati finanziari	Regulation of financial markets	ITA	I	6
8251	Storia, istituzioni e crisi del sistema finanziario globale	History, institutions and crises of the global financial system	ITA	II	6
8197	Strategia e organizzazione delle istituzioni finanziarie e assicurative	Strategies and organisation of financial and insurance institutions	ITA	II	6

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

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3.8.6.4. Free track (code 71)

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

Last change 24/07/2007 17:30

3.9.

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

Program Director:

Prof. Lorenzo Pozza

Program Coordinator:

Dott.ssa Annalisa Prencipe

Field of study:

Management (no. 84/S)

Last change 01/08/2007 15:38

3.9.1.

Educational objectives

The CLELI-LS program provides students with advanced education in preparation for high-skilled jobs. While adhering to the educational objectives concerning the program's field of study, the CLELI-LS program has the following goals:

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

Last change 02/08/2007 11:41

3.9.2.

Career opportunities

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

- independent professions in business and finance (from public accountant to the most innovative professions);
- business consulting (freelance professionals or within organizations);

- legal and tax-related careers within companies (strategic planning, external relations, etc.).

Last change 02/08/2007 11:41

3.9.3. Program requirements breakdown

The program requirements of the CLELI-LS program comprise educational activities totaling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
8 compulsory courses	60
Activities chosen by the student	24
First European Union language	4
Second European Union language	4
Internship or similar activities	8
Thesis	20

Last change 02/08/2007 11:42

3.9.4. Program structure

First year of studies, 2006-2007 a.y.

I semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8026	Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	8
8071	Diritto commerciale (corso progredito)	Company and business law (advanced course)	ITA	6
8025	Principi contabili internazionali	International accounting standards	ITA	8
8091	Tassazione comparata	Comparative taxation	ITA	8

II semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8028	Bilancio e operazioni di gestione straordinaria	Accounting for business combinations	ITA	8
8001	Corporate governance		ITA	8
8078	Diritto dei mercati e degli strumenti finanziari	Corporate law and financial markets regulation	ITA	6
8027	Finanza strategica	Strategic finance	ITA	8
	First foreign language (lessons only)			
	Second foreign language (lessons only)			
Total CPs, first year of studies				60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CPs, second year of studies	60

For detailed information about foreign languages and studying abroad see [chapters 4](#) and [5](#).

Last change 07/08/2007 11:28

3.9.5. Majors

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

- Corporate taxation;
- Transaction advisory services.

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed in the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

3.9.5.1.

Corporate taxation (code 72)

The major structure includes:

a) 2 compulsory courses

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

b) 2 courses freely chosen from among the electives of MSc programs

Last change 24/07/2007 17:37

3.9.5.2.

Transaction advisory services (code 73)

The major structure includes:

a) 2 compulsory courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8306	Crisi d'impresa e processi di ristrutturazione	Corporate distress and turnaround management	ITA	II	6
8307	Mergers and acquisitions		ITA and ENG (2 class groups)	I	6

b) 2 courses freely chosen from among the electives of MSc programs

Last change 24/07/2007 17:38

3.9.5.3. Free track (code 74)

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

Last change 24/07/2007 17:38

3.10. Master of Science in Economia e management per le arti, la cultura e la comunicazione [Economics and Management of Arts, Culture and Communication] (CLEACC-LS)

Program Director:
Prof. Stefano Baia Curioni

Program Coordinator:
Dott.ssa Annalisa Sacco

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

Last change 01/08/2007 15:39

3.10.1. Educational objectives

The Master of CLEACC-LS program provides students with an advanced curriculum in preparation for high-skilled jobs.

While adhering to the educational objectives concerning the program's field of study, the CLEACC-LS program has the following goals:

- to provide a solid and advanced grounding in business administration, focusing on the management of complex cultural projects;
- to provide in-depth study of the key issues in management and organization concerning cultural institutions and businesses investing in or supporting culture and the arts, as well as media and

- communication companies;
- to provide thorough knowledge of law necessary to complete the degree from both public and private perspectives;
- to acquire in-depth knowledge of the different sectors from economic, managerial, organizational and technological perspectives;
- to develop organizational skills and capabilities in terms of management of complex projects, organizational behaviour, comprehension of group dynamics, decision making, negotiation and knowledge;
- to enable students to understand and interpret the innovations (technological, institutional, philosophical) affecting culture, communication and the arts.

Last change 30/07/2007 17:28

3.10.2. Career opportunities

Graduates are offered career opportunities in the following specialized sectors:

- cultural heritage, archaeology, biblioteconomics, archives, museums;
- media (television, cinema, radio) and traditional publishing and multimedia of the music industry;
- communication;
- entertainment, live performance and sport;
- territorial and urban economy;
- fashion and design.

Professional profiles within these specialized sectors include the following:

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

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3.10.3. Program requirements breakdown

The program requirements of the CLEACC-LS program comprise educational activities totaling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
Activities chosen by the student	24
First European Union language	4
Second European Union language	4
Internship or similar activities	8
Thesis	20

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3.10.4. Program structure

First year of studies, 2006-2007 a.y.

I semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8079	Diritto dei beni immateriali (corso progredito)	Advanced intellectual property law	ITA	6
8041	Project and team management		ITA	6
8067	Statistica economica	Advanced methods survey sampling in economics	ITA	4
8005	Strategia e governance delle aziende culturali	Strategy and governance of cultural organizations	ITA	6

8056	Temi di economia dell'arte e della cultura	Topics in economics of art and cultural	ITA	8
II semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8093	Arte e cultura	Intercultural studies	ITA	6
8080	Diritto degli enti non profit	Regulation of non-profit entities	ITA	6
8254	Economia della cultura e del territorio	Cultural economics and land use issues	ITA	6
8013	Marketing (corso progredito)	Marketing (advanced course)	ITA	6
8029	Project financing e business plan	Project financing and business plan	ITA	6
	First foreign language (lessons only)			
	Second foreign language (lessons only)			
Total CPs, first year of studies				60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
4 elective courses	24
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CPs, second year of studies	60

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner school for the CLEACC-LS and equivalent foreign graduate degree is École des Hautes Commerciales (HEC) Paris: Diplôme in Management.

For procedures to enrol in the program see [Chapter 5](#).

For detailed information on foreign languages see [Chapter 4](#).

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3.10.5. Specialization Sectors

The 24 credit points related to the educational activities chosen by the students are divided into 4 courses and dedicated to one of the following specialization sectors:

- communication;
- cultural heritage and arts market;
- editing and media;
- live entertainment;
- management of fashion and design firms (in collaboration with Politecnico and jointly run with M-LS);
- tourism;
- production processes for arts and media.

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed in the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

The major structure includes 7 sector specializations that are linked to the workshops referred to below, at point **a)**. Therefore, it is possible to choose:

a) 1 course from among the following workshops:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8171	Laboratorio di beni culturali e mercato dell'arte	Cultural heritage and the arts market workshop	ITA	I	6	
8172	Laboratorio di comunicazione	Workshop in communication	ITA	I	6	especially for CLEACC-LS and MM-LS students
8173	Laboratorio di editoria e media	Publishing and media workshop	ITA	I	6	
8174	Laboratorio di moda e design	Fashion and design workshop	ITA	II	6	jointly run with the M-LS and in collaboration with Politecnico.
8175	Laboratorio di spettacolo ed entertainment	Performing arts and entertainment workshop	ITA	I	6	
8176	Laboratorio di turismo e territorio	Tourism and local development workshop	ITA	I	6	
8295	Production systems for arts and media		ENG	II	6	jointly run with the ACME-LS workshop for 6 credits

b) 3 courses freely chosen from among the electives of MSc programs. Ideally this should be agreed upon with the Course Director of the workshop chosen at point **a)**. Another workshop may also be included. Students who choose the Laboratorio di moda e design (Fashion and design workshop) must include in their study plan the

following courses:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8112	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	I	6	incompatibile with 8344
8113	Management delle imprese di moda e design: i processi strategici	Management of fashion and design companies: strategic processes	ITA	II	6	incompatibile with 8344

Selected students can participate in a highly-qualifying exchange training period. This is part of an agreement between Università Bocconi and other universities. Three different types of study programs are available with:

- Politecnico di Milano
- Scuola Normale di Pisa
- Università IUAV di Venezia

Students who choose the Laboratorio di moda e design (Fashion and design workshop), as defined in the educational agreement with the Politecnico di Milano, have the opportunity (recommended) to take the Laboratorio di moda e design (Fashion design workshop) which runs in the II semester at the Politecnico di Milano. The workshop has the characteristics of a field project and therefore can be recognized as "internship or similar activity" (for a total of 8 credit points).

Students who choose the Laboratorio di beni culturali e mercato dell'arte [Cultural heritage and the arts market workshop] as their specialization sector have the opportunity to carry out a period of study at the Scuola Normale di Pisa. The program replaces elective courses required by Bocconi for the second year (for a total of 12 credit points).

Students who choose "Beni e patrimonio culturale", "Media" e "Arte contemporanea" ("Artistic and cultural heritage", "Media" and "Contemporary art") are offered educational paths at the Università IUAV di Venezia. The program replaces elective courses required by Bocconi for the second year (for a total of 12 credit points).

Students who would like to participate in the program offered by the Scuola Normale di Pisa must submit an application to the MSc Program Director by 15 November of their second year.

Students who would like to participate in the program offered by the IUAV must submit an application to the MSc Program Director by 15 July of their first year, if they wish to enrol for I semester educational paths; and by 15 November of their second year, if they wish to enrol for II semester educational paths. As a minimum requirement, students must have passed their first year exams totaling at least 40 credit points by 15 July, and 60 credit points by 15 November.

A maximum of 5 Bocconi students may be admitted to the exchange program.

For more information about the educational program, deadlines, selection and the study plan, contact the MSc Program Director who is available during office hours which are displayed in the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

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3.11.

Master of Science in Discipline economiche e sociali [Economic and Social Sciences] (DES-LS)

Program Director:

Prof. Francesco Billari

Program Coordinator:

Dott.ssa Rebecca Graziani

Field of study:

Economics (no. 64/S)

Last change 01/08/2007 15:34

3.11.1.

Educational objectives

The DES-LS program provides students with advanced education in preparation for high-skilled jobs in socio-economic professions. The program has one class group taught in Italian and one international class group taught in English. While adhering to the educational objectives concerning the program's field of study, the DES-LS program has the following goals:

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

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

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

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3.11.2. Career opportunities

The possible career opportunities are:

- professions with a strong research emphasis, such as positions within international organizations, public or private research centres, consulting firms, the economic press, a professional academic career. With reference to academic careers in the areas of economics, statistical analysis, economics history, social sciences and applied mathematics;
- new professional contexts in which economists are strongly required, such as regulatory authorities, central banking, non-profit organizations, innovative areas in public administration, such as diplomacy and international commerce;
- applied statisticians within companies, socio-demographics, economic or financial organizations;
- within companies whose operational activities require a high level of analytical skill.

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3.11.3. Program requirements breakdown

The program requirements of the DES-LS program comprise educational activities totaling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
4 compulsory courses	30
5 characteristic courses - guided choice	30
Activities chosen by the student	24
First European Union language	4
Second European Union language	4
	8

Internship or similar activities	
Thesis	20

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3.11.4. Program structure

First year of studies, 2006-2007 a.y. (Italian class group)

I semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8081	Diritto dell'impresa e del mercato	Competition law	ITA	6
8068	Matematica avanzata per l'economia e le scienze sociali	Advanced mathematics for economics and social sciences	ITA	8
8069	Statistica avanzata per l'economia e le scienze sociali	Advanced statistics for economics and social sciences	ITA	8
8094	Storia economica e dinamica sociale (Civiltà comparate)	Economic history and social dynamics (Comparative civilizations)	ITA	8
II semester				
	<i>Educational activities</i>			<i>CP</i>
	5 elective courses			30
	First foreign language (lessons only)			
	Second foreign language (lessons only)			
Total CPs, first year of studies				60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
3 elective courses	18
Other related activities (workshop, interdisciplinary, assignments) or elective course	6
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internships or similar activities	8
Thesis	20
Total CPs, second year of studies	60

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3.11.5.

Program structure (international class group taught in English gco Economics and Social Sciences)

First year of studies, 2006-2007 a.y.

I semester			
<i>Code</i>	<i>Educational activity</i>	<i>Language of instruction</i>	<i>CP</i>
8068	Advanced mathematics for economics and social sciences	ENG	8
8069	Advanced statistics for economics and social sciences	ENG	8
8081	Competition law	ENG	6
8094	Economic history and social dynamics (Comparative civilizations)	ENG	8
II semester			
<i>Â</i>	<i>Educational activities</i>	<i>Â</i>	<i>CP</i>
Â	5 elective courses	Â	30
Â	First foreign language (lessons only)	Â	Â
Â	Second foreign language (lessons only)	Â	Â
Total CPs, first year of studies			60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
3 elective courses	18
Other related activities (workshop, interdisciplinary, assignments) or elective course	6
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internships or similar activities	8
Thesis	20
Total CPs, second year of studies	60

Students who have excelled in their studies and have good language skills are selected for special programs. Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school. The partner school for the DES-LS program and equivalent foreign graduate degrees are:

- É cole des Hautes Études Commerciales (HEC) Paris: Diplôme in Management;
- Université Catholique de Louvain: Matrise en Sciences économie filiere recherche.

For procedures to enrol in the program see [Chapter 5](#).

For detailed information on foreign languages see [Chapter 4](#).

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed in the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

In order to be awarded the DES-LS Degree the Ministerial requirements include 5 guided choices of the characteristic courses (30 credit points) and the activities chosen by the student (24 credit points); these must be

chosen following the instructions below:

- II semester of the first year, 2006-2007 a.y.:
 - 5 elective courses from among those indicated at points a), b), c), d);
- Second year, 2007-2008 a.y.:
 - 4 elective courses;
 - or
 - 3 elective courses and 2 educational activities worth 3 credit points.

The elective course are chosen as follows:

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

Code	Educational activity	English translation	Language of instruction	Semester	CP
8309	Advanced macroeconomics	Â	ENG	I	6
8096	Development economics	Â	ENG	II	6
8283	Game theory: analysis of strategic thinking	Â	ENG	II	6
8076	Microeconomia avanzata	Advanced microeconomics	ITA	II	6
8077	Political economics	Â	ENG	I	6

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

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8300	Econometric methods for innovation studies	Â	ENG	II	6	Â
8019	Economia dell'energia	Energy economics	ITA	II	6	Â
8203	Economics of European integration	Â	ENG	II	6	Â
8289	Industrial economics and competition policy	Â	ENG	II	6	Â
8330	Industrial organization	Â	ENG	I	8	CLEMIT-LS, compulsory course; instead of 8058
8291	International trade	Â	ENG	II	6	cannot be chosen by CLEMIT-LS

						students
8104	Labour economics	Â	ENG	II	6	Â
8058	Organizzazione industriale	Industrial organization (Antitrust and regulation)	ITA	I	6	CLEMIT-LS, compulsory course; not taught in 2007/2008 a.y.
8085	Monetary policy	Â	ENG	I	6	Â
8219	Principles of finance	Â	ENG	II	6	cannot be chosen by CLEFIN-LS students
8202	Public economics	Â	ENG	I	6	Â
8215	Regolamentazione dei mercati finanziari	Regulation of financial markets	ITA	I	6	Â
8220	The economics and organization of inter-firm networks	Â	ENG	II	6	Â

c) 1 course chosen from among the "Econometrics and Quantitative Methods" group:

Code	Educational activity	English translation	Language of instruction	Semester	CP
8004	Econometria avanzata	Advanced econometrics	ENG	II	6
8097	Microeconometrics	Â	ENG	II	6

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

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

Code	Educational activity	English translation	Language of instruction	Semester	CP
8231	Bayesian statistical methods	Â	ENG	I	6
8224	Income distribution	Â	ENG	I	6
8232	Population dynamics and economics	Â	ENG	I	6
8250	Sociologia e storia (corso monografico)	Sociology and history (monographic course)	ITA	I	6
8303	Stochastic calculus with applications to finance and economics	Â	ENG	I	6

e) 1 course freely chosen from among the electives of MSc programs or, in the second year, 2 educational activities worth 3 credit points including assignments (code 8272 - 8273) and or workshops.
See the list of workshops:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8233		Â	ENG	II	3	

	Data collection using questionnaires workshop					especially for DES-LS and CLEMIT-LS students; available also in e-learning
8249	Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a internet	Data sources for economic and social research workshop: from traditional media to the internet	ITA	I	3	especially for DES-LS and CLEMIT-LS students
8290	Laboratorio di microeconometria applicata	Applied microeconometrics	ITA	II	3	especially for DES-LS students
8263	Computer programming for economic and social research workshop	Â	ENG	I	3	especially for DES-LS and CLEMIT-LS students; available also in e-learning
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	I	3	especially for DES-LS and CLEMIT-LS students

Brilliant and motivated students have the opportunity to take courses offered as part of the PhD in Economics and PhD in Statistics and receive a maximum of 30 credit points recognized for exams passed. Interested students must request authorization from the MSc Program Director who hears the PhD Coordinator's opinion and evaluates applications received.

For further information contact the MSc Program Director.

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3.12.

Master of Science in Economia e Management dei mercati internazionali e delle nuove tecnologie [Economics and Management of International Markets and New Technologies] (CLEMIT-LS)

Program Director:

Prof. Stefano Breschi

Program Coordinator:

Dott. Stefano Brusoni

Field of study:

Economics (no. 64/S)

3.12.1. Educational objectives

The CLEMIT-LS program provides students with advanced education in preparation for high-skilled jobs. While adhering to the educational objectives concerning the program's field of study, the CLEMIT-LS program has the following goals:

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

3.12.2. Career opportunities

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

- managers, analysts, researchers or consultants both in the public (ministries, states, national and international organizations, research centres, firms specialized in development and technology transfer) and private sector (large companies, industrial organization, research and development, venture capital companies);
- industry analysts;
- strategic planning experts;
- business consultants.

3.12.3. Program requirements breakdown

The program requirements of the CLEMIT-LS program comprise educational activities totaling **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
9 compulsory courses	60
Activities chosen by students	24
First European Union language	4
Second European Union language	4
Internship or similar activities	8
Thesis	20

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3.12.4. Program structure

First year of studies, 2006-2007 a.y.

I semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8059	Economia dell'impresa e corporate governance	Theory of the firm and corporate governance	ITA	6
8060	Economia dell'innovazione (Crescita economica e cambiamento strutturale)	Economics of innovation (Economic growth and structural change)	ITA	8
8057	Economia internazionale (Globalizzazione, competitività e crescita)	International trade (Globalization and growth)	ITA	8
8296	Innovation management		ENG	6
8058	Organizzazione industriale	Industrial organization (Antitrust and regulation)	ITA	6
II semester				

<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8082	Diritti di proprietà intellettuale e concorrenza	Intellectual property and competition law	ITA	6
8262	Economia e management della conoscenza	Economics and management of knowledge	ITA	6
8070	Metodi statistici per l'economia applicata	Statistical methods for economics and business (Multivariate analysis)	ITA	8
8095	Storia economica (Dinamiche di sviluppo delle imprese innovative)	Business history (Evolutive dynamics of innovative enterprises)	ITA	6
	First foreign language (lessons only)			
	Second foreign language (lessons only)			
Total CPs, first year of studies				60

Second year of studies, 2007-2008 a.y.

<i>Educational activities</i>	<i>CP</i>
3 elective courses	18
Other educational activities (interdisciplinary workshops, assignments) or elective course	6
First foreign language (lessons + exam 1st sem 2nd year)	4
Second foreign language (lessons + exam 1st sem 2nd year)	4
Internship or similar activities	8
Thesis	20
Total CPs, second year of studies	60

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed in the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

Students who have excelled in their studies and have good language skills are selected for special programs.

Students who are admitted can study a year in Italy and a year abroad; at the end of the courses they will obtain both the Italian Master of Science Degree and the equivalent foreign degree awarded by the partner school.

The partner school for the CLEMIT-LS program and equivalent foreign graduate degree is Rotterdam School of Management RSM, Erasmus Universiteit Master of Science in Business Administration.

For procedures to enrol in the program see [Chapter 5](#).

For detailed information on foreign languages see [Chapter 4](#).

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3.12.5.

Majors

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

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

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed in the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>

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3.12.5.1. Applied and business economist (code 75)

The major structure includes:

a) 1 course chosen from among the following:

Code	Educational activity	English Translation	Language of instruction	Semester	CP
8004	Advanced econometrics		ENG	II	6
8300	Econometric methods for innovation studies		ENG	II	6
8283	Game theory: analysis of strategic thinking		ENG	II	6
8205	Industrial dynamics and international competitiveness		ENG	II	6
8097	Microeconometrics		ENG	II	6
8076	Microeconomia avanzata	Advanced microeconomics	ITA	II	6
8232	Population dynamics and economics		ENG	I	6
8220	The economics and organization of inter-firm networks		ENG	II	6
8221	Time series analysis of economic-financial data		ENG	II	6

b) 2 courses chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8096	Development economics		ENG	II	6	
8019	Economia dell'energia	Energy economics	ITA	II	6	

8203	Economics of European integration		ENG	II	6	
8204	Entrepreneurship, finance and innovation		ENG	II	6	EMIT-LS compulsory course
8205	Industrial dynamics and international competitiveness		ENG	II	6	
8104	Labour economics		ENG	II	6	
8202	Public economics		ENG	I	6	
8220	The economics and organization of inter-firm networks		ENG	II	6	

c) 1 course freely chosen from among the electives of MSc programs or educational activities worth 3 credit points made up of research assignments (code 8272-8273) and/or workshops listed below.

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8233	Data collection using questionnaires workshop		ENG	II	3	especially for DES-LS and CLEMIT-LS students; available also in e-learning
8249	Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a Internet	Data sources for economic and social research workshop: from traditional media to the Internet	ITA	I	3	especially for DES-LS and CLEMIT-LS students
8263	Computer programming for economic and social research workshop		ENG	I	3	especially for DES-LS and CLEMIT-LS students; available also in e-learning
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	I	3	especially for DES-LS and CLEMIT-LS students

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3.12.5.2. Innovation and technology management (code 76)

The major structure includes:

a) 1 compulsory course:

Code	Educational activity	Language of instruction	Semester	CP
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8168	Innovation and technology management	ENG	II	6
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b) 2 courses chosen from among the following:

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8166	Culture, media e consumo	Cultures, media and consumption	ITA	II	6	
8204	Entrepreneurship, finance and innovation		ENG	II	6	EMIT-LS compulsory course
8205	Industrial dynamics and international competitiveness		ENG	II	6	
8177	Logistics management and strategy		ITA	II	6	
8184	Research and development management		ITA	II	6	
8114	Strategic design of the multinational firm		ENG	I	6	
8187	Supply chain management		ITA	I	6	
8220	The economics and organization of inter-firm networks		ENG	II	6	

c) 1 course freely chosen from among the electives of MSc programs or educational activities worth 3 credit points made up of research assignments (code 8272-8273) and/or workshops listed below.

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8233	Data collection using questionnaires workshop		ENG	II	3	especially for DES-LS and CLEMIT-LS students; available also in e-learning
8249	Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a Internet	Data sources for economic and social research workshop: from traditional media to the Internet	ITA	I	3	especially for DES-LS and CLEMIT-LS students
8263	Computer programming for economic and social research workshop		ENG	I	3	especially for DES-LS and CLEMIT-LS students; available also in e-learning
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	I	3	especially for DES-LS and CLEMIT-LS students

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3.12.5.3.

Free track (code 77)

The 24 credit points related to the educational activities can be made up of courses chosen freely by the student from among the electives of all of the other MSc programs, with prior approval from of the MSc Program Director or his/her delegate. These activities may include 2 research assignments (code 8272 8273) and/or workshops worth 3 credit points each from the following table.

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8233	Data collection using questionnaires workshop		ENG	II	3	especially for DES-LS and CLEMIT-LS students; available also in e-learning
8249	Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a Internet	Data sources for economic and social research workshop: from traditional media to the Internet	ITA	I	3	especially for DES-LS and CLEMIT-LS students
8263	Computer programming for economic and social research workshop		ENG	I	3	especially for DES-LS and CLEMIT-LS students; available also in e-learning
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	I	3	especially for DES-LS and CLEMIT-LS students

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3.13.

Master of Science in Giurisprudenza [Law] (CLG-LS)

Program Director:

Prof. Damiano Canale

Program Coordinator:

Dott.ssa Laura Morlotti

Field of study:

Law (no. 22/S)

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3.13.1. Educational objectives

The CLG-LS program provides students with advanced education in preparation for high-skilled jobs. While adhering to the educational objectives concerning the program's field of study, the CLG-LS program has the following goals:

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

Last change 30/07/2007 17:34

3.13.2. Career opportunities

Career opportunities open to graduates in Giurisprudenza [Law] include:

- the legal profession;
- the magistracy;
- the notary public profession;
- corporate lawyers (in firms, banks, insurance companies);
- legal experts for regulatory authorities;
- managerial positions in public administration;
- officials in EU institutions and/or international organizations;
- diplomatic careers.

Last change 30/07/2007 17:38

3.13.3. Program requirements breakdown

The program requirements of the CLG-LS Program comprise educational activities totaling **120** credit points divided as follows:

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

Students enrolled in their first year of the CLG-LS program who hold a degree from another university are required to make up any Ministerial and/or Bocconi educational debits and/or supplementary educational debits as determined upon enrollment. Therefore, the student's individual study plan is composed of 120 credit points needed for the MSc plus the credit points related to educational debits.

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

Last change 02/08/2007 12:02

3.13.4. Program structure

First year of studies, 2006-2007 a.y.

I semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8086	Diritto amministrativo (corso progredito)	Advanced administrative law	ITA	6
8071	Diritto commerciale (corso progredito)	Company and business law (advanced course)	ITA	8
8098	Diritto del lavoro (corso progredito)	Labour law (advanced course)	ITA	6
8088	Diritto penale	Criminal law	ITA	8
II semester				
<i>Code</i>	<i>Educational activity</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8083	Diritto civile	Civil law	ITA	8

8084	Diritto processuale civile	Civil procedure	ITA	6
8089	Procedura penale	Criminal procedure	ITA	6
8090	Storia delle codificazioni	History of codifications	ITA	6
	Foreign language (lessons only)			
Total CPs, first year of studies				54

Second year of studies, 2007-2008 a.y.

	<i>Educational activities</i>	<i>English translation</i>	<i>Language of instruction</i>	<i>CP</i>
8257	Diritto romano (impartito nel I semestre)	Roman law (offered in semester I)	ITA	6
8258	Diritto Unione Europea (impartito nel I semestre)	European Union law (offered in semester I)	ITA	6
	2 elective courses			12
	English (lessons + exam 1st sem 2nd year)			4
	Seminars or electives or second foreign language			6
	Internships or similar activities			6
	Thesis			26
Total CPs, second year of studies				66

In addition, the specific international agreement with the network of Partner universities (Themis) gives those students who are selected on the basis of their academic performance the possibility to obtain an international diploma awarded by the 4 institutions which make up the consortium.

For procedures to enrol in the program see [Chapter 5](#).

For detailed information on foreign languages see [Chapter 4](#).

Last change 07/08/2007 11:44

3.13.5. Majors

The 18 credit points related to the activities chosen by the students are divided into 2 electives totaling 12 credit points and seminars, elective courses or a second foreign language for the remaining 6 credit points.

The electives concern the personalized academic major (free track) or one of the following recommended majors:

- Private business and law;

- Public business and law.

The MSc Program Director is available during office hours to provide more information concerning the program structure. Student office hours are displayed in the secretary's office of the Institute and published on the website at <http://www.unibocconi.it/ricevimentodocenti>.

Last change 02/08/2007 12:07

3.13.5.1.

Private business and law (code 78)

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

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8271	Comparative business and corporate law		ENG	II	6	
8239	Diritto della comunicazione e dell'informazione	IT and communication law	ITA	I	6	
8241	Diritto della concorrenza	Antitrust law	ITA	I	6	
8243	Diritto dell'arbitrato interno e internazionale	Internal and international arbitration law	ITA	I	6	
8302	Diritto ed economia del terzo settore	Right and economy of non profit organizations and social enterprises	ITA	I	6	cannot be chosen as elective course by CLEACC-LS students
8240	Diritto fallimentare	Bankruptcy law	ITA	I	6	
8242	Diritto internazionale privato	International private law	ITA	I	6	
8301	International and comparative taxation		ENG	I	6	
8357	Criminologia	Criminology	ITA	I	6	
8306	Crisi d'impresa e processi di ristrutturazione	Corporate distress and turnaround management	ITA	II	6	
8308	Forensic accounting, frauds and litigation	Forensic accounting, frauds and litigation	ITA	I	6	
8163	Corporate social responsibility	Corporate social responsibility	ITA	II	6	

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3.13.5.2.

Public sector and law (code 79)

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

Code	Educational activity	English translation	Language of instruction	Semester	CP	Note
8271	Comparative business and corporate law		ENG	II	6	
8237	Comparative industrial relations		ENG	I	6	
8235	Diritto costituzionale regionale	Regional constitutional law	ITA	I	6	
8239	Diritto della comunicazione e dell'informazione	IT and communication law	ITA	I	6	
8302	Diritto ed economia del terzo settore	Right and economy of non profit organizations and social enterprises	ITA	I	6	cannot be chosen as elective course by CLEACC-LS students
8242	Diritto internazionale privato	International private law	ITA	I	6	
8244	Diritto pubblico dell'economia	Regulation in economics	ITA	I	6	
8247	Diritto tributario internazionale	International tax law	ITA	II	6	
8301	International and comparative taxation		ENG	I	6	
8236	International trade law		ENG	I	6	
8183	Protezione delle risorse e dell'ambiente	Protection of resources and environment	ITA	I	6	
8287	Economia e gestione delle public utilities	Management of public utilities	ITA	II	6	
8352	Gestione finanziaria delle amministrazioni pubbliche	Financial management for public administration	ITA	I	6	
8353	Management delle organizzazioni non profit internazionali	International ngo management	ITA	I	6	
8252	Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	II	6	
8333	Sistemi contabili pubblici	Public sector accounting	ITA	I	8	CLAPI-LS compulsory course

8163	Corporate social responsibility	Corporate social responsibility	ITA	II	6	
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3.13.5.3.

Free track (code 80)

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

Last change 02/08/2007 12:08

4.

FOREIGN LANGUAGES

4.1.

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

An outline of the language skills relevant to each level are available on the University website at <http://www.unibocconi.it> in Didattica > Insegnamenti > Lingue > Lauree specialistiche.

Last change 02/08/2007 12:09

4.2.

Program structure position

The program requirements of all Master of Science Degrees in the fields of study 'Management' and 'Economics' (respectively rooms 84/S and 64/S) include 2 European Union languages.

The program requirements of the corso di laurea specialistica in Giurisprudenza (Master of Science in Law-room 22/S) include one compulsory European Union language. The second foreign language is optional and can be taken instead of "seminars/elective course".

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

Exams for both first and second languages are placed in the I semester of the second year of the program. Language paths/educational path is placed in the II semester of the first year of studies (see 4.6 "Language learning paths"),

First foreign language courses are awarded 4 credit points for all MSc programs; second foreign language courses are awarded 4 credit points for MSc programs in the fields of economics and management and 6 credit points for the Master of Science in Law program. Students earn the credits when they pass the exam or record in their academic career one of the international language certifications recognized by the University.

Last change 03/08/2007 16:11

4.3. Method of choosing foreign languages

The choice of foreign languages follows the same criteria for both first and second languages, depending on:

- the teaching language of the class group (Italian or English)
- the native language of the student (languages chosen must be different from the student's native language).

If a student has more than one mother tongue (e.g. coming from or residing in a multilingual Country or living with parents from 2 different nationalities) the student must choose one language as his mother tongue for the whole duration of his studies.

The table below shows first and second language options:

	First language	Second language
Class groups in Italian (*)	French-English-Italian-Portuguese-Spanish-German	French-English-Italian-Portuguese-Spanish-German
Class groups in English	French-English-Italian-Portuguese-Spanish-German	French-English-Italian-Portuguese-Spanish-German

(**)

(*) For students who are not native English speakers, one of the 2 languages must be English; for the Master of Science in Giurisprudenza [Law], English is compulsory.

(**) For students who are not Italian native speakers, one of the 2 languages must be Italian.

The course codes are:

- for all Master of Science programs in the fields of Economics and Management:

	French	English	Italian	Portuguese	Spanish	German
First and second language	8100	8099	8103	8267	8102	8101

- for the Master of Science in Law Program:

	French	English	Italian	Portuguese	Spanish	German
First language	8100	8099	8103	8267	8102	8101
Second language	8310	-	8311	8312	8313	8314

Students can choose their foreign languages when finalizing the enrolment (18-28 September 2007; more detailed information is available on the Internet at <http://www.unibocconi.it/centrolinguistico> in Attività didattica> Corsi di laurea specialistica.

Students can change languages in first and second year of studies, as follows:

- first-year students: during the period 7-31 January 2008. Changes can be made via Punto Blu terminals or Virtual Punto Blu.
- second-year students: during the period 1 August - 3 September 2007 and 7-31 January 2008 via Punto Blu terminals or Virtual Punto Blu.

Last change 02/08/2007 12:14

4.4. Exit levels

Exit levels are set according to language area and the language in which the lessons are taught (Italian or English). If there are two exit levels, it is up to the students to choose.

MSc	First language	Second language
MSc in Italian except CLG-LS	business C1 or B2; only C1 for Italian	business B2 or B1; only C1 for Italian
MSc in English English	business C1 oppure B2; only C1 for English	business B2 or B1; only C1 for English
MSc in Law	legal C1 or B2; only C1 for Italian	business B2 or B1; only C1 for Italian

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4.5. Entry levels

On the basis of the requirements for the Master of Science program (described in the course profiles and in the course syllabuses) exit levels (see paragraph above), the University sets the minimum foreign language requirement in order to complete the MSc educational path in time.

The entry levels for the MSc degree programs are:

- B1 or preferably B2 for the first language;
- A2 or preferably B1 for the second language.

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

- required knowledge and skills for each level;
- topics and learning materials to help students reach the minimum required levels;
- self-assessment guide for language knowledge and skills.

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4.6. Language learning paths

The teaching activities for studying languages offered by the Language Centre include curricular courses for all languages(*) at the following levels:

MSc	Course level	
	First language	Second language

All Master of Science programs except MSc in Law	business C1 and B2	business B2 and B1
MSc in Law	legal C1 and B2	business B2 and B1

(*) No curricular courses of Portuguese have been scheduled for the 2007-2008 a. y. because of the limited number of students with this language in their study plan. However, a guideline to prepare for the final exam has been published on the website site at <http://www.unibocconi.it/languagecentre>.

The course level to be attended is determined when finalizing the enrolment (18-28 September 2007). This is based on the student's language skills which can be certified by either the exit level achieved during the undergraduate degree or the international certification that has been obtained in the meantime and recognized by Università Bocconi. The lowest level course will be assigned if students have not handed in adequate documentation supporting their language level.

Courses suggested by the University according to basic language level are listed below:

- for the **first language**:

All MSc programs except MSc in Giurisprudenza [Law]		Only MSc in Giurisprudenza [Law]	
Undergraduate degree exit level	Courses available during the MSc program	Undergraduate degree exit level	Courses available during the MSc Program
B1 general/ B1 business	B2 business	B1 general/B1 legal	B2 legal
B2 general	C1 business or B2 business	B2 general	C1 legal or B2 legal
B2 business	C1 business or B2 business or no course	B2 legal	C1 legal or B2 legal or no course
C1 general	C1 business or no course	C1 general	C1 legal or no course
C1 business	C1 business or no course	C1 legal	C1 legal or no course
C2 general	no course	C2 general	no course
C2 business	no course	C2 legal	no course

- for the **second language**:

Undergraduate exit level	Course available during the MSc program
---------------------------------	--

B1 general	B2 business or B1 business
B1 business / B1 legal	B2 business or B1 business or no course
B2 general	B2 business
B2 business / B2 legal	B2 business or no course
C1 general	no course
C1 business / C1 legal	no course
C2 general	no course
C2 business /C2 legal	no course

Curricular courses last one year of studies. Each course begins at the start of the II semester in the first year and finishes at the end of the I semester in the second year for a total of 72 hours of lessons.

Attendance at curricular courses is not compulsory but strongly recommended; attending courses is considered the most effective way of learning the language and preparing for the final exam.

Students enrolled in the course are encouraged to attend.

Active participation at curricular courses and individual study may award a maximum of 2 extra points to the final exam mark (detailed information is given in the exam requirements for each language and is available on the Internet site at <http://www.unibocconi.it/languagecentre>).

The class timetable can be viewed at Punto Blu terminals or Virtual Punto Blu. For first year students after finalizing the enrolment, for second year students after enrolling in their year of studies.

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

The detailed course programs (**course syllabuses and exam requirements**) are available on the website at <http://www.unibocconi.it/languagecenter>.

One B2-level English class group has been programmed in first semester of the 2007-2008 a. y. This class group will review the language basics and provide first year students with the best possible preparation to take on the curricular course which is scheduled in the II semester.

Five hours of classroom teaching per week are planned which should be integrated by individual study, according to the teacher's instructions.

Students can sign up for class groups online via the yoU@B student diary (sign up for "Various Activities") when finalizing the enrolment.

Applications will be accepted until enrollment capacity is reached (a maximum of 100 applicants) on a first come basis.

The class group is run if the minimum number of applicants is reached.

4.7. Languages for Double Degrees

Double Degree programs involve the participation of both students enrolled at University Bocconi and students enrolled at partner institutions (incoming students).

For those students who are enrolled at Università Bocconi the rules regarding foreign languages are indicated herein (see Chapter 4 "Foreign languages").

For those students who are enrolled at other institutions (non native Italian speakers) the rules regarding foreign languages indicated herein (see Chapter 4 "Foreign languages") apply with the exception of the following:

- method of choosing foreign languages;
- exit levels.

Method of choosing foreign languages

The table below shows first and second language choices.

	Mother tongue	First language	Second language
Italian class groups	different from English	English	Italian
	English	French-Italian- Portuguese-Spanish- German	French-Italian- Portuguese-Spanish- German
English class groups	different from English	English	Italian
	English(*)	French-English-Italian- Portuguese-Spanish- German	French-English-Italian- Portuguese-Spanish- German

(*) 1 of the 2 languages must be Italian

Exit levels

The exit levels for all MSc programs require business level for the language of specialization:

	First language	Second language
--	----------------	-----------------

English	C1	-
Italian	B2 or C1	A2 or B1 or B2
Portuguese, Spanish, German	B2 or C1	B1 or B2

If more than one exit level is available, it is up to the students to choose.

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4.8.

Method of assessing foreign language knowledge

Language knowledge is assessed by one of the following methods:

- Bocconi exam, or
- international certification from among those recognized by the University.

The services offered by the Language Centre are designed to assist students in developing self study methods, inform on exam assessment methods and provide a range of materials available for use from the language laboratories. The services are available to all students (those taking Bocconi exams or preparing for international certifications).

Bocconi exam

Language knowledge is assessed by an exam. This exam is designed to test the student's comprehension and knowledge of both written and spoken skills in keeping with one's language level required. Exams are prepared in accordance with the standards relating to international certifications.

The exam is marked out of thirty and will be included in the calculation of the Grade Point Average (GPA).

The language level achieved will be specifically indicated on the official exam report and academic transcript.

Students are responsible for choosing their exit level, which can be higher than those indicated in paragraph 4.4 "Exit Levels".

Students state their desired exit level when they register for the final exam at Punto Blu or Virtual Punto Blu.

The choice of the exit level does not depend on the course attended. Therefore a student can sit for an exam (or present a certification) at a level different from that of the course he/she has attended.

Exit levels which are higher than those foreseen for curricular exams of first and second languages are possible only through the registration in the student's academic career of any international certifications recognized by the University.

For the undergraduate degree exit levels shown below, students may request to have the curricular exam waived, that is the registration of the undergraduate degree grade in the student's academic career (exam grade or recognized international certification result converted in a mark out of thirty according to the Language Centre conversion table):

All MSc programs except MSc in Giurisprudenza [Law]		Only MSc in Giurisprudenza [Law]	
For first language	For second language	For first language	For second language
B2 business, C1 general, C1 business, C2 general, C2 business	B1 business, B2 business, C1 general, C1 business, C2 general, C2 business	B2 legal, C1 general, C1 legal, C2 general, C2 legal	B1 legal or business, B2 legal or business, C1 general, C1 legal or business, C2 general, C2 legal or business

Students who meet the requirements (as mentioned above), and opt for the exemption, must present the request at the Teaching Services and Organization Desk in the period 1 August - 28 September and 7-31 January 2008.

Transfer students can also apply for exemption from languages, exemption which is to be approved by the Language Center, which will determine if students meet the criteria. This is based on the supporting documentation submitted to the Language Centre providing evidence of their language level (the exit level from undergraduate studies or international certification recognized by Università Bocconi).

International certifications

Students can choose to take one of the international certification exams among those suggested by the University for the MSc programs instead of the Bocconi exam. Students will then apply to have the result recorded in their student's academic career and converted into a mark out of thirty by the Language Centre (the certifications suggested and the mark conversion table is published on the website at <http://www.unibocconi.it/languages> in MSc > International certification).

International certifications can be presented from the first year of studies.

With regards to certifications, students must take the exam through an official Examination Centre, either in Italy or abroad.

Students are responsible for the costs associated with sitting the exams for international certifications.

For the purpose of registering international certifications in the academic career, certifications are valid for a period of three years from the date of issue.

The certifications presented as language prerequisites for admission to class groups taught in English can also be used as an alternative to the Bocconi exam. These certifications can only be submitted if they satisfy the exit level requirement and are among those recognized by the University.

The [table of International Certifications](#) contains the recognized certifications, however some of them do not have an equivalent not being recognized by Università Bocconi.

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5. STUDYING ABROAD

Internationalization 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 joint 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 several opportunities to acquire the kind of business training which is necessary for dealing with global economic developments.

Study programs abroad:

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

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5.1. Long programs

Exchange Program

The Università Bocconi Exchange Program (including the Socrates/Erasmus Programs) deals with student exchanges under bilateral agreements with over 160 universities in 46 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 fields of management, economics and social sciences with an emphasis on economics. 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 tuition to the partner institution. Students are, however, responsible for travel, board and lodging expenses.

Eligibility and requirements

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

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

Application and deadlines

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

For detailed information about the Exchange Program, to check comments by students who have been abroad in the past few years and to seek information about individual universities, students can consult the website at <http://www.ir.unibocconi.it/exchange>.

Exam recognition

Students can receive credit for a **maximum of 30 credit points**.

The credit approval procedure is explained in paragraph 8.13, "[Credit for exams passed at universities abroad](#)".

Free-Mover Semester Program

The semester abroad is allowed only in the second year of the program.

Students interested in attending a semester abroad outside the Exchange Program, can enrol at a number of universities abroad where they can study for a semester in their **second year of the program** as part of the Free-Mover Semester Program (fee-paying Visiting Students or Independent Students). Università Bocconi has identified a number of schools, mainly from among its international network, that are willing to accept such students. The list of universities abroad is available on the website <http://www.ir.unibocconi.it/eng>. This is the only list considered valid for the recognition of exams taken as part of the Free-Mover Semester in schools abroad. Any other option must be endorsed in advance, on a case-by-case basis, by the International Relations Service. The application, accompanied by a motivational letter and information on the chosen university, has to be presented before enrolling in the Free-Mover Semester Program at the university abroad, and submitted to the International Relations Service.

Application procedure

Students who meet the requirements should contact their chosen institution and ask for course programs and details of the enrolment procedures.

Once students have been admitted by a school of the Free_Mover Semester network, they must contact the International Relations Service and request the green form to have courses taken abroad recognized.

Students are responsible for travel, board and lodging expenses for the period abroad, as well as fees and tuition for both Bocconi and the institution abroad.

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

Exam recognition

Students can receive credit for a **maximum of 30 credit points**.

The credit approval procedure is explained in paragraph 8.13, "[Credit for exams passed at universities abroad](#)".

For Free-Mover Program Semester details (eligibility, list of universities, application procedure, exam recognition, program compatibility, student relations, etc), visit the website <http://www.ir.unibocconi.it> and consult the

International Relations Service publications.

Students are reminded that, in any case, receiving credit for exams taken abroad in the Free-Mover Semester is **incompatible** with participation in other Long Programs abroad.

Double Degree Program

The Double Degree Program gives MSc students the opportunity to study abroad for one academic year and obtain both the Italian Master of Science degree from Università Bocconi and a foreign Graduate degree from the partner University, at the end of their studies.

A characteristic of this program is the reciprocal recognition of credit for the exams taken at the partner university and the writing of only one thesis. It may require more commitment overall than the standard duration of the program.

Application procedure

With reference to the 2008-2009 a.y., selection will take place around March-May 2008.

The selection rules will be released by February 2008.

Students who meet the selection criteria will be admitted, and these criteria include:

- enrolment in the first year of the MSc program involved in the program;
- graduation grade equal to or above 100/110;
- minimum C1 English level, verified by an international language certificate, the Bocconi exam registered in the student's academic career or passing of a similar exam.

Please note that programs with partner universities could include other language requirements. For more information visit the website of the International Relations Service or send an email to doubledegree@unibocconi.it.

Destinations

Management

HEC - Paris
RSM - Rotterdam
ESADE - Barcelona

International Management

HEC - Paris
RSM - Rotterdam
ESADE - Barcelona
Indian Institute of Management - Ahmedabad (from the 2007-2009 period of study)

Fudan University: Master of Science in International Management

Marketing Management

HEC - Paris
RSM - Rotterdam
ESADE - Barcelona
CBS - Copenhagen

Amministrazione, Finanza Aziendale e Controllo [Administration, Corporate Finance and Control]

RSM - Rotterdam

Economia e Management delle Amministrazioni Pubbliche e delle Istituzioni Internazionali [Economics and Management of Public Administration and International Institutions]

Sciences Po - Paris

University of Geneva - Geneva

Economia e Management delle Istituzioni e dei Mercati Finanziari - Finance

HEC - Paris

RSM - Rotterdam

Economics and Management in Arts, Culture, Media and Entertainment

HEC - Paris

CBS - Copenhagen (from the 2007-2009 period)

Economics and Management of Innovation and Technology

RSM - Rotterdam

Discipline Economiche e Sociali - Economics and Social Sciences

HEC - Paris

Université Catholique de Louvain

The Moscow State Institute of International Relations (MGIMO-University) (from the 2007-2009 period).

Further Double Degree agreements are being worked out. For an update visit the website

http://www.ir.unibocconi.it/double_degree.

CEMS-MIM Master in International Management

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

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

Application procedure

The program is designed for students enrolled in the Master of Science in Management/General Management with a graduation grade equal to or above 99/110.

Students are admitted based on academic merit, language skills in at least two foreign languages, and interviews.

The selection should be held in February-March.

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

Themis - European Joint Degree in Business Law

This program is carried out by a consortium made up of ESADE (Barcelona), Freie Universität Berlin, Université de Paris XII (Val de Marne). Università Bocconi allows students enrolled in the MSc in Law to obtain an international degree given jointly by the four institutions.

The Themis Program gives students the opportunity to attend one of the consortium universities for one semester, as well as to participate in other special activities such as joint seminars on Business Law topics given at one of the partner institutions (for information on program requirements visit: <http://www.ir.unibocconi.it>).

Application procedure

With reference to the 2008-2009 a.y., selection will take place in March-May 2008.

The participation rules will be released by February 2008.

Students who meet the selection criteria will be admitted, and these criteria include:

- enrolment in the first year of the MSc in Giurisprudenza [Law];
- excellent academic performance;
- minimum C1 English level, verified by either an international language certificate, the Bocconi exam registered in the student's academic career or passing of a similar exam;
- knowledge of French for the Université de Paris XII.

For more information visit the website of the International Relations Service at <http://www.ir.unibocconi.it> or send an email to themis@unibocconi.it.

Last change 06/08/2007 15:17

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 the exploration of different cultural, social and economic environments.

Campus Abroad

The Campus Abroad Programs are organized by Università Bocconi in collaboration with foreign partner schools, are generally held during the period in which lessons are suspended, and last about one month. The programs aim to expose students to an international context by combining a Bocconi course with a series of "country specific" activities (seminars and visits to local companies and institutions).

Eligibility and requirements

The program is designed for regularly enrolled Bocconi students, from the summer of their first year. Students are admitted to the program after a selection which is based on academic merit and language skills. For dates, deadlines and more information visit the website at <http://www.ir.unibocconi.it/campusabroad> and consult successive publications released by the service.

Exam recognition

The exam passed abroad as part of the Campus Abroad Program is a Bocconi exam, therefore the "credit approval" procedure is not necessary. To have exams and credit points registered in their academic careers, students must pass the final exam and participate in both lessons and related activities. Participation in all Campus activities and presence for the entire period of the program is compulsory.

For the exam registration procedure see paragraph [8.13 "Credit for exams passed at universities abroad"](#).

Last change 06/08/2007 15:54

6. CURRICULAR INTERNSHIPS

All Master of Science programs include an internship or similar activity in the program requirements, classified as compulsory educational activities. Internships are worth:

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

Last change 09/06/2007 12:58

6.1. Characteristics of curricular internships

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

Duration

Minimum 12 weeks, in Italy;
Minimum 10 weeks, abroad.

In particular circumstances, subject to the prior approval from the Master of Science Program Director, a part-time internship could be considered an option. However, it must last at least 16 weeks.

Objectives and contents

The main objective of internships is to educate. They allow students to gain real work world and professional experience while developing professional skills. They help students get their bearings in these environments and facilitate their professional choices. Students gain direct knowledge of the continuously evolving world of work. The internship is an opportunity that allows students to apply their studies in practice, and to grow both professionally and on a personal level.

The internship's contents must be consistent with the educational objectives of the student's degree program.

Location

Internships may take place - in Italy and abroad - in firms, public and private institutions, professional studios, international organisms, diplomatic agencies, cultural institutions and other organizations.

Positioning

Students may participate in internships during their second year.

Students may participate in an internship only after completing first-year courses.

Internships are registered in students' academic careers as a **second-year** educational activity.

However it is possible to carry out the internship in advance:

- in the first year, in particular circumstances only and subject to prior approval from the MSc Program Director, following the normal authorization and validation procedures which are described below; however, internship activities must not clash with classroom activities;
- before enrolment in MSc programs but after the undergraduate degree; in this case there are various authorization and validation procedures which are described below.

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

Last change 13/07/2007 14:26

6.2. Organizational aspects

Finding internships

Università Bocconi recognizes internships organized by any of the following parties:

- the Career Service (see following paragraphs);
- International Relations Service (SRI) - International Internship Office (see following paragraph);
- MSc Program Director.

Students can also find internships via their own channels. In this case, the MSc Program Director will carefully monitor the internship request. In addition, students must contact the Career Service - Internship Office or the International Internship Office (SRI), depending on the type of internship, well in advance and in any case before starting the internship.

The Career Service and International Internship Office (SRI) work together with the MSc Program Directors to make the internship characteristics uniform (host company experience and activities to be carried out) and to ensure that they meet the educational objectives of the MSc programs and educational paths.

Whatever channel is used to find an internship, the host company or organization and Bocconi sign an agreement and a training project on the objectives 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, and provides insurance coverage.

Approval and validation of internships

All internship experiences must be previously approved, using an official University form, by the MSc Program Director or a teacher assigned by him/her.

The teacher checks the internship content to ensure it is coherent with the student's educational path and makes any necessary changes.

The teacher's authorization may be carried out via email, only after the MSc Program Director has evaluated the documentation which certifies the contents of the internship.

Internships are validated when completed, so that students may receive academic recognition for the experience.

The tools used for assessment, internship validation and student performance are:

- student's internship report (on an official University form);
- evaluation sheet filled out by the tutor of the company or institution (on an official University form);
- certification that the internship was held, for internships carried out through Career Service;
- a form to record the internship in the student's academic career, showing internship authorization given and the final evaluation by the teacher.

If the internship was carried out before enrolment in MSc programs, prior approval from the Program Director is not required. In this case, after finalizing enrolment and subject to educational content verification of the experience, students can make an application to have the internship recognized. Please note that internships must be carried out after Bachelor degree conferral.

Registration

The internship must be recorded in the student's academic career by the deadline for the graduation reservation. Generally, the internship must have been finished by that date.

Any uncompleted internships which have satisfied the minimum duration of time indicated above will still be recognized and can be registered in the student's academic career. In this case, the end of internship documents must be completed within the time needed to record the internship in the student's academic career by the deadline for the graduation reservation.

Contributions for internships in Italy and abroad

For students taking part in internships offered by public authorities in Italy, or through international organizations, institutions, authorities and companies abroad promoted by the Career Service and the International Internship Office (SRI) for which no compensation is provided, contributions are available from Università Bocconi: for allocation criteria and application forms see the website at <http://www.unibocconi.it/financiaid> in the Download Area.

Last change 03/08/2007 12:08

6.3.

Other activities recognized in lieu of internships

Though internships remain the main educational activity aimed at facilitating professional choices, other activities known as "similar activities" are permitted in lieu of the internships. These include:

- qualified work experiences, with contracts different from those of internship, such as temporary or permanent work, apprenticeship, traineeships, and limited-time work contracts ("lavoro a progetto"). These are subject to the same rules (duration, positioning, eligibility) as internships. To have the activity recognized and the credits assigned, students must hand in to the Career Service - Internship Office a copy of the contract stipulated with the company and a short report from the student containing information on the nature and duration of the activity. This is needed to prepare the authorization and final validation form for the Director's signature. This is to be handed in to the Career

Service - Internship Office and recorded in the student's academic career together with other end of internship forms.

- in-the-field projects (clinics and moot for the Master of Science in Giurisprudenza [Law] (CLG-LS)) administered by MSc Direction. These projects are promoted by a teacher and approved by the MSc Program Director following specific agreements with a company, an institution or professional office. They must include the following activities:
- in-class: classroom activities guided by the professor (methodological tools), presentations from professionals in their field (e.g., applications of methodological tools). These classroom activities are not part of the educational activities which are included in the program requirements.
- in-the-field activities monitored by professionals in the field and by a teacher: case analyses, formulation and presentation of the work (group or individual) to outside professionals in the field and to a teacher.

Since internships must last 10-12 weeks (about 400-480 work hours), the activities mentioned above are structured to meet the same criteria in terms of hours and/or workload. In this way the field project is equivalent to the internship.

The majority of hours must be dedicated to in-the-field activities.

Recognition will take place based on a participants list provided to the Career Service - Internship Office or the International Internship Office by the Program Director or his/her delegate, along with the necessary approval form and teacher's final evaluation which must be signed by the Program Director. The Career Service - Internship Office will then register these in the student's academic career along with the other end of internship forms.

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6.4.

Internships in Italy and abroad organized by the Career Service

The Career Service is the University's point of contact for all internship activities, with the exception of programs organized by the International Relations Service - International Internship Office (see 6.5).

The Career Service promotes internship opportunities both in Italy and abroad with public and private organizations:

- industrial and commercial companies, service providers, banks, financial institutions;
- consulting and auditing firms, professional (e.g. accountants) and legal studios;
- government sector, public agencies, non-profit organizations;
- cultural and artistic institutions;
- authorities and companies operating in the tourism, communication and media industries.

The Service organizes all administrative procedures required by current regulations.

Furthermore, the Career Service gives useful information to assist students in identifying other opportunities based on specific needs and interests. It also helps students make their applications more effective through individual consultation and seminars.

In addition to what has already been said in terms of its characteristics, an internship - known also as traineeship - is an experience which offers in-the-field training, whose regulations are valid in Italy and set by law (24 June 1997 no. 196 art. 18 and the decree of 25 March 1998, no. 142). An internship is not a labour contract.

By law internships are not paid. At their discretion, companies can grant a monetary contribution that would go towards a student's studies.

Participation in internships

Internship opportunities in Italy and abroad are available through:

- *Internship and Placement Announcements* published online and reserved for Bocconi students;
- Arts and Culture International Program: a program offering internship opportunities at cultural institutions in Europe and around the world;
- Curricular Internship Special: semi-annual publication containing internship opportunities at companies belonging to Partner Programs for Development and Associated Companies of the University;
- Bocconi & Jobs, the University's semi-annual career fair which allows Bocconi students to meet with numerous companies and institutions from all sectors;
- Company presentations in the University: companies present themselves and describe their programs for hiring potential candidates; the calendar for presentations is fixed every six months;
- Placement Library: the Career Service's library dedicated to the world of work. Students can organize the search and retrieval of information which is useful for finding internships and jobs.

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

Moreover, the Career Service collaborates with the MSc Program Director in support of the internship opportunities procured by MSc Direction, facilitating the realization of other activities (such as in-class initiatives) aimed at presenting specific internship opportunities for each Master of Science program.

Documents

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

Before starting an internship, students must collect the Educational and Orientation Project form at the Career Service Internship Office and give it to the host organization.

Information and support

For further information and to sign up for seminars and individual consultation sessions contact the Career Service:

Career Service - Infopoint and Internships Office

via Sarfatti 25

tel. 02 5836.2658/5004

email: infobienni@unibocconi.it

Career Service

viale Isonzo 25

tel. 02 5836.5999

6.5. International Internship with the International Relations Service

The International Relations Service (SRI) - International Internship Office of Università Bocconi offers 3 different international internship programs at institutions/organizations that are part of its network:

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

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

Participation in the programs

All students may take part in the International Internship Programs as long as they have a good command of the language required by the host institution.

According to specific agreements, the Embassies Program may also require specific GPAs (27/30) or graduation grades (105/110).

For more information about specific requirements, consult the website at <http://www.ir.unibocconi.it/internship>.

Documents

Students who would like to take part in the above programs must send the following documents in Word format (in one file) via email (international.internship@unibocconi.it) by the set deadlines:

- curriculum vitae and motivation letter in Italian (one for each institution you are applying for);
- curriculum vitae and motivation letter written in the language required by the institution (one for each institution you are applying for), except for the Embassies Program;

In order to complete the application, students must hand in the following items by the set deadlines:

- application form (to be collected from the International Internship Office or downloaded from <http://www.ir.unibocconi.it/internship>);
- copy of any language certifications;
- 1 passport photo, signed on the back;

- enrolment certification or official graduate academic transcript (printed at Punto Blu terminals) both for Bachelor programs and MSc Programs.

Only for the International Organizations Program students need:

- special forms from the individual institutions; ask at the International Internship Office (if required).

Only for the Embassies Program:

- copy of online application (<http://www.fondazionecru.it>).

After the International Internship Office has carried out the pre-selection based on language skills and also academic merit (Embassies Program), student profiles will be sent to the institutions which will make the final decision. Students who withdraw from the internship or Exchange Program without good reason, according to an evaluation by the International Relations Service, will be excluded from future pre-selections of all international internship programs (Field Projects, International Organizations and Embassies). If a student is excluded during undergraduate studies, this will not affect the student's eligibility to participate in these programs during graduate studies. Furthermore, for one month no other internship will be allowed, even if the student organizes his/her own.

Periods and deadlines

Internship opportunities procured by the International Internship Office (SRI) are promoted through the "International Internship" bulletin which is published on the website at <http://www.ir.unibocconi.it/internship>.

Generally, pre-selection takes place every three months, in accordance with the deadlines below:

Module 1

Internship period: January-March 2008

Application deadline: 12 October 2007

Module 2

Internship period: April-June 2008

Application deadline: January 2008 (date to be finalized)

Module 3

Internship period: July-September 2008

Application deadline: March 2008 (to be finalized)

Module 4

Internship period: October-December 2008

Application deadline: June 2008 (to be finalized)

Embassies Program

3rd announcement 2007

Internship period: January-April 2008

Publication: 20 September 2007

Application online by: 8 October 2007

1st announcement 2008

Internship period (approximate): April-July 2008

Publication: January 2008 (to be finalized)

Application online by: January 2008 (to be finalized)

2nd announcement 2008

Internship period (approximate): September-December 2008

Publication: April 2008 (to be finalized)

Application online by: May 2008 (to be finalized)

Each week, offers for "Last Minute" internships may appear on the website.

Internet site

For updates and further information about the programs described herein, consult the website of the International Internship Office of the International Relations Service at <http://www.ir.unibocconi.it/internship>. The website includes:

- the "International Internships" bulletin and "Last Minute" internship offers;
- reports from former internship participants;
- any changes to the deadlines and information indicated above.

For further information

International Relations Service

International Internship Office

via Sarfatti 25 - 20136 Milan

second floor, room 226

<http://www.ir.unibocconi.it/internship>

tel. 02 5836.2253

fax 02 5836.2207

email: international.internship@unibocconi.it

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7. EDUCATIONAL ACTIVITIES

7.1. Teaching activities for courses in the degree program requirements

7.1.1. Educational model

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

In addition to traditional lessons, the activities include case studies, practical exercises for which students are asked to prepare beforehand and active class participation. Teachers can also assign individual and/or groups

assignments, if necessary assisted by a tutor.

For courses included in the degree program, one credit point corresponds to 8 hours of lessons. A maximum of 2 hours (that only exceptionally can become 4) of the total hours of a compulsory course (8) can be organized dividing the class group into 2 smaller groups.

Some courses also provide online multimedia support to class teaching. These courses are specified in the annual teaching activities program. In the 2007-2008 a.y. web casting and e-learning projects will be launched.

The web casting project involves video recording of the lessons of a course, so that they can be broadcast in streaming format via Internet.

The e-learning project supports traditional learning methods and creates a collaborative learning environment. Tutors are involved in the preparation of websites and development of course specific software.

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7.1.2. Attendance

Attendance at lessons is highly recommended since it complies with the proposed educational model which is designed to favor gradual learning, active student participation and interaction between students and teachers.

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

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7.1.3. Class groups

The teaching activities are organized into class groups. For the 2007-2008 a.y. the compulsory courses of Master of Science programs have class groups of around 85 students each, with the exception of the CLG-LS program (around 120 students per class group).

For the first year (compulsory courses) 2007-2008 a.y., 23 class groups have been scheduled:

Master of Science	Class Groups	Language
M-LS	from 1 to 5	Italian
IM-LS	6	English
AFC-LS	from 7 to 9	Italian

CLAPI-LS	10	Italian
CLEFIN-LS	11 & 12	Italian
FINANCE-LS	13	English
CLELI-LS	14	Italian
ACME-LS	15	English
DES-LS	16	Italian
ESS-LS	17	English
CLG-LS	18 & 19	Italian
EMIT-LS	20	English
MM-LS	21 & 23	Italian
MM-LS	22	English

For the 2006-2007 a.y. (compulsory courses) first year of courses, the 20 class groups were arranged as follows:

Master of Science	Class Groups	Language
M-LS	from 1 to 3	Italian
M-LS (curriculum International Management)	4	English
MM-LS	5 & 6	Italian
OSI-LS	7	Italian
AFC-LS	8 & 9	Italian
CLAPI-LS	10	Italian
CLEFIN-LS	11 & 12	Italian
CLEFIN-LS	13	English
CLELI-LS	14	Italian
CLEACC-LS	15	Italian
DES-LS	16	Italian
DES-LS	20	English
CLEMIT-LS	17	Italian
CLG-LS	18 & 19	Italian

The composition of second-year class groups is not provided because the other program requirements include only elective courses (class groups from 31 to 34), except for the CLG-LS.

The compulsory courses of the second year CLG-LS are assigned class groups 18 and 19.

For educational activities students are assigned to certain class group as follows:

- for **compulsory courses** class groups are assigned before lessons begin. Each class group is assigned a specific classroom. All students belonging to the same class group attend the lessons in their assigned classroom and have the same teachers. To facilitate educational activities planning (class group numbers and classroom capacity) students cannot change their assigned class group;
- for some **Master of Science** programs (M-LS, ACME,-LS, EMIT-LS) students can choose a first year second semester course (see chapter Study Plan); for such activities the class group (given a number

- from 31 to 34) is assigned before the beginning of lessons;
- for **foreign languages** class groups are assigned when enrolment is completed and is based on the choice of languages and the student's language level;
 - for **elective courses** class groups are assigned when students choose electives and complete enrolment (electives become part of a student's personalized timetable only after the elective registration has finished; in any case by 14 September).

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7.1.3.1. Preparatory courses

Preparatory courses are offered before the start of first-year lessons (in the period 3-15 September 2007). They are especially designed for those students who during undergraduate studies attended courses that were not directly connected to the graduate program. The preparatory courses aim to prepare students for the topics covered in the first year.

In general, preparatory courses are different for each Master of Science program, (the CLG-LS does not offer any). There is no exam at the completion of these courses.

Students do not need to sign up for these courses. Attendance is highly recommended. The class timetable and the class group are published on the Internet at the address <http://www.unibocconi.it/classtimetable> .

The course profiles are published on-line at <http://www.unibocconi.it/courses>.

Last change 03/08/2007 18:07

7.1.3.2. English language refresher class groups

In the first semester of the 2007-2008 a.y. for first year students some B2 level English class groups are scheduled. These courses go over the language basics and aim to give students an optimal preparation to help them take on the curricular courses which are scheduled in the second semester.

These courses provide 2 hours of classroom teaching per week to be integrated with individual study by using multimedia learning systems.

Students can sign up for the class groups via the [yoU@B](#) student diary.

Sign-ups are accepted until the maximum number of 100 students per class group is reached.

Class groups will only be held if the minimum required number of students is reached

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7.1.3.3. E-learning class group

The educational offer for the 2007-2008 academic year will include an e-learning class group for some elective courses of Undergraduate Degree programs and Master of Science programs already taught in the same semester with traditional methods.

Traditional educational activities in class are replaced, in the e-learning class groups, by the participation in specific on-line activities, both asynchronous (i.e. students' individual activities) and synchronous (i.e. videoconference).

On-line activities are set and scheduled by the Course Director. They may include, for instance:

- on-line consultation of specific material (slides, documents etc.);
- participation in on-line forums;
- drafting of electronic documents, both individually and with other students, which may be based on material available on-line;
- participation in synchronous activities with teachers and other students. Such activities may consist in debates or question and answer periods regarding course subjects, on-line real-time exercises/on-line lessons etc.

Recipients

Since e-learning is the only opportunity which allows students to participate virtually in the course, this method provides new services and options compatible with the great mobility required to study abroad and/or to take part in internships in Italy and/or abroad.

Such learning methods are offered only to students unable to attend lessons regularly; however, the traditional methods have preference and are recommended by the University since they are the most effective.

Method of choice

For method of choice see chapter 10.2.3

Course profiles and exam assessment methods

The course profiles of traditional class groups (in class) and of e-learning class groups are identical. However due to different teaching approaches, teachers can diversify supplementary exercises and/or other related activities by offering e-learning students alternate activities.

The exams are held at the university, following traditional methods (in class); the exam calendar is the same for the two class groups. Distance exams are not offered by the university.

Students enrolled in e-learning class groups can take partial exams, if available.

As partial exams are not compulsory, e-learning students can register for the general exam.

Following are the e-learning courses available for the 2007/2008 academic year:

For information relating to credit points, language of instruction, semester, and Degree Programs offering these courses please check course profiles published on the website at: <http://www.unibocconi.it/courses> .

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7.1.4. Class timetable

The first year class timetable

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

The timetable is structured to provide specific time slots, different in each semester, but the same for all MSc degrees. These time slots are reserved for specific types of activities (compulsory courses, languages and in the second semester elective courses for the DES-LS/ESS-LS program only). Thus, class timetable clashes between compulsory courses, electives and languages are avoided.

Lessons that need to be divided in groups may be organized at times that are different from those planned for normal lessons.

The second year class timetable

In the second year students complete their study plans by selecting elective courses following different rules in the various MSc courses (see chapter 'Study plan').

With respect to compulsory courses, the program structure does not allow overlapping between lessons, however this cannot be guaranteed with respect to elective courses.

The class timetable of the second year also includes time slots for languages.

No teaching activities are scheduled for Mondays and Thursdays between 6:00pm-7:30pm as they are reserved for company presentations organized by the Career Service.

For both years of MSc programs there are no teaching activities from 1:00 to 2:30pm on Fridays, both in the first and second semester, as it is reserved for student group activities.

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

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

After enrolment, students can see and print their **personalized class timetable** at Punto Blu terminals or via the [yoU@B](#) student diary.

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

In addition, the [yoU@B](#) student diary can be accessed from the Bocconi homepage. By connecting students can integrate their personalized class timetable with other educational activities of interest and print all the other information recorded in their diary for the desired period (daily, weekly, monthly, etc).

The teaching activities for the 2007-2008 a.y. will follow the schedule below:

- I semester: from Monday 17 September 2007 to Friday 21 December 2007;
- II semester: from Monday 18 February 2008 to Thursday 29 May 2008.

There is a 2-day study period (Tuesday 3 June and Wednesday 4 June) after the end of the second semester and before the start of the exam period in June for second semester courses. This study period is dedicated to individual study and/or making up lessons which had been previously cancelled.

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7.1.5. Suspension of lessons

On graduation days (Undergraduate, MSc and four-year degrees), listed below, lessons for all courses and all degree programs (Bachelor Programs, Undergraduate, MSc and Combined Bachelor and MSc in Giurisprudenza [Law]) are suspended:

- Friday 5 October 2007;
- Saturday 6 October 2007;
- Friday 14 December 2007;
- Saturday 15 December 2007;
- Thursday 27 March 2008;
- Friday 28 March 2008.

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

- I semester: from Monday 29 October 2007 to Saturday 10 November 2007;
- II semester: from Monday 14 April 2008 to Thursday 24 April 2008.

Teaching activities are also suspended on the following days:

- Thursday 1 November and Friday 2 November 2007;
- Friday 7 December 2007;
- From Friday 21 March to Wednesday 26 March 2008;
- Friday 25 April 2008;
- Thursday 1 May and Friday 2 May 2008.

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7.2. Support activities and academic representatives

7.2.1. Course Director

All courses have a Course Director who writes the course program, organizes assessment methods and textbooks, and is responsible for ensuring consistency of both teaching and assessment. The Course Director must also organize the teaching staff of all class groups of the course. He/she is responsible for the individual result of course evaluation questionnaires regarding class groups in the course.

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7.2.2. Tutor assistance

There are 2 types of tutor assistance offered to graduate studies:

- course level assistance is proposed by the Course Director and approved by the Program Director. This type of tutoring includes support given to student teams working on case studies, projects, in-class practical exercises, and management of the online community. It could also involve lectures that require the use of software especially as a support tool for students studying for educational debits;
- "interdisciplinary" level assistance provides students with guidance and support to ensure that they can be actively involved in the study process during the course.

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7.2.3. Student office hours

During office hours the student has the opportunity to consult teachers.

This gives students the chance to seek further explanations or clarifications of the topics that were not fully understood during lessons.

The office hours timetable 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.

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7.2.4. Evaluation

Bocconi uses a detailed evaluation system designed to check the quality of education which involves the student's direct active input. This is done by gathering students' opinions using evaluations which are organized at specific points during the student's degree program. The main activities include:

- **mid-semester evaluation** (so called "mid-term evaluation") is carried out voluntarily by students at the teacher's request to gather information on the teaching quality and course progress and shedding light on any problems in a timely fashion which allows corrective action to be implemented before the end of the course;
- **end-semester evaluation** is carried out close to end of the period of lessons; it involves all teachers and courses in the MSc program including foreign languages and computer skills;
- **end-of-year evaluation** refers to a whole year of studies to gather the opinions and feelings of students about the services which play an important part in students' lives right from the start of their university career (Admissions Office, Student Administration Centre, Language Centre, Tutoring Service). The evaluation is completed online (via yoU@B student diary) and is required for students when enrolling in the next academic year
- **evaluation of assessment methods**, is carried out every two years to gather information on students' impressions on efficiency and fairness of the procedures used to test the students' preparation; this is carried out online as above.
- **evaluation of overall university experience**, is a systematic assessment concerning students who are about to complete their studies, aimed at gathering information on the quality and effectiveness of the curricula, on the study experience and on the main support services (e.g. ISU Bocconi Student Assistance and Financial Aid, Career Service, International Relations Service). Also in this case the questionnaire is completed online via the yoU@B student diary and it is made available to graduating students around one month before the deadline for making the graduation reservation.

Last change 03/08/2007 12:29

8. EXAMS

Assessment methods such as exams and other types of tests are designed to evaluate whether students have reached the required level of preparation in order to be awarded the relative credit points for the various educational activities.

Exams are scheduled for the following educational activities included in the degree program requirements(*):

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

(*) with regard to internships or similar activities and supplementary educational activities included in the degree program requirements, student evaluation and credit achievement are based on the positive final evaluation issued by the Master of Science Program Director or his/her delegate.

Last change 01/08/2007 12:31

8.1.

Exam program

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

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

The **course syllabus** is prepared by the Course Director in conjunction with the views of the Master of Science Program Director. The syllabus is generally distributed during lessons and is also available from the secretary's office of the Institute responsible for the course. The purpose of the course syllabus, unlike the course profile, is to explain in more detail the topics covered. For every learning session, if possible, the reference materials necessary for an in-depth appreciation and consolidation of the concepts dealt with or referred to in lessons and assessment methods are specified.

Last change 03/08/2007 18:11

8.2. Assessment methods

The assessment methods are indicated in a summarized form in the course profiles and are explained in further detail in the course syllabuses. In addition, they are also explained by the teachers during lessons and indicated in the notices issued by the secretary's office of the Institute responsible for the course.

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

Students are considered "attending" if they fulfil the course attendance requirements established by the teacher.

Generally exams must be taken straight after the lessons have finished. This is due to the fact that the overall mark may be determined by a combination of the following:

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

Furthermore, the education model adopted by the Master of Science programs is characterized by teaching

activities which aim to encourage interaction between students and teachers.

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

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

The results of partial exams are taken into account to pass the complete exam and to be awarded the relative credit points; passing 2 partial exams can, if the assessment methods allow, be equivalent to passing the general exam.

This assessment process is made up of different elements therefore the traditional written and/or oral exam merely represents the final element.

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

It is important to always check how exam marks are registered either with the teacher or with the secretary's office of the Institute (whether or not it is necessary to register for other exams to complete the requirement, etc) and to check the expiration date of the mark of those written exams that are followed by an oral exam.

Last change 01/08/2007 11:07

8.3.

Past exam papers

The 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 in the secretary's office of the Institute.

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

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

Last change 06/07/2007 14:36

8.4.

Exam sequence and other regulations

8.4.1. Exam sequence

Exam sequence indicates the sequence that must be followed in terms of time and prerequisites in preparing exams and obliges students to pass some exams before sitting for others.

There is no pre-ordered sequence in sitting the exams of programs. However, students are advised to sit exams following the sequence of the teaching activities for the current year and semester.

Last change 01/01/0001 00:00

8.4.2. Other regulations

Ministerial requirements

Students in the 1st year of **MSc in Giurisprudenza [Law]** who hold a degree from other universities can be admitted with educational debits. Educational debits are divided into 2 categories:

- Ministerial requirements and;
- Bocconi requirements.

Information regarding the above is published on the site at [http://www.unibocconi.it/educational debits](http://www.unibocconi.it/educational%20debits).

Making up educational debits

"Ministerial requirements" up to or more than 3 credits can be made up in any exam session before graduating (MSc programs).

"Bocconi requirements" can be made up by taking the exams during the MSc course:

- by the September 2007 session for students enrolled in the 1st year in 2006-2007 a.y.;
- by the September 2008 session for students enrolled in the 1st year 2007-2008 a.y.

Starting from the first session following the above mentioned expiration dates, and **at the end of each exam period**, checks will be carried out to make sure the rules have not been breached. Therefore the student can - in the same exam period - make up "Bocconi requirements" and take the MSc program's exams.

If checks show that the rules have been infringed, the MSc course exams will be annulled.

Last change 02/08/2007 12:27

8.5. Period of general/partial exams and timetable

8.5.1. Master of Science programs related to Economics and Management

The exam **timetable** is organized in periods that do not coincide with the periods when lessons are held.

All courses have 3 exam sessions, with the exception of foreign languages that have 5.

Exam distribution includes 2 sessions held at the end of the teaching semester; the third session (the last one) is considered a supplementary session.

Lessons are suspended at mid-semester in both the first and second semester for 1st partial exams. 2nd partial exams are held at the end of the semester of lessons (1st semester course exams are held after the Christmas holidays).

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

Students can take exams in all sessions once the semester lessons included in their study plan have finished.

For students enrolled in Master of Science programs related to Economics and Management the exam **periods** are organized as follows in the table below.

Period		1st semester courses	2nd semester courses
From	To		
29/10/07	10/11/07	1st partial exams	1 session 2006-2007 a.y.
Period I			
07/01/08	26/01/08	2nd partial exams	
07/01/08	26/01/08	1 session	
28/01/08	16/02/08	1 session	
Period II			
14/04/08	24/04/08		1st partial exams
Period III			
05/06/08	24/06/08		2nd partial exams
05/06/08	24/06/08		1 session
25/06/08	22/07/08		1 session
Period IV			
01/09/08	17/09/08	1 session	

Note

- "Session" refers to both exams of the current year and the previous years;
- the third session for second semester courses will be held in the October - November 2008 period;
- the sessions for foreign languages will be held in: January, February, April, June, September 2008;
- in addition, prior to the January-February session 2008, there is an early session scheduled during the 10-21 December 2007 period , organized for those students who:

- ◆ are participating in Exchange, Master CEMS, and Free-Mover Programs in the second semester of the 2007-2008 a.y.;
- ◆ are participating in the Campus Abroad Program (winter edition);
- ◆ are incoming (exchange and single courses for visiting students) students in the first semester;
- ◆ are carrying out internships in Italy or abroad over the January - February 2008 period.
- ◆ Please note that for the early session students CANNOT sit exams for previous year's courses.

There is NO overlapping between compulsory course exam sessions of the same Master of Science degree program; therefore no two exams on the same day are scheduled.

As far as electives are concerned, they may be present in more than one major. Therefore, the avoidance of timetable clashes is only guaranteed for compulsory courses.

The exam timetable for the October 2007 - September 2008 period are published in the second half of September 2007 on the [University Internet site](#).

During the year the timetable 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 timetable.

Exam dates are updated daily on the Internet site, so that if the date or time is changed, the new timetable is displayed and students may check the original timetable of the exam session by clicking on the exam icons.

Changes to the exam timetable are displayed on the "Exam timetable changes" bulletin board located on the ground floor of the University building in via Sarfatti 25.

Personalized exam timetables can be printed out at any Punto Blu terminal and also from the [yoU@B](#) student diary, which can be accessed from the Bocconi homepage. Via [yoU@B](#) students can integrate their personalized exam timetable with the deadlines of other educational activities and/or personal interest activities, and organize and print all the information recorded in their diary for the desired period (daily, weekly, monthly, etc).

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

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

Last change 03/08/2007 17:02

8.5.2. Master of Science in Giurisprudenza [Law]

The exam **timetable** is organized in periods that do not coincide with the periods when lessons are held. All compulsory courses have 4 exam sessions; elective courses that are the same as Master of Science programs related to Economics and Management have 3 sessions.

Foreign languages have 5 sessions.

Lessons are suspended at mid-semester in both the first and second semester for 1st partial exams. 2nd partial exams are held at the end of the semester (1st semester course exams are held after the Christmas holidays). The dates of partial exams may or may not coincide with the dates fixed for general exams. Students can take exams in all sessions once the semester of the courses included in their study plan has finished.

For students enrolled in Master of Science in Law the exam periods are organized as follows in the table below:

Period		1st semester courses	2nd semester courses
From	To		
29/10/07	10/11/07	1st partial exams	1st session 2006-2007 a.y.
I period	-		
07/01/08	26/01/08	2nd partial exams	
07/01/08	26/01/08	1 session	
28/01/08	16/02/08	1 session	
II period			
14/04/08	24/04/08	1 session for compulsory courses	1st partial exams
III period			
05/06/08	24/06/08		2nd partial exams
05/06/08	24/06/08		1 session
25/06/08	22/07/08		1 session
IV period			
01/09/08	13/09/08	1 session	1 session for compulsory courses

Note

- "Session" refers to both exams of the current year and the previous years;
- the fourth session for second semester courses will be held in the February 2009 period.
- the sessions for foreign languages will be held in: January, February, April, June, September 2008;
- in addition, prior to the January-February 2008 session, there is an early session scheduled during the 10-21 December 2007 period, organized for those students who:
 - ◆ are participating in Exchange, Themis, and Free-Mover Programs in the second semester of the 2007-2008 a.y.;
 - ◆ are participating in the Campus Abroad Program (winter edition);
 - ◆ are incoming (exchange and visiting) students in the first semester;
 - ◆ are carrying out internships in Italy or abroad over the January - February 2008 period.
 - ◆ Please note that for the early session students CANNOT sit exams for previous year's courses.

There is NO overlapping between compulsory course exam sessions of the Master of Science, therefore no two exams on the same day are scheduled.

The overlapping rule refers only to courses of the year in which the student is enrolled and do not refer to

previous years' exams which have not been passed yet.

The exam timetable for the October 2007 - September 2008 period is published in the second half of September 2007 on the University Internet at <http://www.unibocconi.it/examtimetable>.

During the year the timetable 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 timetable.

Exam dates are updated daily on the Internet site, so that if the date or time is changed, the new date/time is displayed and students may check the original date/time of the exam session by clicking on the exam icons.

Changes to the exam timetable are displayed on the "Exam timetable changes" bulletin board located on the ground floor of the University building in via Sarfatti 25.

Personalized exam timetables can be printed out at any Punto Blu terminal and also from the [yoU@B](#) student diary, which can be accessed from the Bocconi homepage. Via [yoU@B](#) students can integrate their personalized exam timetable with the deadlines of other educational activities or personal interest activities, and organize 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 in via Sarfatti 25.

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

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

Last change 27/08/2007 15:53

8.5.3. Classroom allocation

The list of classrooms assigned for exams is generally published on the working day prior to the exam date, on the Internet site at <http://www.unibocconi.it/classrooms>.

They are also posted daily:

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

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

Last change 13/07/2007 14:40

8.5.4. Student allocation

If a breakdown of students in the classrooms is necessary for exams and partial exams, this is displayed online on the student's yoU@B diary; the subdivision is displayed on the bulletin boards "Exams - breakdown of students", located on the ground floor of the University buildings in via Sarfatti 25 and piazza Sraffa13.

Last change 13/07/2007 14:41

8.6. Exam registration procedure

Registration for exams can be carried out at any of the Punto Blu terminals or via 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 2007: 1 and 2 November, 7 December and from 24 to 31 December 2007;
 - for 2008 (up to the September period): 1 January, 24 March and 2 June.

To register for exams students must have paid the university fees and taxes and have no academic penalties. To register, select IP exam registration: a list of the un-passed courses included in the study plan appears. Students should select the type of exam they want to register for (**O** = oral; **S** = written, **I** = partial exam); it is possible to register and cancel.

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

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

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

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

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

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

When the registration to the session has closed, the above criteria will be checked again. If the criteria has not been met the student cannot sit the exam. Students who are suspended after registering for one or more exams and/or partial exams are sent a message on their yoU@B student diary and via SMS informing them that they cannot sit the exam. Students who clear up their position before registration closes have the right to sit the exam. Once students clear up their position they will receive a message via the above channels.

Last change 03/08/2007 17:05

8.7. Marks

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

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

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

Examining board may award "lode" (cum laude) to students who achieve thirty out of thirty (30/30).

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

Exams that are awarded a satisfactory mark are considered to have been passed and cannot be retaken.

8.8. Exam procedure

8.8.1. Procedure

Students must turn up to exams equipped with:

- unofficial academic transcript;
- Bocconi ID card;
- valid proof of identity document (e.g. identity card).

Students must sign in 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 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.

Only passed exams are recorded.

8.8.2. Exam conduct

Exams are official assessments which must be taken in full compliance with the rules.

During an examination students:

- cannot offer or receive any assistance from students or any other party, nor can they use notes unless authorized by the teacher;
- cannot attempt to obtain confidential information about the specific questions of the exam;
- cannot assume the identity of another nor allow others to assume their identity during an exam; nor can students present as their own a piece of work which has been copied, entirely or partially.

Violation of the above rules or the instructions given by the teacher during exams, is cause for cancellation of the exam, and the start of disciplinary procedures. The disciplinary sanctions applied in this University include:

- official warning;
- temporary ban from one or more courses;
- exclusion from one or more exams for one or two sessions;
- temporary suspension from the University and loss of exam sessions (not more than three years).

All disciplinary sanctions are registered in the student's scholastic records, written in the transfer form, and in all university documents used in determining the student's graduation mark. A disciplinary sanction more serious than a warning precludes any benefits (scholarships, housing etc.).

These rules do not substitute the university in the monitoring of the exams. The university will maintain strict exam procedures. At least one teacher will be physically present at each exam. The university moreover will do its best to ensure that the exams are taken in adequate rooms, with enough space and silence to allow students to concentrate. Teachers are required to set clear questions and to mark exams following clear rules, allowing students to show their ability and degree of understanding of the subject area

Last change 26/07/2007 17:19

8.9. Examining Boards

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

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

Students will generally sit exams with the teacher(s) of their assigned class group if they take the exam in the first exam period after the end of the course. In successive exam sessions, exams may also be organized in various class groups, in which case student may sit exams with either a teacher or teachers of one of the class groups or with an expert in the subject. The class group may not be the same that was assigned to the students.

Last change 01/01/0001 00:00

8.10.

Publication of exam results

Exams and other assessment items are public.

The results of written exams are available from the secretary's office of the Institute responsible for the courses and are also generally published on the Bocconi Internet site, where they can be accessed via the yoU@B student diary. **Marks are communicated for informational purposes only**, therefore students are advised to check that it has been correctly recorded in their academic career by using the "Certification" menu at Punto Blu terminals.

In addition, results are also sent via the SMS Bocconi service.

Last change 06/07/2007 14:44

8.11. Credit for international foreign language certifications

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

For more detailed information regarding these assessment methods see paragraph 4.8.

Last change 02/08/2007 12:28

8.12. 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 2 additional exams can be included in the calculation of the GPA. If a student has passed more than 2 additional exams, the 2 best results are considered.

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

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

Last change 01/01/0001 00:00

8.13. Credit for exams passed at universities abroad

Students enrolled in MSc programs may obtain credit for exams (marks and credit points) taken abroad as part of the International Exchange, Free-Mover Semester Campus Abroad(*), Master CEMS-MIM, Themis Program, and the Double Degree Program (see chapter 5) which are promoted and co-ordinated by the International Relations Service.

Please note:

- with reference to the following initiatives undertaken abroad, students can receive credit for a maximum of 30 CP for the Exchange Program, Free-Mover Semester Program and Master CEMS-MIM, Themis Program;
- students who take part in the Exchange Program cannot take part in the Free-Mover Semester Program, and vice versa, since it is not possible to accumulate 2 semesters abroad;
- credit can be granted for both compulsory and elective courses, either in full or after integration of part of the program, on the following conditions:
 - ◆ compulsory courses: students cannot obtain credit for the courses listed on the website at <http://www.unibocconi.it/graduateexams> in "List of exams for which credit cannot be granted if taken abroad";
 - ◆ credit cannot be awarded for language courses (except for international language certifications).

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

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

Students can also receive credit for electives that do not correspond to Bocconi courses taken as part of Exchange Programs (CEMS and Themis) and Free-Mover Semester. Credit can be granted for a maximum of 4 courses and requires approval from the Master of Science Program Director, or his/her delegate.

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

Last change 03/08/2007 14:08

8.13.1.

Credit approval procedure for exams taken as part of Exchange and Free-Mover Semester and Master CEMS-MIM and Themis Program

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

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

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

To start the credit approval procedure students should contact the International Relations Service which receives the academic transcript from the host university abroad. Based on this document and the **student's request**, the "**Summarized Credit Approval Report**" and "**Individual Exam Report**" will be prepared. These will be used for exam conversion together with the "**mark conversion tables**".

Students can go to the Course Director of the Bocconi equivalent course (or the Master of Science Program Director or his/her delegate for courses that do not have a Bocconi equivalent) with the "Summarized Credit Approval Report" and "Individual Exam Report" in order to have the exam mark recorded. Exam registration via Punto Blu or Virtual Punto Blu is not necessary.

The Course Director (or the Master of Science Program Director or his/her delegate) will send the "Individual Exam Report" to the Student Administration Centre.

Once this process has been completed students will hand in once again the "Summarized Credit Approval Report" to the International Relations Service and go to the Teaching Services and Organization Desk to make any elective course changes that have not yet been included in the study plan.

Last change 06/07/2007 14:48

8.13.2.

Credit for exams taken as part of the Campus Abroad Program

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

On completion of the program, the International Relations Service 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.

Last change 06/07/2007 14:49

8.13.3.

Credit approval procedure for exams taken as part of Double Degree Program

Concerning the Double Degree Program:

- the maximum credits that may be approved is based on the individual integrative study plan, approved by Organs of administration displayed on the University website www.ir.unibocconi.it/doubledegree;
- students who are enrolled in the Double Degree Program cannot sign up for the following international programs: Exchange Program and Free-Mover, CEMS Program. If the student is admitted to more than one program, he/she must choose only one;
- credit is granted for all exams in the integrative study plan including foreign languages, upon approval by the Language Centre;
- the Master of Science Course Director approves credits for exams whether or not they correspond to Bocconi courses.

Credits for exams taken during the Double Degree Program are generally not automatic and are subject to the following procedure. **Prior to departure**, students seeking credit must subscribe an integrated study plan approved by the Master of Science Course Director.

As soon as students returns from the period abroad they must start the credit approval procedure by contacting the International Relations Service which receives the academic transcript from the host university abroad. Based on this document and the **student's request**, the "**Summarized Credit Approval Report**" and "**Individual Exam Report**" will be prepared. These will be used for exam conversion together with the "**mark conversion tables**".

Students must go to the Master of Science Program Director with the "Summarized Credit Approval Report" and "Individual Exam Report" in order to have the exam mark recorded. Exam registration via Punto Blu or Virtual Punto Blu is not necessary.

The Master of Science Program Director (or his/her delegate) will send the "Individual Exam Report" to the Student Administration Centre.

Once this process has been completed students will hand in once again the "Summarized Credit Approval Report" to the International Relations Service and go to the Teaching Services and Organization Desk to make any elective course changes that have not yet been included in the study plan.

Last change 30/07/2007 16:25

9. SUPPLEMENTARY ACTIVITIES: COURSES AND SEMINARS

Università Bocconi offers its students supplementary activities designed to enhance their cultural understanding and complement the degree program requirements.

The supplementary activities are divided in two large groups. For the first group of activities students must sign up using the yoU@B student diary (see 9.1). The second group must sign up to the service offering the activity, without use of the student diary (see 9.2).

Last change 18/07/2007 11:45

9.1. Supplementary activities registration via yoU@B student diary

Supplementary activities include:

- research seminars organized by the Library <http://www.unibocconi.it/library>
- personal development and self-management skills courses organized by CESDIA - Centre for Teaching and Learning <http://www.unibocconi.it/cesdia> (Italian version)
- interdisciplinary courses which form part of the Sapere a Tutto Campo program <http://www.unibocconi.it/corsinterdisciplinari> (Italian version)
- language and culture courses organized by the Language Centre <http://www.unibocconi.it/languagecentre>

The full range of supplementary activities for 2007-2008 is published in September (before the start dates of any activity initiatives); more detailed information including programs and calendars will be released on the websites of the services which offer these activities.

For students enrolled in Bachelor programs participation in supplementary activities is optional.

The general rules for supplementary activities are set out below:

- **sign-up application procedure:** through the yoU@B student diary during 2 periods:
 - from 19 to 30 September 2007 for I semester activities;
 - from 10 to 25 January 2008 for II semester activities.

When signing up students can make up to 3 choices (max) in decreasing order of preference. Students can also indicate if they intend to take just 1 of the 3 indicated or if they intend to take 2 (if it is possible to assign everyone a course and places are still available);

- **assigning courses:** sign-up applications are accepted on the basis of the year of studies at which the activities are pitched: for second year students on the basis of academic merit, and for first year students in the order of sign-ups received. In the II semester priority is given to students who missed out on their preferences or who did not apply in I semester. Once the ranking has been drawn up, students are assigned their first, second or third choices, in that order, depending on whether there are places available. After all students in the ranking have been assigned an activity, where possible, the same criteria are applied to assigning a second to those who have requested one, and if there are any places left. Students who are admitted/not admitted to attend these activities will receive a personal online message sent to their yoU@B student diary;
- **attendance: obligatory for at least 75% of the teaching sessions**, as established by the instructors. Students who attend less than 50% without good reason (e.g. medical certificate), will be excluded from future editions of these activities for the whole academic year as well as the following academic year; this exclusion also applies to online courses which have mechanisms for registering attendance, if offered;
- **evaluation:** is carried out by instructors according to the assessment methods discussed in class (e.g. written report) but is subordinate to the compulsory 75% attendance;
- **period of study:** courses are held during teaching periods and on specific dates which will be finalized before the sign-up period begins;

- **duration:** a minimum of 5 teaching sessions of 2 hours each.

Positive participation in the activities, attested to by teachers, allows students to obtain a certificate of participation.

Positive participation means that students have attended at least 75% of lessons and passed the final assessment.

Last change 03/08/2007 17:09

9.2. Supplementary activities without registration via yoU@B student diary

A list of activities including the service providing the activity and the Bocconi website for further information follows:

- international competitions and simulations, organized by International Relations Services
www.ir.unibocconi.it/competitions
- in-company training (a selection of candidates and certificate of attendance) organized by Career Service
- www.cs.unibocconi.eu

In addition:

- career guidance seminars, company presentations, individual counselling in job search techniques; organized by Career Service - www.cs.unibocconi.eu
- POL (Programma Orientamento Laureati - Personal Orientation Lab) for undergraduate and graduate students who are about to enter the world of work, aptitude orientation interviews for undergraduate students who wish to continue their studies, organized by Servizio orientamento attitudinale [Aptitude orientation service](#)
- concerts, meetings, exhibitions, debates, sports and culture events aimed at raising students cultural awareness; organized by ISU Bocconi <http://www.unibocconi.eu/events>
- competitive and amateur sports: basketball, volley ball, soccer, athletics, golf, skiing, tennis, wing shooting, swimming, water polo, sailing and rugby. Participation on a permanent basis to the most important federal and university championships entitles you to a certificate from the Associazione Sportiva Dilettantistica Bocconi Sport Team (Amateur Sport Association Bocconi Sport Team)
www.unibocconi.eu/pellicani

Last change 27/08/2007 15:22

10. ADMINISTRATIVE REGULATIONS AND DEADLINES

- First year procedures and administrative deadlines
- Rules for the second year of the program
- Changing Master of Science program
- Exercising the option to change to the Corso di Laurea Magistrale in Giurisprudenza [Combined Bachelor and Master of Science]
- Transferring to another university
- Suspension, temporary interruption and resumption of university studies
- Disqualification
- Withdrawing from university studies

Last change 03/08/2007 20:28

10.1. First year procedures and administrative deadlines

10.1.1. Choice of foreign languages

Students must choose the foreign languages and course levels they want to attend when finalizing enrolment (from 18 September to 28 September 2007).

Students enrolled in the Master of Science in Giurisprudenza [Law] (CLG-LS) can include a second foreign language in their study plan instead of seminars which are included in the second year of the program. Law students can do this when finalizing enrolment, and in the second year they will be asked to confirm the choice they made in the first year when enrolling in the academic year.

For information about the choice of foreign languages and possible modifications and courses offered, see chapter 4 "Foreign Languages" or check the website at <http://www.unibocconi.it/languagecenter>.

Last change 03/08/2007 14:24

10.1.2. Curriculum choice and modification, first year courses gco II semester

From 7 to 31 January 2008, students enrolled in the Master of Science in Management (M-LS), Master of Science in Economics and Management in Arts, Culture, Media and Entertainment (ACME-LS), corso di laurea

specialistica in Discipline economiche e sociali [Master of Science in Economics and Social Sciences] (DES-LS), Master of Science in Economics and Social Sciences (ESS-LS) and Master of Science in Economics and Management of Innovation and Technology (EMIT-LS) must choose the curriculum or the courses of the II semester, first year. This can be done via Punto Blu or Virtual Punto Blu.

Students enrolled in:

- M-LS choose between curriculum in "Organization and Human Resources Management" and a "Other major" curriculum;
- ACME-LS choose a workshop;
- DES-LS - ESS-LS choose 5 elective courses;
- EMIT-LS choose a major compulsory course.

During this period students can modify their choices.

Last change 01/08/2007 11:19

10.2. Rules for the second year of the program

10.2.1. Access to program years following the first

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

After the first year of the program, students can enrol in the second year or in the first year as repeating students ("ripetente" or "fuori corso intermedio").

After the second year, students who have not yet completed their studies must enrol as "fuori corso"; however they still have the possibility to enrol as "ripetente".

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

- are allocated a class group for lessons.

In addition, all students enrolled:

- are allowed to attend any repeat class groups for courses which have not been passed;
- are allowed to sit exams;
- are granted access to the various services offered by the University (Library, IT labs, etc);
- can obtain enrolment certifications for the academic year in which they are enrolled.

Last change 05/07/2007 15:14

10.2.2.

Administrative procedures and deadlines for enrolment in the second year

Enrolment must be carried out during the **1 August - 3 September 2007** period via Punto Blu or Virtual Punto Blu.

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.

After selecting "Enrolment in the academic year", the procedure gives second-year students the option to choose electives. If the elective is taught in both Italian and English then students are asked to specify the language (see 10.2.3). In addition, students enrolled in the Master of Science in Giurisprudenza [Law] (CLG-LS) may add an elective course or a second foreign language to their study plan instead of "seminars" (see 10.2.4). The system will then require students to confirm both their enrolment in the academic year and choice of elective courses.

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

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

Enrolment in the academic year is completed once the first instalment of the university fees and tuition has been paid and recorded in the student's academic career. If the first instalment of the university fees and tuition is not paid by 14 September 2007 students will not be able to carry out any administrative or learning activities or make use of any services offered to students.

Students who do not enrol by 3 September 2007, for whatever reason, can enrol during the **10 September - 31 December 2007** (*) period on payment of a late-enrolment fee (for detailed information check the website <http://www.unibocconi.it/fees>) and on the understanding that the possibility of choosing electives may be reduced (see following paragraphs).

After **31 December 2007** enrolment is only possible as repeating students ("fuori corso" or "fuori corso intermedio" 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 penalty fees due, to the Teaching Services and Organization Desk.

(*) Since 31 December 2007 is a bank holiday, the deadline is extended to the next working day (2 January 2008).

10.2.3. Choice of electives

When enrolling in the second year (1 August - 3 September 2007) students must **choose** their major and both I and II semester electives to be included in the study plan specifying the language of instruction if requested. During this period students can also **change** the electives previously chosen.

Before choosing the major and electives, students are advised to check the list of courses available, course profiles, class timetables, and the tables of "Incompatible" and "Banned" courses published on the Bocconi website.

The educational offer for the 2007-2008 academic year include an e-learning class group already taught in the same semester using traditional methods.

If required, when students are asked to choose their elective courses, they must specify the learning method (either traditional or e-learning) as well as language of instruction of multi-class groups electives.

Starting up e-learning class groups depends on:

- activating the traditional class group (if this does not happen, the e-learning class group will not be activated);
- a minimum number of inscriptions has to be reached.

For all electives chosen, students must also nominate an alternative to their first choice. However, this does not apply to elective courses which are included in the core elements of the major.

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

By 10 September:

- allocation of I and II semester electives will take place for all students except those who have chosen the "free track" major;
- students will receive a message about the result of allocation in their yoU@B student diary.

Students who choose the "free track" major will not be able to see their chosen elective courses on Punto Blu or Virtual Punto Blu. The elective courses allocation is made upon approval of the MSc Program Director to the Student Administration Centre.

Allocation is based on a scale that takes into account the alternatives expressed by students and the sign-up position. Students who change only one elective course lose the priority position they held for their initial choice, even for elective courses which have not been changed.

Courses will not be run if the minimum number of students is not reached. For courses taught in Italian the minimum number is 18. For courses taught in English the minimum number is 10.

Class groups must not have more than 120 students.

The following courses have a maximum of 30 students: cod. 8171 Laboratorio di beni culturali e mercato dell'arte [Cultural heritage and the arts market workshop], cod. 8173 Laboratorio di editoria e media [Publishing and media workshop], cod. 8175 Laboratorio di spettacolo ed entertainment [Performing arts and entertainment workshop], cod. 8176 Laboratorio di turismo e territorio [Tourism and local development workshop] and 8295 Laboratorio sui sistemi produttivi per le arti e i media [Production systems for arts and media]. Moreover, allocation is based on a scale that takes into account the alternatives expressed by students and the sign-up position, and gives priority to the students enrolled in the Master of Science in Economia e management per le arti, la cultura e la comunicazione [Economics and Management of Arts, Culture and Communications] (CLEACC-LS).

Students coming from foreign universities participating in international programs are not included in the above-mentioned limits.

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 students. During the 10-28 September 2007 period:

- students who were not allocated either their preferred elective course or courses chosen as alternatives, and
- students who obtained permission to change their MSc Program;

must choose, at Punto Blu or Virtual Punto Blu, from among the I and II semester electives that are still available. During this period, once electives have reached the maximum number of 120 students they will no longer be available for other students to choose from.

Students who enrol in the academic year after 3 September and especially during the 10 September 2007 - 31 December 2007 period (*), can choose their I and II semester electives from the list of electives that are still available at the time of enrolment in the academic year.

(*) Since 31 December 2007 is a bank holiday, the deadline is extended to the next working day (2 January 2008).

Last change 03/08/2007 17:00

10.2.4.

Educational activities in lieu of Seminars for students enrolled in the Master of Science in Giurisprudenza [Law] (CLG-LS)

In lieu of educational activities such as "Seminars", CLG-LS students can add an elective or a second foreign language worth 6 credit points to their study plan.

In order to add a second language to the study plan, students must submit the application via Punto Blu or Virtual Punto Blu when enrolling in the academic year (**1 August - 3 September 2007**).

Before choosing the elective course it is advisable to check the list of courses available, the programs, the timetable and the tables of "Incompatible" and "Banned" courses published on the Bocconi website.

The second foreign language - in the study plan as an alternative to the seminar or as an additional course - cannot obtain university educational credits for international certifications recorded in the students undergraduate academic career in order to have the MSc second language exam exempted.

For further information about the choice of foreign languages and courses offered see chapter 4] "Foreign Languages", and the website at <http://www.unibocconi.it/languagecentre>.

The above choice can be modified during the 7-31 January 2008 period (see following paragraphs).

Last change 03/08/2007 17:08

10.2.5.

Foreign languages gco changes and application for exemption

Second-year students can change the first and/or second language via Punto Blu terminals or Virtual Punto Blu during the periods from 1 August 28 September 2007 and 7-31 January 2008.

In addition, students can apply to have the mark that is recorded in the students undergraduate academic career validated, in order to be exempted from the MSc first language exam. This is also possible for the second foreign language, for all MSc programs except CLG-LS (see 10.2.4). More information is available in chapter 4 "Foreign languages ".

Last change 06/08/2007 12:13

10.2.6. Changing I and II semester courses with II semester courses

During the 7-31 January 2008 period students can change their I and II semester electives included in their study plans with other II semester electives as long as they refer to the current academic year. CLG-LS students can modify their previous choice from among: second foreign language, electives and seminars. These modifications must meet the criteria specified in paragraph 10.2.5.

Last change 03/08/2007 14:32

10.2.7. Additional courses

Additional courses are courses that students choose in order to achieve more than the number of credit points required to fulfil the MSc degree requirements, they can be chosen from:

- electives;
- workshops worth 3 credits;
- in-depth studies (only for students enrolled in DES-LS and CLEMIT-LS).

Such activities can be included in the study plan only after the course exams of the first 2 MSc semesters have been passed.

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

Students can choose additional courses by completing the form that can be collected from the Teaching Services and Organization Desk during the 1 August 2007 - 31 January 2008 period.

Additional courses can be cancelled by handing in an application to the Teaching Services and Organization Desk. An activity recorded with a passing mark cannot be eliminated.

Last change 02/08/2007 12:34

10.3. Changing Master of Science program

10.3.1. Rules

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

After completion of the first year, students who apply to change their MSc program may be admitted to the **first** year of the new MSc program, as long as any numerical limits that have been set are respected.

For MSc programs that are taught in both Italian and English, changing from a class group taught in English to a class group taught in Italian (and vice versa) is the same as changing degrees and therefore can only be done at the end of the year. In this case, the Program Director is responsible for deciding the year of studies that the student shall be admitted.

When changing from one MSc program 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 included in the new MSc Program are considered to be **equal** (some exams in common);
- exams are to be **integrated** if they are for courses belonging to the same subject group in both the original and new degree program. Courses may have significantly different course profiles which are worth the same credit point value, or the original programs courses may be worth less credit points than those of the new program. In this case the exam mark is based on a weighted average of the marks obtained in both degree programs;
- 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**. Note that compulsory courses taken as part of the original MSc Program which are not included in the program structure of the new MSc Program can be recognized as additional or elective courses if approved by the MSc Program Director.

Last change 31/07/2007 19:32

10.3.2. Numerical limits to changing MSc program

For the 2007-2008 a.y. the following numerical limits have been set: 5 students for each class group of each MSc program.

In the case where the number of applications is greater than the number of places, then a ranking list based on the students weighted average of the marks and the number of credit points earned will be followed.

Applications are evaluated by the MSc Program Director.

Last change 02/08/2007 12:34

10.3.3.

Administrative procedures and deadlines

Students can submit an application to change the MSc program (the application form must be collected, filled out and handed in at the Teaching Services and Organization Desk) during the 1 August - 3 September 2007 period. The same deadline applies for cancelling or modifying any applications previously submitted. In order to submit the application to change the MSc program, students must be enrolled in the 2007-2008 a.y. in their **original** MSc Program.

The results will be released on **11 September 2007**. The lists, divided according to each MSc program, will show students who:

- have been admitted to the first year of the new MSc program;
- have not been admitted to the new MSc program as a result of the students ranking not falling within the numerical limits.

Last change 03/08/2007 14:36

10.4.

Exercising the option to change to the Combined Bachelor and Master of Science in Giurisprudenza [Law] (CLMG)

10.4.1. Rules

The Ministerial Decree of 25 November 2005 defines the class of the CLMG as a five-year path, aimed at legal professions.

Students who enrolled in the Undergraduate Degree in Scienze Giuridiche [Law](CLSG) for the 2005-2006 a.y. or in previous years, may:

- continue the CLSG and finish the educational path with the Master of Science in Giurisprudenza [Law] (CLG-LS) which will remain active until completed or
- move to the five-year CLMG where they must make up the educational debits as a result of such modification.

The following describes the administration criteria for Bocconi students and students from other universities who, enrolled in an Undergraduate Degree in Law (field of study 31) or in a Master of Science in Law (field of study 22/S), wish to be admitted to the combined five-year CLMG Program.

To enter into the five-year system:

- students may only be admitted to the first, second and third year of the five-year program, even if they already hold a three-year undergraduate degree;
- students who exercise this option can only be admitted to an active year of studies;

- students who have acquired at least 24 credits from the first year of the CLMG may be admitted to the second year;
- students who have acquired at least 90 credits from the first and second year of the CLMG may be admitted to the third year;
- for Bocconi students, there is no limit to the number of exams and credits which may be recognized;
- for students coming from other universities, only a maximum of 150 credits may be recognized;
- students who have exercised this option may take the required exams for courses in the new degree program's program requirements in years previous to the student's admission, starting with the first available exam session, and without needing to follow lessons;
- in the case where students have already passed the exams foreseen for the program years of studies following the student's admission, these are "saved" and are later registered in the student's university career at the appropriate time.

To exit from the 3+2 system:

- students enrolled in the CLSG or the CLG-LS may exercise this option in any year of studies;
- those who exercise this option add at least one year more to the normal duration of studies;
- changing to the five-year system is irreversible.

The following table shows the development of the five-year system's progressive activation and the progressive deactivation of the three-year and two-year systems:

2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011
1st Undergraduate (UG)	1st Five-year (F-Y)	1st F-Y	1st F-Y	1st F-Y	1st F-Y
2nd UG	2nd UG	2nd F-Y	2nd F-Y	2nd F-Y	2nd F-Y
3rd UG	3rd UG	3rd UG	3rd F-Y	3rd F-Y	3rd F-Y
1st Master of Science (MSc)	1st MSc	1st MSc	1st MSc	4th F-Y	4th F-Y
2nd MSc	2nd MSc	2nd MSc	2nd MSc	2nd MSc	5th F-Y

Therefore, please note that:

- in the 2006-2007 a.y., students could be admitted to the first year of the CLMG;
- for the 2007-2008 a.y., students may only be admitted to the first or second year of the CLMG;
- for the 2008-2009 a.y. and those following, students will have the opportunity to be admitted to the first, second or third year of the CLMG;
- students enrolled in the CLSG (field of study 31) or the CLG-LS (22/S) should keep in mind that teaching of the first year of the Master of Science of the 22/S class will be active only up to the 2008-2009 a.y.

Last change 02/08/2007 12:35

10.4.2. Numerical limits

For the 2007-2008 a.y., the following numerical limits to options have been set:

- 10 students for the first year;
- 20 students for the second year.

Last change 01/01/0001 00:00

10.4.3. Procedures and administrative deadlines

A specific committee - comprised of a professor (the CLMG Program Director or a delegate) and a representative of the Student Administration Centre - verify the student's admissibility according to the numerical limits, decide on the year of program that the student shall be admitted, recognize exams and determine the "study plan to be completed"

This option may be exercised at the start of every academic year.

For the 2007-2008 a.y., applications for changing to the five-year system must be submitted during the period from 1 August to 3 September 2007.

The procedure for the administration of options includes the following:

- after students have enrolled in the current academic year they must fill out the application which can be found at the Teaching Services and Organization Desk and submit it to the same office; at this time students may also renounce any applications which they have previously submitted;
- the Committee opens the dossier;
- application results will be published by 1 October 2007 and students will be contacted by phone or email;
- according to regulations, students have 5 days to go to the Student Administration Centre and receive their study plans from the appropriate representative;
- according to regulations, students then have 5 days to decide in writing whether they accept the change or not; if students do not provide a written declaration then the request for change is revoked; changing to the five-year system is irreversible.

Last change 02/08/2007 12:36

10.5. Transferring to another university

Università Bocconi students can transfer to another university by submitting the application to transfer to the Teaching Services and Organization Desk (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 program they wish to attend. Students are advised to find out when the deadline for receiving transfer documents is from the university they

intend to transfer to, in order to ensure that they have enough time to complete the transfer procedure. Students who submit a transfer request during the 1 August - 28 September 2007 period do not have to enrol in the 2007-2008 a.y., while students who submit a transfer request after 1 October 2007 (and in any case before 31 December 2007 (*)) must enrol for the 2007-2008 a.y..

Enrolled students who have submitted a transfer application should contact the University Fees Office (TCA) for information regarding university fees and tuition.

The transfer application must be accompanied by:

- unofficial academic transcript and Bocconi 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 that are still out on loan;
- authorization from ISU;
- authorization from the University Fees Office (TCA).

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

Students who intend to continue their studies at universities abroad must complete the special application form which is available from the Teaching Services and Organization Desk.

(*) Since 31 December 2007 is a bank holiday, the deadline is extended to the next working day (2 January 2008).

Last change 01/08/2007 14:12

10.6.

Suspension, temporary interruption and resumption of university studies

- Suspension
- Temporary interruption

Last change 03/08/2007 20:29

10.6.1.

Suspension

Students are suspended if they have not gained any credit points for a period of time equal to the standard program duration.

The suspension takes into account the academic years in which students:

- are enrolled but do not earn credits;
- do not enrol.

The years mentioned above are calculated in determining disqualification (see paragraph 10.7). Students who intend to resume their studies after being suspended must submit a written formal reinstatement request. The validity of any previously gained credit points and the year of studies in which students must enrol will be evaluated.

The suspension will result in students being unable to carry out any administrative or educational activities or make use of any university services.

Students who resume studies must consult the University Fees Office (TCA) regarding university fees and tuition.

If, after reinstatement, students do not earn any credit points during their first year of the program, they will be suspended once again for the following years until disqualification.

Last change 31/07/2007 19:39

10.6.2. Temporary interruption

Students who during the academic year are involved with duties for military service, civil service, female students in the year of birth of each child and students who are forced to interrupt studies because of serious illness and certified prolonged medical conditions can apply well in advance to temporarily interrupt their studies in accordance with D.P.C.M. 09/04/2001.

Temporary interruption means that those students will not be able to complete any administrative operations, participate in educational activities or make use of university services offered to students. The years for which the student did not enrol do not count towards disqualification. For each year of temporary interruption students are required to pay a fixed sum for each year as set by the University Fees Office (TCA).

Last change 31/07/2007 19:40

10.7. Disqualification

Students are disqualified:

- if the maximum number of enrolments as repeating students ("fuori corso" and "ripetente") is equal to 3 academic years,

or

- if after four years (i.e. double the number of years of the Degree Program) no credits have been earned.

The maximum number of enrolments as "fuori corso" and as "ripetente" does not take into account periods of temporary interruption requested according to D.P.C.M. (Ministerial Decree) 09/04/2001 which is described in paragraph 10.6.

Students who have been disqualified from their Degree Program can obtain certifications attesting to their university career and the number of credit points previously earned. If students should eventually resume their studies, the credit points previously earned will be evaluated to determine if they are still valid.

Disqualification does not apply to those students who have passed all exams and only miss the final degree exam.

Last change 02/08/2007 12:37

10.8. 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 certifications attesting to their university career and credit points earned.

The withdrawal form is to be collected, filled out and submitted to the Teaching Services and Organization Desk.

The application should include a declaration stating that there is no unsettled business with ISU Bocconi (Student Assistance and Financial Aid), the Bocconi Library, and other University Offices. The Bocconi ID card must be attached to the application.

Students who submit the withdrawal form should contact the University Fees Office (TCA) regarding university fees and tuition due.

Last change 01/08/2007 14:17

11. THESIS

11.1. Contents

In order to obtain the Master of Science degree, the final exam requires students to **present** and **defend** their **written thesis** before the Examining Board.

The thesis shapes the student's educational experience in a significant way. It is the result of research carried out under the supervision of the thesis advisor on a topic linked to the main subject area of the graduating student's curriculum. The topic of the thesis does not necessarily have to be associated with a course in the student's study plan. It can be based on work experience (internship) or a period of study in Italy or abroad.

The thesis must demonstrate the student's command of the basic methodologies of the subject areas he/she has studied. Students must also prepare an in-depth analysis of a specific topic addressing the theoretical, practical and empirical aspects in an original and critical way.

The thesis for all MSc programs is worth 20 credit points with the exception of the CLG-LS thesis which is worth 26 credit points.

Each Institute offers a Thesis Service which provides assistance to students regarding the assignment and submission steps which are completed through an IT procedure. The Service may also offer guidance during the assignment phase.

Graduating students deal with the Thesis Service Advisor's Institute of reference. The names of the contact persons of the Thesis Service are published on the Bocconi website in the specific area dedicated to each Institute.

The Guide to "Writing a Master of Science thesis" can be downloaded from the Bocconi website at <http://www.unibocconi.it/graduatedegrees> in Thesis and graduation > Guide to writing a Master of Science thesis. This guide was designed to aid students in writing their theses. The Guide is published in 2 volumes: one is for students enrolled in Master of Science programs in the fields of Economics and Management, and the other is for students enrolled in the Master of Science in Giurisprudenza [Law] (CLG-LS). There may be additional instructions for each single Master of Science program, according to the specific topics studied. Any changes will be announced by the Program Directors, and will be communicated to the candidates by the thesis supervisor before they finish writing it.

The thesis preparation is divided into the following phases:

- assignment;
- writing the thesis;
- administrative requirements for graduation (choosing the thesis title, entering the abstract, obtaining the approval for submitting the thesis, graduation reservation and submitting the thesis);
- admission to the graduation session;
- examining Board;
- graduation session and awarding of the graduation grade.

Last change 31/07/2007 19:44

11.2. Assignment

The thesis is formally assigned by the thesis advisor, who will supervise the progress of the work.

Graduating students must access the Thesis Procedure in order to check the names of the potential thesis advisors according to their rank and qualifications as defined by the University.

Assignment of the thesis is then formalized when the "Choice of thesis title" form is completed (see the paragraph "Administrative requirements for graduation").

Once the thesis has been assigned, the thesis advisor will nominate a discussant to act as the interlocutor during the presentation (defence) of the thesis. There is only one discussant. The advisor may nominate a second advisor if the thesis covers more than one field of study; the second advisor is chosen from an institute which is different from the advisor's, and collaborates in supervising the work.

The discussant is chosen from among the professors who can assume the role of thesis discussant according to rank and qualifications, as defined by the University.

The Institute of reference for the thesis is the same as that of the advisor.

Graduating students can request to cancel the thesis assignment by applying to the Thesis Service at the advisor's Institute of reference.

If no cancellation has been made, graduating students cannot apply for another thesis assignment, (neither in the same nor in any other institute).

Last change 06/07/2007 15:00

11.3. Writing the Thesis

The thesis requires around 4 months of full-time preparation given that the student is nearing the completion of advanced studies. This is calculated on the credit point value of the thesis.

Students enrolled in class groups taught in Italian can opt to write the thesis in either Italian or English. However students enrolled in class groups taught in English must write the thesis in English.

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

The thesis includes an abstract which summarizes the main topic.

Last change 27/07/2007 16:53

11.4. Administrative requirements for graduation

11.4.1. Choosing the thesis title

Graduating students:

- fill out the "Choice of thesis title" form; 2 copies will be issued. The form must include:
 - student ID;
 - surname and name;
 - Master of Science program;
 - academic year;
 - year of study;
 - thesis title;
 - name of the thesis advisor;
 - Institute of thesis advisor;
 - name of the discussant;
 - language of the thesis.

The "Choice of thesis title" form can be downloaded from the Bocconi website and must be signed by the thesis advisor:

- 1 completed copy must be handed in to the Thesis Service of the thesis advisor's Institute;
- 1 completed copy is kept by the student.

Last change 02/08/2007 12:37

11.4.2. Entering the abstract

When nearing the completion of their theses, graduating students should access the Thesis Procedure and enter their abstracts. The abstract summarizes the thesis topic in a fixed number of predefined lines (around 250 words) and it can be modified up until the deadline for reserving the graduation session.

Last change 22/08/2007 15:53

11.4.3. Submission approval

Graduating students:

- download and print the approval form which is generated by the thesis procedure. This form includes:
 - thesis title;
 - thesis advisor;
 - thesis advisor's Institute of reference;
 - discussant;
 - abstract;
 - any corrections to the title;
 - authorization or non-authorization for thesis consultation and declaration of conformity (the declaration asserts that the CD ROM's contents conform to what has been written by the student and approved by the thesis advisor); these must be signed by the student.
- submit, by the deadline for reserving a graduation session:
 - ◆ the thesis approval form to the thesis advisor.
The thesis advisor will check the accuracy of the abstract, make any corrections to the thesis title and sign the form.
The student can access the procedure if the abstract contains any mistakes and make the necessary adjustments
 - ◆ the signed approval form to the Thesis Service of the thesis advisor's Institute of reference.

Last change 01/08/2007 14:22

11.4.4. Graduation reservation

Graduating students:

- make the graduation reservation via Punto Blu or Virtual Punto Blu, by selecting the "Graduation Reservation" option. Students must respect the deadlines indicated on the Graduation Calendar.

Students can sit exams during this period up to the graduation reservation deadline. Students do not need to have passed all the exams in the program structure in order to make the graduation reservation. In fact, it is advisable to make the graduation reservation before submitting the thesis.

The "Graduation Reservation" option will check the following:

- that the thesis title is present in the Thesis Procedure;
- the student's administrative status;
- the student's financial position (whether fees, tuition, etc. have been paid).

Students' administrative status regards:

- enrolment in the **2006-2007 a.y.** for those students who intend to graduate within the first session of

2008 (27-28 March)

- enrolment in the **2007-2008 a.y.** for those students who intend to graduate from the second session of 2008 to the first session of 2009 (generally the first session is held in March).

Please note also that students **must enrol in the 2007-2008 a.y.** if they intend to graduate:

- in the second session of 2008, (30 May) upon payment of the **first installment** of university fees and tuition;

- from the third session of 2008, (23-24-25 July) upon payment of **all** university fees and tuition;

• **must declare**, when making the graduation reservation, that:

- they do not have any pending obligations with ISU;

- there are no outstanding obligations with the Library by the end of the graduation reservation;

• once the verifications have been made, students can **view**:

- their thesis titles;

- the educational activities in the study plan to be completed;

- their grade point averages;

• **enter**:

- any temporary address changes to where the degree diploma will be sent;

- the address to where copies of the thesis will be sent;

- any updates to contact details like telephone numbers just in case any problems arise when the thesis is being uploaded during the submission step;

• via the yoU@B student diary, students must **fill out** the following forms by the set deadlines:

- the placement form which goes into a "CV Book" that will be sent to Bocconi contacts for recruitment purposes. These contacts include companies, public and private organizations as well as professional studios. This must be filled out starting from the day after the graduation reservation has been made;

- the evaluation of university experience questionnaire. This questionnaire makes up part of a national survey and is designed to discover the perceptions of students who are about to graduate with reference to their overall university experience. This must be filled out starting from one month before the deadline for the graduation reservation.

Last change 01/08/2007 14:52

11.4.5. Submitting the thesis

Once the **approval form** has been handed in and the **graduation reservation** made, graduating students can go to the "Thesis Submission" assistance point indicated on the graduation calendar which is published on the website and:

- submit the following by the deadline which is indicated for **thesis submission** on the Graduation Calendar:
 - the thesis must be submitted on a CD-ROM in the correct pdf format (according to the format specifications indicated);
 - authorization for printing and distribution;
 - the choice of binding form which can be downloaded from the Bocconi website;
- collect a copy of the receipt for thesis submission.

The University is responsible for the printing and binding of the required number of thesis copies.

Students accepted for graduation will be issued two copies of their binded theses about two weeks before the thesis defence. The thesis will be sent to the specific address which the student provided when making the graduation reservation.

Last change 13/07/2007 14:50

11.4.5.1. Format specification

Last change 01/01/0001 00:00

11.5. Graduation acceptance

After the period for making the graduation reservation has closed, the Student Administration Centre will determine whether or not the student meets all the criteria to graduate.

In particular, the Student Administration Centre will check that:

- the procedure contains the abstract and approval from the thesis advisor;
- the thesis has been submitted;
- all educational activities included in the study plan are registered (except for the credit points for the thesis);
- there are no pending obligations with the ISU Office;
- there are no outstanding obligations with the Library.

The thesis will be submitted to the Examining Board for assessment only if all the criteria to graduate are fulfilled.

Students will receive notification about acceptance to graduation via an online message sent to their yoU@B student diaries. This message will also contain the student's GPA.

Last change 13/07/2007 14:51

11.6. Examining Boards

The thesis is evaluated by the Examining Board, of which the thesis advisor is a member.

The Boards are appointed by the Rector or by one of his delegates, and are presided by a tenured Professor (1st or 2nd level), who can also take on the role of thesis advisor and a second advisor and/or discussant of one or more theses which are subject to assessment.

The Boards are made up of professors, researchers and professionals who are experts on the thesis topic and on the other educational activities which are foreseen by the Program Structure.
The Board consist of at least 5 members including:

- the thesis advisor;
- a second thesis advisor (only if appointed);
- the discussant;
- at least 3 other examiners (2 if a second advisor is present).

Last change 01/08/2007 14:55

11.7. Graduation and awarding of the graduation grade

In order to present and defend their theses before the Board, graduating students must have earned all the credit points foreseen by the program structure, with the exception of those which are awarded for the thesis.

Students enrolled in class groups taught in Italian can opt to present and defend the thesis in either Italian or English. However students enrolled in class groups taught in English must present and defend the thesis in English.

The graduation (thesis presentation) includes:

- an oral presentation (approximately 20 minutes);
- the defence, which includes answering questions and discussing issues raised by the members of the Examining Board. Those theses considered to be excellent will involve the participation of the discussant.

On completion of the presentation the candidate exits; the Board then determines the student's graduation grade.

The overall classification is expressed out of 110.

Students pass the final exam if they obtain a grade of at least 66.

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

Please take note that from the first 2007-2008 Master of Science in Giurisprudenza [Law] exam session (July 2008) the incremental score to be added to the GPA weighed on credit points converted into a mark out of 110 can be of maximum 6 credit points.

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

- in calculating the graduation grade a mark of 30 "cum laude" is expressed as 31;
- marks for courses taken to meet Ministerial and Bocconi requirements are not taken into consideration;
- a maximum of 2 additional exams (or equivalent educational activities) are taken into consideration (in cases where students have passed more than 2 additional exams, the 2 best results will be used);
- for exams passed at other Italian or foreign universities with a mark that is not expressed out of thirty, the marks are converted to a mark out of thirty on the basis of a specific conversion table.

Points awarded for **thesis evaluation and overall curriculum regard**:

- the thesis: a maximum of 8 points (out of 110)
- the overall curriculum: 1 point (out of 110) if "excellent"; this is awarded only if the thesis has earned from 0 to 7 points (out of 110).

The **thesis is evaluated** on contents, presentation and defence.

The contents of the thesis are evaluated on clarity and accuracy of the written work, as well as the student's ability to summarize. The points awarded are based on the complexity of the topics covered, thoroughness and depth of analysis, literature cited, methodology applied and the quality and accuracy of empirical analysis. Originality and degree of innovation are also important factors. In addition, the adequacy of the conclusions reached is also assessed.

The presentation is evaluated on the ability to express oneself clearly, plan and organize a well-structured presentation, apply critical reasoning and analytical skills, and respond appropriately to the questions and issues raised by the Board.

A high GPA does not guarantee a high thesis score. On the other hand, a comprehensive and original thesis can be awarded a high score regardless of the student's GPA.

The Board calculates the rounding of the graduation grade; if the decimal point is equal to or higher than 5 then the score is rounded up, whereas if the decimal point is lower than 5 it is rounded down.

For the 2006-2007 academic year graduation session and for all Master of Science programs, the Board can unanimously award "lode" (cum laude) to students who satisfy the following conditions:

- thesis evaluation and overall curriculum of at least 7 points;
- graduation grade of at least 110.

From the first 2007-2008 academic year graduation session and for all Master of Science programs in the field of Economics and Management the Board can unanimously award "lode" (cum laude) to students who satisfy the following conditions:

- thesis evaluation and overall curriculum of at least 7 points;
- graduation grade of at least 111.

For the Master of Science in Giurisprudenza (Law) the Board can unanimously award "lode"(cum laude) to students who satisfy the following conditions:

- the Examining Board evaluates the thesis as "excellent";
- students have a curriculum that is considered excellent (excellence is assessed by, for example, study or internship experiences in Italy or abroad which are particularly important, consistently exceptional performance on exams and lack of any disciplinary action);
- graduation grade of at least 110.

In the graduating student's presence, the Board will proclaim that the student has graduated and announce the graduation grade.

Last change 31/07/2007 19:53

11.8. Important reminders

- The thesis presentation agenda (day, time, room and Examining Board) can be checked in the [yoU@B](#) student diary. It is also posted on the bulletin boards located on the ground floor of the University building at via Sarfatti 25. It is released around one week prior to the presentation.
- After the presentation students can ask the Board to return the printed copy of the thesis. The Student Administration Centre will not return any copies.
- In general, from the **first** working day following the thesis defence, graduates can print graduation certifications at Punto Blu (they'll need their Bocconi ID card). Graduates who require a certification with "marca da bollo" (pre-paid stamp duty) can make the request at the Teaching Services and Organization Desk. Please note that the official certification will only be issued if graduates bring along the correct

"marca da bollo".

- The degree diploma will be sent to the graduate's address which he/she provided when the graduation session was reserved.
- If students cancel the graduation reservation they must repeat the procedure via Punto Blu or Virtual Punto Blu, and reserve a new session by the set deadline.
- After reserving a graduation session students can no longer enrol in the new academic year unless they renounce the graduation reservation. Renouncement must be done in writing and handed in to the Teaching Services and Organization Desk (Mondays to Fridays from 8 am to 4 pm). After re-enrolling in the new academic year and settling any pending financial obligations, students can make another graduation reservation.

Last change 10/07/2007 16:58

11.9. Graduation sessions

The graduation calendar can be consulted on the website in the section "Graduation sessions; calendars and ceremonies". It also contains the following information:

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

Last change 13/07/2007 14:54

12. CERTIFICATIONS AND DIPLOMA SUPPLEMENT

12.1. Certifications

Students can request the following certifications/documents:

- **enrolment in academic year**, that is also valid for applying for child benefits;
- **official academic transcript**; comprising the educational activities taken including mark if appropriate;
- **unofficial academic transcript**;
- **financial aid**, containing a declaration of exemption from University tuition and fees;

- **University tuition and fees** paid in the previous year.

Students can print all certificates/documents at Punto Blu terminals using their ID card (see chapter 1) providing they have paid their University tuition and fees and are correctly enrolled in the current academic year.

Students who do not enroll in the current academic year (2007-2008) will receive, from 4 September 2007 to 2 January 2008, a certification attesting the student's enrolment in the previous academic year, i.e. "he/she was enrolled in the 2006-2007 a.y. in...".

The same certification if requested after 2 January 2008 will contain, in addition to the sentence above, also a phrase attesting that the student did not renew his enrolment, i.e. "after that year the student did not renew his enrolment at this University".

Graduates can request the following certifications:

- degree, comprising the conferral date and graduation grade;
- official graduate academic transcript, that specifies the conferral date, graduation grade, a list of educational activities pursued including marks if appropriate
- diploma supplement (see next paragraph)
- resumption of university studies, valid for the resumption of university years for pension purposes.

It is also possible to print certifications for undergraduate studies at Punto Blu terminals as long as the Bocconi ID card is still valid. If not, graduates can request them at the Teaching Services and Organization Desk. Students coming from a (three-year) undergraduate degree program at Bocconi can use their Master of Science ID card to print undergraduate degree certifications.

Students/Graduates who cannot go in person to the Teaching Services and Organization Desk can empower, by **written authorization**, another person to request or pick up certifications:

The written authorization must contain:

- name and surname (family name) of the student;
- personal details;
- personal details of the authorized person;
- type of certification requested, number of copies and the language in which you want the certification (Italian or English);
- signature of the student;
- a photocopy of the student's identity card, or other document.

The authorized person must go to the Teaching Services and Organization Desk 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 request **any of the certifications 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 certification required, number of copies attaching a complete copy of their identity card or other identity document.

The certifications requested will be sent by post to the address specified on the request.

12.2. Diploma supplement

The diploma supplement 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 norms the diploma supplement is issued in a bilingual version (Italian and English).

The diploma supplement aims to make the student's qualification more "transparent" by providing additional information regarding the course of studies carried out. Thus making it easier for potential employers to evaluate new academic titles, furthermore simplifying the academic and professional recognition of Italian higher education qualifications abroad and the freedom of movement of graduate students.

The document that contains only official data about the student's academic career and it does not contain any value-judgments, 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 8 sections that contain the following information:

- personal details of the student;
- qualification awarded (e.g. Bachelor of xxx, field of study yyy; name of institution that issued the qualification, address of 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 marking 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.

13. LIST OF COURSES

13.1.

List of courses in alphabetical order

Course are listed in alphabetical order with indication of the graduate program, credit points, semester when offered, Institute, 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

The course profiles can be consulted at <http://www.unibocconi.it/profiles>.

Last change 03/08/2007 14:43

13.1.1.

From the letter A to the letter E

8348

ADVANCED DERIVATIVES

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Mascia Bedendo

8004

ADVANCED ECONOMETRICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Bruno Sitzia

8079

ADVANCED INTELLECTUAL PROPERTY LAW

INGLESE

(cfu: ACME-LS 6)

(I sem.) (I.D.C.)

Maria Lilla' Montagnani

Maurizio Borghi - Federico Morando

8309

ADVANCED MACROECONOMICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.)

Francesco Giavazzi

8360

ADVANCED MARKETING

INGLESE

(cfu: IM-LS 6 - ACME-LS 6)

(I sem. - II sem.) (I.E.G.I.)

Michael Gibbert - Michela Addis

Isabella Soccia

8371

ADVANCED RISK MANAGEMENT (EXTREME VALUES AND COPULAE)

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Gino Favero

Mascia Bedendo

8158

ADVERTISING MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Francesca Golfetto

Cristian Chizzoli - Anna Uslenghi

8137

AMMINISTRAZIONE E CONTROLLO NELLE IMPRESE MULTINAZIONALI

ACCOUNTING AND CONTROL IN MNCS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Andrea Dossi

Massimo Brunelli

8138

AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

ACCOUNTING AND CONTROL FOR SMES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Annamaria Arcari

Gianluca Lombardi Stocchetti - Lucrezia Songini

8288

ANALISI DELLE PERFORMANCE DI MARKETING

MARKETING PERFORMANCE ANALYSIS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Antonella Caru'

Antonella Cugini - Fabrizio Zerbini

8053

ANALISI DELLE POLITICHE PUBBLICHE NAZIONALI E INTERNAZIONALI

ANALYSIS OF NATIONAL AND INTERNATIONAL PUBLIC POLICIES

ITALIANO

(cfu: CLAPI-LS 6)

(II sem.) (I.E.P.)

Paolo Roberto Graziano

8139

ANALISI DI BILANCIO (corso progredito) (Financial statements analysis) / FINANCIAL STATEMENTS ANALYSIS (advanced course)

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Nicola Pecchiari

Giuseppe Pogliani

8293

ANALISI E VALUTAZIONE DELLE INFORMAZIONI DI MERCATO DELLE BANCHE E DELLE ASSICURAZIONI

INFORMATION AND FINANCIAL REPORTING OF BANKS AND INSURANCE COMPANIES: ANALYSIS AND EVALUATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Stefano Zorzoli

Sergio Paci

8026

ANALISI E VALUTAZIONI FINANZIARIE

FINANCIAL ANALYSIS AND VALUATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 8 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.)

Gualtiero Brugger

Massimo Buongiorno - Paolo Maurizio Iovenitti

8023

ANALISI PER LE DECISIONI FINANZIARIE

CORPORATE FINANCIAL MANAGEMENT AND BUSINESS EVALUATION

ITALIANO

(cfu: AFC-LS 4)

(I sem.) (I.A.F.C.)

Mauro Bini

Emanuel Bagna - Paolo Maurizio Iovenitti

8328

APPLIED INTERNATIONAL ECONOMICS

INGLESE

(cfu: IM-LS 6)

(I sem.) (I.E.P.)

Fabrizio Onida

Rodolfo Helg

8188

ASSET MANAGEMENT

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Marco Navone

Barbara Alemanni

8231

BAYESIAN STATISTICAL METHODS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Pietro Muliere

8222

BEHAVIOURAL MODELS IN ECONOMICS AND FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Erio Castagnoli

Fabio Angelo Maccheroni

8140

BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

CONSOLIDATED FINANCIAL STATEMENTS AND GROUP PERFORMANCE

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Alberto Bertoni

Paola Buso - Antonio Tessitore - Alfredo Vigano'

8018

BILANCIO E COMUNICAZIONE ECONOMICA

FINANCIAL REPORTING AND INTERNATIONAL ACCOUNTING STANDARDS

ITALIANO

(cfu: AFC-LS 8)

(I sem.) (I.A.F.C.)

Maurizio Maria Pini

Biones Ferrari - Chiara Mancini - Nicola Pecchiari - Giuseppe Pogliani - Alfredo Vigano'

8021

BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

FINANCIAL REPORTING AND DISCLOSURE

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Massimiliano Nova

Luigi Borre' - Sabino Fortunato - Maria Chiara Mosca

8028

BILANCIO E OPERAZIONI DI GESTIONE STRAORDINARIA

ACCOUNTING FOR BUSINESS COMBINATIONS

ITALIANO

(cfu: CLELI-LS 8)

(II sem.) (I.A.F.C.)

Riccardo Perotta

8146

BOND AND EQUITY OFFERINGS

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Mauro Bini

Francesco Momente' - Francesco Reggiani

8159

BRAND MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Bruno Giuseppe Busacca
Maria Carmela Ostillo

8160

BtoB MARKETING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Stefania Borghini

Bernard Cova

8030

BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

BUSINESS - GOVERNMENT RELATIONS

ITALIANO

(cfu: M-LS 6)

(II sem.) (I.P.A.S.)

Elio Borgonovi

Marta Marsilio

8318

BUSINESS HISTORY

ITALIANO

(cfu: M-LS 6)

(II sem.) (I.S.E.)

Franco Amatori

Andrea Colli - Giandomenico Piluso - Francesca Polese

8141

CAPITAL BUDGETING E GESTIONE DEL CIRCOLANTE

CAPITAL BUDGETING

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Paolo Ghiringhelli

8161

CHANNEL AND TRADE MARKETING

ITALIANO

(cfu: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Sandro Castaldo

Katia Premazzi

8009

CHANNEL MARKETING (Evoluzione del commercio analisi e progettazione) / CHANNEL MARKETING (Trade evolution analysis and planning)

BILINGUE

(cfu: MM-LS 6)

(II sem.) (I.E.G.I.)

Sandro Castaldo
Michele D'alessandro - Elisabetta Merlo - Katia Premazzi - Karin Maria Laura Zaghi

8362

COMMUNICATION AND EVENT MANAGEMENT

INGLESE

(cfu: ACME-LS 12)

(II sem.) (I.E.G.I.)

Diego Rinallo

Lia Zarantonello

8271

COMPARATIVE BUSINESS AND CORPORATE LAW

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.D.C.)

Catherine Rogers

8358

COMPARATIVE BUSINESS HISTORY: COMPETITION AND GLOBALIZATION

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.)

Franco Amatori

8326

COMPARATIVE BUSINESS LAW

INGLESE

(cfu: IM-LS 6)

(II sem.) (I.D.C.)

Catherine Rogers

8335

COMPARATIVE BUSINESS-GOVERNMENT RELATIONS

INGLESE

(cfu: IM-LS 4)

(II sem.) (I.P.A.S.)

Valentina Mele

8196

COMPARATIVE FINANCIAL SYSTEMS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Marco Onado

8237

COMPARATIVE INDUSTRIAL RELATIONS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Stefano Liebman

Orsola Razzolini

8008

COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza) / COMPETITIVE ANALYSIS (Competitive intelligence and regulation)

BILINGUE

(cfu: MM-LS 6

(I sem.) (I.E.G.I.)

Francesca Golfetto

Cristian Chizzoli - Michael Gibbert - Giovanna Padula

8304

COMPETITIVE ANALYSIS AND BUSINESS SCENARIOS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.S.E.A.)

Antonio Martelli

8263

COMPUTER PROGRAMMING FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP

INGLESE

(cfu: MM-LS 3 - OSI-LS 3 - AFC-LS 3 - CLAPI-LS 3 - CLEFIN-LS 3 - CLELI-LS 3 - CLEACC-LS 3 - DES-LS 3 - CLEMIT-LS 3 - CLG-LS 3 - M-LS 3)

(I sem.) (I.M.Q.)

Fabrizio Iozzi

8162

COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

CORPORATE COMMUNICATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Francesca Golfetto

Barbara Del Bosco - Vito Di Bari - Stefano Pace

8012

CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore) / CONSUMER BEHAVIOUR

BILINGUE

(cfu: MM-LS 5)

(I sem.) (I.E.G.I.)

Bruno Giuseppe Busacca

Cristian Chizzoli - David Mazursky - Maria Carmela Ostillio - Isabella Soccia

8359

CONSUMER CULTURE THEORY: EPISTEMOLOGY AND METHODS

BILINGUE

(cfu: MM-LS 6)
(II sem.) (I.E.G.I.)
Stefano Podesta'
Stefania Borghini - Edoardo Borruso - Bernard Cova - Michele D'alessandro - Luca Massimiliano Visconti

8363

CORPORATE E INVESTMENT BANKING
CORPORATE AND INVESTMENT BANKING
ITALIANO
(cfu: M-LS 6)
(II sem.) (I.E.M.I.F.)
Stefano Caselli

8366

CORPORATE FINANCE
BILINGUE
(cfu: MM-LS 6 - OSI-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6 - M-LS 6)
(II sem.) (I.A.F.C.)
Alessandro Nova
Hannes Wagner

8001

CORPORATE GOVERNANCE
BILINGUE
(cfu: CLELI-LS 8)
(II sem.) (I.S.E.A.)
Alessandro Zattoni
Niccolo' Abriani - Michel Greiche

8298

CORPORATE GOVERNANCE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI
CORPORATE GOVERNANCE IN GOVERNMENTS AND PUBLIC INSTITUTIONS
ITALIANO
(cfu: CLAPI-LS 6)
(I sem.) (I.P.A.S.)
Giovanni Valotti
Daniela Cristofoli

8163

CORPORATE SOCIAL RESPONSIBILITY
ITALIANO
(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(II sem.) (I.E.G.I.)
Francesco Perrini
Antonio Tencati

8342

CORPORATE STRATEGY
BILINGUE
(cfu: M-LS 8 - IM-LS 6)

(II sem. - I/II sem.) (I.S.E.A.)

Guido Corbetta - Markus Venzin

Giuseppe Airoidi - Giorgio Invernizzi - Alessandro Minichilli - Paolo Morosetti - Carlo Salvato - Giovanni Valentini -

Maurizio Zollo - Fabio Zona

8370

CREDIT RISK MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Giacomo De Laurentis

8357

CRIMINOLOGIA

CRIMINOLOGY

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Alberto Alessandri

Adolfo Ceretti - Gabrio Forti

8306

CRISI D'IMPRESA E PROCESSI DI RISTRUTTURAZIONE

CORPORATE DISTRESS AND TURNAROUND MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Gualtiero Brugger

Alessandro Danovi -

8164

CRM AND LOYALTY MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.)

Fabio Ancarani

Fabrizio Zerbini

8361

CULTURAL TOURISM AND LOCAL DEVELOPMENT

INGLESE

(cfu: ACME-LS 12)

(II sem.) (I.E.G.I.)

Magda Antonioli

Rodolfo Baggio - Nicola Fabbri - Cristina Mottironi

8166

CULTURE, MEDIA E CONSUMO

CULTURES, MEDIA AND CONSUMPTION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Stefano Podesta'

Daniele Dalli - Giacomo Gistri - Stefano Pace

8233

DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

INGLESE

(cfu: MM-LS 3 - OSI-LS 3 - AFC-LS 3 - CLAPI-LS 3 - CLEFIN-LS 3 - CLELI-LS 3 - CLEACC-LS 3 - DES-LS 3 - CLEMIT-LS 3 - CLG-LS 3 - M-LS 3)

(II sem.) (I.M.Q.)

Francesco Billari

Jane Klobas - Stefano Renzi

8347

DECISION MAKING AND NEGOTIATION

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.O.S.I.)

Anna Grandori

8045

DERIVATI / DERIVATIVES

BILINGUE

(cfu: CLEFIN-LS 6 - CLEFIN-LS 6)

(II sem.) (I.E.M.I.F.)

Francesco Saita

Mascia Bedendo - Davide Maspero

8096

DEVELOPMENT ECONOMICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Eliana La Ferrara

8086

DIRITTO AMMINISTRATIVO (corso progredito)

ADVANCED ADMINISTRATIVE LAW

ITALIANO

(cfu: CLG-LS 6)

(I sem.) (I.D.C.)

Fabrizio Fracchia

Luigi Gili - Massimo Occhiena

8083

DIRITTO CIVILE

CIVIL LAW
ITALIANO
(cfu: CLG-LS 8)
(II sem.) (I.D.C.)
Giovanni Iudica
Attilio Guarneri

8071

DIRITTO COMMERCIALE (corso progredito) / COMPANY AND BUSINESS LAW (advanced course)

BILINGUE

(cfu: CLEFIN-LS 6 -CLELI-LS 6 - CLG-LS 8 - M-LS 6)

(II sem. - I sem.) (I.D.C.)

Filippo Annunziata - Mario Notari - Piergaetano Marchetti - Vincenzo Allegri

Luigi Ardizzone - Giannina Baldussi - Luigi Arturo Bianchi - Elena Carla Buffa Di Perrero - Andrea Caraco' -

Marco Carone - Carmelo Massimo De Iuliis - Alessandro De Nicola - Andrea Giannelli - Maria Chiara Mosca -

Giovanni Strampelli

8235

DIRITTO COSTITUZIONALE REGIONALE

REGIONAL CONSTITUTIONAL LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Giuseppe Franco Ferrari

Lorenzo Cuocolo - Giovanni Protti

8078

DIRITTO DEI MERCATI E DEGLI STRUMENTI FINANZIARI

CORPORATE LAW AND FINANCIAL MARKETS REGULATION

ITALIANO

(cfu: CLELI-LS 6)

(II sem.) (I.D.C.)

Marco Ventoruzzo

8098

DIRITTO DEL LAVORO (corso progredito)

LABOUR LAW (advanced course)

ITALIANO

(cfu: CLG-LS 6)

(I sem.) (I.D.C.)

Stefano Liebman

Maurizio Del Conte

8324

DIRITTO DEL LAVORO E DELLE RELAZIONI INDUSTRIALI

LABOUR LAW

ITALIANO

(cfu: M-LS 6)

(II sem.) (I.D.C.)

Stefano Liebman

Maurizio Del Conte

8239

DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE

IT AND COMMUNICATION LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Giuseppe Franco Ferrari

Oreste Pollicino

8241

DIRITTO DELLA CONCORRENZA

ANTITRUST LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Federico Ghezzi

Mariateresa Maggiolino

8243

DIRITTO DELL'ARBITRATO INTERNO E INTERNAZIONALE

INTERNAL AND INTERNATIONAL ARBITRATION LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Giovanni Iudica

Stefano Azzali

8074

DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

BUSINESS LAW (SELECTED CORPORATE AND TAX ISSUES IN MANAGEMENT AND INTERNAL AUDITING)

ITALIANO

(cfu: AFC-LS 6)

(I sem.) (I.D.C.)

Silvia Gaia Balp

Filippo Annunziata - Angelo Contrino - Maria Cecilia Fregni

8081

DIRITTO DELL'IMPRESA E DEL MERCATO / COMPETITION LAW

BILINGUE

(cfu: DES-LS 6)

(I sem.) (I.D.C.)

Federico Ghezzi

Mariateresa Maggiolino - Corrado Malberti

8302

DIRITTO ED ECONOMIA DEL TERZO SETTORE

RIGHT AND ECONOMY OF NON PROFIT ORGANIZATIONS AND SOCIAL ENTERPRISES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - DES-LS 6 - CLEMIT-LS 6 -

CLG-LS 6 - M-LS 6)
(I sem.) (I.D.C.)
Giovanni Iudica
Giorgio Fiorentini - Roberto Randazzo

8240

DIRITTO FALLIMENTARE

BANKRUPTCY LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Edoardo Staunovo Polacco

8242

DIRITTO INTERNAZIONALE PRIVATO

INTERNATIONAL PRIVATE LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Maria Paola Mariani

8088

DIRITTO PENALE

CRIMINAL LAW

ITALIANO

(cfu: CLG-LS 8)

(I sem.) (I.D.C.)

Francesco Mucciarelli

Enrico Basile - Melissa Miedico - Raffaella Procaccini

8072

DIRITTO PER IL MARKETING / LEGAL ISSUES IN MARKETING

BILINGUE

(cfu: MM-LS 6)

(II sem.) (I.D.C.)

Maria Lilla' Montagnani

Elisa Brodi - Mariateresa Maggiolino - Massimo Maggiore

8084

DIRITTO PROCESSUALE CIVILE

CIVIL PROCEDURE

ITALIANO

(cfu: CLG-LS 6)

(II sem.) (I.D.C.)

Cesare Cavallini

Claudio Consolo - Stefano Recchioni

8244

DIRITTO PUBBLICO DELL'ECONOMIA

REGULATION IN ECONOMICS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Giuseppe Franco Ferrari

Antonello Tarzia

8257

DIRITTO ROMANO

ROMAN LAW

ITALIANO

(cfu: CLG-LS 6)

(I sem.) (I.D.C.)

Federico Pergami

Lorenzo Gagliardi

8245

DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

TAX LAW (advanced course 1) (Business taxation)

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Carlo Garbarino

Stefania Boffano - Claudio Legnazzi

8246

DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

TAX LAW (advanced course 2) (Advanced topics)

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.D.C.)

Carlo Garbarino

Patrizio Braccioni - Andrea Manzitti

8247

DIRITTO TRIBUTARIO INTERNAZIONALE

INTERNATIONAL TAX LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.D.C.)

Carlo Garbarino

Marco Bernasconi

8258

DIRITTO UNIONE EUROPEA

EUROPEAN UNION LAW

ITALIANO

(cfu: CLG-LS 6)

(I sem.) (I.D.C.)

Maria Paola Mariani

Chiara Battistini - Gaetano Iorio Fiorelli

8294

DOING BUSINESS IN ITALY

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Markus Venzin

Carlo Altomonte - Olga Annushkina - Luana Carcano

8346

EARNINGS QUALITY ANALYSIS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Maurizio Maria Pini

8255

ECONOMETRIA / ECONOMETRICS

BILINGUE

(cfu: CLEFIN-LS 6)

(II sem.) (I.E.P.)

Carlo Ambrogio Favero

Barbara Chizzolini

8300

ECONOMETRIC METHODS FOR INNOVATION STUDIES

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Maria Luisa Mancusi

Sergio Venturini

8327

ECONOMIA DEL LAVORO E DELLE RISORSE UMANE

LABOUR AND PERSONNEL ECONOMICS

ITALIANO

(cfu: M-LS 6)

(II sem.) (I.E.P.)

Michele Pellizzari

8165

ECONOMIA DELLA DISTRIBUZIONE COMMERCIALE

RETAIL MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Sandro Castaldo

Karin Maria Laura Zaghi

8019

ECONOMIA DELL'ENERGIA

ENERGY ECONOMICS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Luigi De Paoli

8287

ECONOMIA E GESTIONE DELLE PUBLIC UTILITIES

MANAGEMENT OF PUBLIC UTILITIES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Andrea Gilardoni

Daniela Cristofoli

8203

ECONOMICS OF EUROPEAN INTEGRATION

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Carlo Altomonte

Mario Nava - Francesco Passarelli

8118

E-GOVERNMENT STRATEGIES

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Greta Nasi

Luca Buccoliero

8167

E-MARKETING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Emanuela Prandelli

Margherita Pagani

8292

ENTREPRENEURIAL FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Maria Emilia Garcia Appendini

8204

ENTREPRENEURSHIP, FINANCE AND INNOVATION

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6 - EMIT-LS 6)

(II sem.) (I.E.P.)

Laura Bottazzi

Maria Emilia Garcia Appendini - Filippo Ippolito

8319

EVOLUTION IN INTERNATIONAL BUSINESS

INGLESE

(cfu: IM-LS 6)

(II sem.) (I.S.E.)

Andrea Colli

Katja Girschik

8320

EVOLUTIONS IN CULTURAL CONSUMPTION

INGLESE

(cfu: ACME-LS 6)

(I sem.) (I.S.E.)

Guido Guerzoni

Stefano Baia Curioni

[Last change 31/07/2007 20:38](#)

13.1.2.

From the letter F to the letter M

8260

FINANCIAL STATEMENT ANALYSIS

BILINGUE

(cfu: CLEFIN-LS 6)

(I sem.) (I.A.F.C.)

Annalisa Prencipe

Patrizia Tettamanzi - Daniela Travella

8024

FINANZA AZIENDALE (Introduzione alle valutazioni) / CORPORATE FINANCE (Business valuation)

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.)

Mario Massari

Antonio Salvi - Laura Zanetti

8027

FINANZA STRATEGICA

STRATEGIC FINANCE

ITALIANO

(cfu: MM-LS 8 - OSI-LS 8 - AFC-LS 8 - CLAPI-LS 8 - CLEFIN-LS 8 - CLELI-LS 8 - CLEACC-LS 8 - DES-LS 8 - CLEMIT-LS 8 - CLG-LS 8 - M-LS 8)

(II sem.) (I.A.F.C.)

Gualtiero Brugger

Paolo Maurizio Iovenitti

8223

FIXED INCOME (Advanced methods)

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Fulvio Ortu

Damiano Brigo - Gianluca Fusai - Fabio Mercurio

8308

FORENSIC ACCOUNTING, FRAUDS AND LITIGATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Giuseppe Pogliani

8310

FRANCESE (II lingua - CLG-LS)

FRENCH (second language CLG-LS)

ITALIANO

(cfu: CLG-LS 6)

(I/II sem.) (CI)

Bianca Maria San Pietro

8283

GAME THEORY: ANALYSIS OF STRATEGIC THINKING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Pierpaolo Battigalli

8190

GESTIONE DEI RISCHI E MODELLI DI ALM PER LE ASSICURAZIONI

RISK MANAGEMENT AND ALM MODELS FOR INSURANCE

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Giuseppe Corvino

8369

GESTIONE DEI RISCHI E VALORE NELLE BANCHE E NELLE ASSICURAZIONI / RISK MANAGEMENT AND VALUE IN BANKING AND INSURANCE

BILINGUE

(cfu: CLEFIN-LS 6)

(II sem.) (I.E.M.I.F.)

Andrea Sironi

Giuseppe Corvino - Sergio Paci - Andrea Cesare Resti

8365

GESTIONE DELLE RISORSE UMANE

HUMAN RESOURCE MANAGEMENT

ITALIANO

(cfu: M-LS 6)

(II sem.) (I.O.S.I.)

Silvia Bagdadli

8352

GESTIONE FINANZIARIA DELLE AMMINISTRAZIONI PUBBLICHE

FINANCIAL MANAGEMENT FOR PUBLIC ADMINISTRATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Luca Buccoliero

Marta Marsilio

8109

GESTIONE STRATEGICA NEI DISTRETTI

STRATEGIC MANAGEMENT IN DISTRICTS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Federico Visconti

Carmine Tripodi

8150

GOVERNANCE, RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

GOVERNANCE, RISK ASSESSMENT AND INTERNAL CONTROL SYSTEMS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Nicola Pecchiari

Sergio Beretta - Dino Martinazzoli

8128

I SISTEMI INFORMATIVI INTEGRATI (ERP)

ENTERPRISE RESOURCE PLANNING

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.O.S.I.)

Ferdinando Pennarola

Stefano Basaglia - Leonardo Caporarello

8110

IMPRENDITORIALITA' E BUSINESS PLANNING / ENTREPRENEURSHIP AND BUSINESS PLANNING

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Carlo Salvato

Carlo Brugnoli -

8224

INCOME DISTRIBUTION

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Pietro Muliere

Conchita D'ambrosio

8205

INDUSTRIAL DYNAMICS AND INTERNATIONAL COMPETITIVENESS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Franco Malerba

8289

INDUSTRIAL ECONOMICS AND COMPETITION POLICY

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Michele Polo

Angelo Marcello Cardani

8330

INDUSTRIAL ORGANIZATION

INGLESE

(cfu: MM-LS 8 - OSI-LS 8 - AFC-LS 8 - CLAPI-LS 8 - CLEFIN-LS 8 - CLELI-LS 8 - CLEACC-LS 8 - DES-LS 8 - CLG-LS 8 - M-LS 8 - EMIT-LS 8)

(I sem.) (I.E.P.)

Michele Polo

Valeria Gattai

8048

INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione) / INDUSTRY ANALYSIS (Industrial economics and economics of innovation)

BILINGUE

(cfu: MM-LS 8)

(I sem.) (I.E.P.)

Nicoletta Corrocher

8284

INFORMATION AND THE ARCHITECTURE OF FINANCIAL MARKETS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.P.)

Barbara Rindi

8129

INFORMATION SECURITY

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.O.S.I.)

Massimo Magni

Leonardo Caporarello

8168

INNOVATION AND TECHNOLOGY MANAGEMENT

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Alfonso Gambardella

Claudio Panico

8296

INNOVATION MANAGEMENT

INGLESE

(cfu: EMIT-LS 6)

(II sem.) (I.E.G.I.)

Boris Durisin

8331

INNOVATION, COMPETITION AND ECONOMIC GROWTH

INGLESE

(cfu: EMIT-LS 6)

(II sem.) (I.E.P.)

Maria Luisa Mancusi

Lucia Cusmano

8170

INNOVAZIONE NEL RETAILING

RETAILING INNOVATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Daniele Fornari

Roberto Ravazzoni

8082

INTELLECTUAL PROPERTY AND COMPETITION LAW

INGLESE

(cfu: EMIT-LS 6)

(I sem.) (I.D.C.)

Federico Ghezzi

Laurent Manderieux

8093

INTERCULTURAL STUDIES

INGLESE

(cfu: ACME-LS 5)

(II sem.) (I.S.E.)

Stefano Baia Curioni

Stefania Gerevini

8301

INTERNATIONAL AND COMPARATIVE TAXATION

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Carlo Garbarino

Giovanni Rolle

8111

INTERNATIONAL BUSINESS MANAGEMENT (Advanced topics in international business)

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Fabrizio Perretti

8145

INTERNATIONAL CORPORATE FINANCE

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Alberto Bertoni

Stefano Bonini - Ombretta Pettinato

8336

INTERNATIONAL FINANCE

BILINGUE

(cfu: IM-LS 8)

(II sem.) (I.E.M.I.F.)

Stefano Caselli

8193

INTERNATIONAL FINANCIAL MARKETS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Manuela Geranio

8264

INTERNATIONAL MARKETING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Enrico Valdani

Eleonora Cattaneo -

8291

INTERNATIONAL TRADE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Paolo Epifani

8236

INTERNATIONAL TRADE LAW

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Claudio Dordi

Leonardo Borlini

8042

INVESTMENT BANKING

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Stefano Caselli - Giancarlo Forestieri

Stefano Gatti - Giuliano Orlando Iannotta - Filippo Ippolito

8191

INVESTMENT BANKING AND STRUCTURED FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Stefano Gatti

Alberta Di Giuli - Andrea Fabbri

8130

IS GOVERNANCE

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.O.S.I.)

Ferdinando Pennarola

Paola Bielli - Severino Meregalli

8311

ITALIANO (II lingua - CLG-LS)

ITALIAN (second language - CLG-LS)

ITALIANO

(cfu: CLG-LS 6)

(I/II sem.) (Cl)

Elisa Turra

8282

LA VALUTAZIONE DEI BENI INTANGIBILI

THE VALUATION OF INTANGIBLES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Alessandro Frova

Giulio Nencioni

8171

LABORATORIO DI BENI CULTURALI E MERCATO DELL'ARTE

CULTURAL HERITAGE AND THE ARTS MARKET WORKSHOP

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Guido Guerzoni

8172

LABORATORIO DI COMUNICAZIONE

WORKSHOP IN COMMUNICATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Francesca Golfetto

Vito Di Bari - Margherita Pagani

8173

LABORATORIO DI EDITORIA E MEDIA

PUBLISHING AND MEDIA WORKSHOP

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Paola Dubini

8249

LABORATORIO DI FONTI DEI DATI PER LA RICERCA ECONOMICA E SOCIALE: DAI MEDIA TRADIZIONALI A INTERNET

DATA SOURCES FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP: FROM TRADITIONAL MEDIA TO THE INTERNET

ITALIANO

(cfu: MM-LS 3 - OSI-LS 3 - AFC-LS 3 - CLAPI-LS 3 - CLEFIN-LS 3 - CLELI-LS 3 - CLEACC-LS 3 - DES-LS 3 - CLEMIT-LS 3 - CLG-LS 3 - M-LS 3)

(I sem.) (I.S.E.)

Guido Alfani

8290

LABORATORIO DI MICROECONOMETRIA APPLICATA

APPLIED MICROECONOMETRICS

ITALIANO

(cfu: MM-LS 3 - OSI-LS 3 - AFC-LS 3 - CLAPI-LS 3 - CLEFIN-LS 3 - CLELI-LS 3 - CLEACC-LS 3 - DES-LS 3 - CLEMIT-LS 3 - CLG-LS 3 - M-LS 3)

(II sem.) (I.E.P.)

Giovanni Bruno

8174

LABORATORIO DI MODA E DESIGN

FASHION AND DESIGN WORKSHOP

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Salvatore Testa

Stefania Saviolo

8175

LABORATORIO DI SPETTACOLO ED ENTERTAINMENT

PERFORMING ARTS AND ENTERTAINMENT WORKSHOP

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Anna Maria Merlo

Claudia Tacchino

8216

LABORATORIO DI STAMPA ED ECONOMIA

PRESS AND ECONOMICS WORKSHOP

ITALIANO

(cfu: MM-LS 3 - OSI-LS 3 - AFC-LS 3 - CLAPI-LS 3 - CLEFIN-LS 3 - CLELI-LS 3 - CLEACC-LS 3 - DES-LS 3 - CLEMIT-LS 3 - CLG-LS 3 - M-LS 3)

(I sem.) (I.M.Q.)

Francesco Billari

Marco Liera

8176

LABORATORIO DI TURISMO E TERRITORIO

TOURISM AND LOCAL DEVELOPMENT WORKSHOP

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Magda Antonioli

Nicola Fabbri - Cristina Mottironi

8104**LABOUR ECONOMICS**

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Tito Michele Boeri

8100**LINGUA FRANCESE**

FRENCH LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)

(I/II sem.) (CI)

Bianca Maria San Pietro

Patrizia Esposito - Madeleine Leonard - Isabelle Morel - Helene Raccah - Claudia Zoratti

8099**LINGUA INGLESE**

ENGLISH LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)

(I/II sem.) (CI)

Michael Thompson

Andrew Cannon - Francesco Caruso - Dermot Costello - Giuliana Di Gregorio - Judith Gorham - Arianna Maria Jacobs - Kenneth Loyd - Dennis Marino - John Mc Hardy Clark - Anne Virginia Rees - John Paul Thompson - James Tierney - Helen Tooke

8103**LINGUA ITALIANA**

ITALIAN LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)

(I/II sem.) (CI)

Elisa Turra

Giuseppina Agnoletto

8267**LINGUA PORTOGHESE**

PORTUGUESE LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)
(I/II sem.) (CI)
Helena Da Silva Neto

8102

LINGUA SPAGNOLA

SPANISH LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)

(- I/II sem.) (CI)

Marta Martinez Perez

Amparo Avino Molina - Ana Maria Fernandez Hagen - Maria Gilarranz Lapena - Marilena Gnocchi - Ana Jimenez

8101

LINGUA TEDESCA

GERMAN LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)

(I/II sem.) (CI)

Anna Dal Collo

Hans Georg Hahn

8177

LOGISTICS MANAGEMENT AND STRATEGY

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Alberto Grando

Raffaele Secchi

8131

MANAGEMENT CONSULTING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.O.S.I.)

Ferdinando Pennarola

Carlo Alberto Carnevale Maffe' - Bernardino Provera

8349

MANAGEMENT DEI NETWORK PUBBLICI

MANAGEMENT OF PUBLIC NETWORKS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Francesco Longo

8351

MANAGEMENT DEI SERVIZI SANITARI

HEALTH CARE MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Federico Lega

Elena Cantu'

8354

MANAGEMENT DEL FUND RAISING

FUND RAISING MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.P.A.S.)

Francesco Manfredi

Giorgio Fiorentini

8178

MANAGEMENT DELLE ACQUISIZIONI

ACQUISITION MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Valter Conca

Angeloantonio Russo

8112

MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi operativi

MANAGEMENT OF FASHION AND DESIGN COMPANIES: operational processes

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Stefania Saviolo

Antonio Catalani - Salvatore Testa

8113

MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

MANAGEMENT OF FASHION AND DESIGN COMPANIES: strategic processes

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.S.E.A.)

Salvatore Testa

Antonio Catalani - Stefania Saviolo

8353

MANAGEMENT DELLE ORGANIZZAZIONI NON PROFIT INTERNAZIONALI

INTERNATIONAL NGO MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Alex Turrini

8350

MANAGEMENT DELL'IMPRESA SOCIALE NON PROFIT E ONG

MANAGEMENT OF SOCIAL AND NO PROFIT ENTERPRISES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Giorgio Fiorentini

8121

MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

FINANCIAL MANAGEMENT OF EUROPEAN AND INTERNATIONAL PROJECTS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.P.A.S.)

Veronica Vecchi

Manuela Brusoni

8344

MANAGEMENT OF FASHION AND LUXURY COMPANIES

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem. - I sem.) (I.S.E.A.)

Stefania Saviolo

8364

MANAGEMENT OF INFORMATION SYSTEM: I.S. DEVELOPMENT

INGLESE

(cfu: EMIT-LS 6)

(II sem.) (I.O.S.I.)

Ferdinando Pennarola

Paola Bielli

8261

MANAGEMENT OF INTERNATIONAL INSTITUTIONS

INGLESE

(cfu: CLAPI-LS 6)

(II sem.) (I.P.A.S.)

Giovanni Danesi

8356

MANAGEMENT OF TECHNOLOGICAL INNOVATION IN HEALTH CARE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.P.A.S.)

Rosanna Tarricone

8332

MANAGERIAL AND BEHAVIOURAL PERSPECTIVES ON FIRM THEORY

INGLESE

(cfu: EMIT-LS 6)

(II sem.) (I.E.P.)

Stefano Brusoni

Alfonso Gambardella

8179

MARKETING DEI SERVIZI

SERVICES MARKETING

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Antonella Caru'

Stefano Pace

8180

MARKETING ESPERIENZIALE

EXPERIENTIAL MARKETING

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Antonella Caru'

Bernard Cova

8181

MARKETING INTERNAZIONALE

INTERNATIONAL MARKETING

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Enrico Valdani

Margherita Pagani

8006

MARKETING MANAGEMENT

ITALIANO

(cfu: M-LS 6)

(I sem.) (I.E.G.I.)

Bruno Giuseppe Busacca

Fabio Ancarani - Giuseppe Bertoli - Cristian Chizzoli - David Mario Dino Jarach - Giovanna Padula - Fabrizio Zerbini

8068

MATEMATICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI / ADVANCED MATHEMATICS FOR ECONOMICS AND SOCIAL SCIENCES

BILINGUE

(cfu: DES-LS 8)

(I sem.) (I.M.Q.)

Sandro Salsa

Anna Maria Squellati

8043

MERCATI E INTERMEDIARI FINANZIARI

FINANCIAL MARKETS AND INSTITUTION

ITALIANO

(cfu: AFC-LS 6)

(II sem.) (I.E.M.I.F.)

Giacomo De Laurentis

Jacopo Mattei - Edmondo Tudini - Claudio Zara

8307

MERGERS AND ACQUISITIONS

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Gualtiero Brugger

Maurizio Dallochio - Dolly Predovic - Antonio Salvi

8125

METODI E STRUMENTI DI MANAGEMENT DELLE ISTITUZIONI EUROPEE E INTERNAZIONALI / MANAGEMENT TOOLS OF EUROPEAN AND INTERNATIONAL INSTITUTIONS

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Elio Borgonovi

8322

METODI QUANTITATIVI PER IL MANAGEMENT / QUANTITATIVE METHODS FOR MANAGEMENT

BILINGUE

(cfu: M-LS 6 - IM-LS 6 - ACME-LS 6)

(I sem.) (I.M.Q.)

Francesco Billari

Francesca Beccacece - Emanuele Borgonovo - Gabriele Gurioli - Fabrizio Iozzi - Maurizio Poli - Valeria Severini - Claudio Tebaldi - Sergio Venturini

8062

METODI QUANTITATIVI PER IL MARKETING / QUANTITATIVE METHODS FOR MARKETING

BILINGUE

(cfu: MM-LS 6)

(II sem.) (I.M.Q.)

Luca Molteni

8321

METODI QUANTITATIVI PER LE DECISIONI

QUANTITATIVE METHODS FOR DECISIONS

ITALIANO

(cfu: CLAPI-LS 6)

(I sem.) (I.M.Q.)

Gabriele Gurioli

Benedetto Matarazzo

8097

MICROECONOMETRICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Michele Pellizzari

8076

MICROECONOMIA AVANZATA

ADVANCED MICROECONOMICS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Aldo Montesano

8329

MICROECONOMICS OF TECHNICAL CHANGE

INGLESE

(cfu: EMIT-LS 8)

(I sem.) (I.E.P.)

Stefano Breschi

Franco Malerba

8020

MODELLI DI PIANIFICAZIONE E CONTROLLO

PERFORMANCE MEASUREMENT AND CONTROL SYSTEMS

ITALIANO

(cfu: AFC-LS 6)

(I sem.) (I.A.F.C.)

Sergio Beretta

Marco Agliati - Anna Iside Pistoni

8065

MODELLI QUANTITATIVI PER LA FINANZA / QUANTITATIVE METHODS FOR FINANCE

BILINGUE

(cfu: CLEFIN-LS 6)

(I sem.) (I.M.Q.)

Fulvio Ortu

Anna Battauz - Marco Tolotti

8085

MONETARY POLICY

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.P.)

Roberto Perotti

Last change 01/01/0001 00:00

13.1.3.

From the letter N to the letter Z

8229

NUMERICAL METHODS IN FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Anna Battauz

Fabrizio Iozzi

8339

ORGANIZATION (Project and Team Management)

INGLESE

(cfu: ACME-LS 6)

(I sem.) (I.O.S.I.)

Cataldo Ruta

8340

ORGANIZATIONAL DYNAMICS AND TECHNICAL CHANGE

INGLESE

(cfu: EMIT-LS 6)

(II sem.) (I.O.S.I.)

Luigi Proserpio

8132

ORGANIZZAZIONE DELLE PICCOLE E MEDIE IMPRESE

SMALL BUSINESS ORGANIZATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.O.S.I.)

Paolo Preti

8338

ORGANIZZAZIONE D'IMPRESA / ORGANIZATION

BILINGUE

(cfu: M-LS 6 - IM-LS 6)

(I sem.) (I.O.S.I.)

Vincenzo Perrone - James Hayton

Rossella Cappetta - Giuseppe Soda

8133

ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI

CROSS CULTURAL MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.O.S.I.)

Cataldo Ruta

Giuseppe Delmestri - Bettina Gehrke

8334

PERFORMANCE MANAGEMENT NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

PERFORMANCE MANAGEMENT IN PUBLIC ORGANIZATIONS AND INTERNATIONAL INSTITUTIONS

ITALIANO

(cfu: MM-LS 8 - OSI-LS 8 - AFC-LS 8 - CLAPI-LS 8 - CLEFIN-LS 8 - CLELI-LS 8 - CLEACC-LS 8 - DES-LS 8 - CLEMIT-LS 8 - CLG-LS 8 - M-LS 8)

(II sem.) (I.P.A.S.)

Fabrizio Pezzani

Laura Maria Caccia -

8343

PERFORMANCE MEASUREMENT

BILINGUE

(cfu: M-LS 8 - IM-LS 6 - ACME-LS 6)

(I sem.) (I.A.F.C.)

Franco Amigoni - Ariela Caglio - Giovanni Paolo Tomasi

Angelo Ditillo - Andrea Dossi - Gianluca Meloni - Giuseppe Pezzino - Massimo Solbiati

8368

PIANIFICAZIONE E BUDGETING

PLANNING AND BUDGETING (Performance measurement, Evaluation and Incentives)

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Marco Agliati

Giuseppe Sala

8212

POLITICA COMPARATA

COMPARATIVE POLITICS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.P.)

Paolo Roberto Graziano

Benedetta Trivellato

8077

POLITICAL ECONOMICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.P.)

Guido Tabellini

8017

POLITICHE FINANZIARIE DI IMPRESA

CORPORATE FINANCE

ITALIANO

(cfu: AFC-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Mauro Bini - Alessandro Nova

Francesco Reggiani

8051

POLITICHE PER LO SVILUPPO TERRITORIALE E URBANO

REGIONAL AND URBAN DEVELOPMENT POLICIES

ITALIANO

(cfu: CLAPI-LS 6)

(II sem.) (I.E.P.)

Alberto Bramanti

8232

POPULATION DYNAMICS AND ECONOMICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Francesco Billari

8312

PORTOGHESE (II lingua - CLG-LS)

PORTUGUESE (second language - CLG-LS)

ITALIANO

(cfu: CLG-LS 6)

(I/II sem.) (CI)

Helena Da Silva Neto

8025

PRINCIPI CONTABILI INTERNAZIONALI

INTERNATIONAL ACCOUNTING STANDARDS

ITALIANO

(cfu: CLELI-LS 8)

(I sem.) (I.A.F.C.)

Lorenzo Pozza

Michele Caso'

8219

PRINCIPLES OF FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Andrea Beltratti

8194

PRIVATE BANKING E GESTIONE DEI PATRIMONI ISTITUZIONALI

PRIVATE BANKING AND MONEY MANAGEMENT FOR INSTITUTIONAL INVESTORS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Andrea Cesare Resti

8195

PRIVATE EQUITY AND VENTURE CAPITAL

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Stefano Caselli

8089

PROCEDURA PENALE

CRIMINAL PROCEDURE

ITALIANO

(cfu: CLG-LS 6)

(II sem.) (I.D.C.)

Massimo Ceresa-gastaldo

Maria Luisa Balzarotti - Giovanna Ichino - Guglielmo Leo - Carlo Melzi D'eril - Pierpaolo Rivello

8297

PRODUCT AND MARKETING INNOVATION

BILINGUE

(cfu: MM-LS 5)

(II sem.) (I.E.G.I.)

Salvatore Vicari

Paola Cillo

8295

PRODUCTION SYSTEMS FOR ARTS AND MEDIA

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6 - ACME-LS 12)

(II sem.) (I.E.G.I.)

Severino Salvemini

Rossella Cappetta - Andrea Lissoni - Beatrice Manzoni - Luca Martinazzoli

8325

PROFILI GIURIDICI DELLE RIFORME AMMINISTRATIVE

ADMINISTRATIVE LAW REFORMS

ITALIANO
(cfu: CLAPI-LS 6)
(I sem.) (I.D.C.)
Massimo Occhiena
Francesca Mattassoglio

8029

PROJECT FINANCING E BUSINESS PLAN

PROJECT FINANCING AND BUSINESS PLAN

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Maurizio Dallocchio

Stefano Salvatori - Claudia Tamarowski

8134

PROJECT MANAGEMENT

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.O.S.I.)

Ferdinando Pennarola

Massimo Magni - Marco Sampietro

8183

PROTEZIONE DELLE RISORSE E DELL'AMBIENTE

PROTECTION OF RESOURCES AND ENVIRONMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Sergio Pivato

Nicola Misani

8355

PUBLIC ADMINISTRATION: TEORIE E METODI DI RICERCA

PUBLIC ADMINISTRATION: THEORIES AND RESEARCH METHODS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.P.A.S.)

Giovanni Fattore

Valentina Mele

8202

PUBLIC ECONOMICS

INGLESE

(cfu: GM-LS 0 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(- I sem.) (I.E.P.)

Alessandra Casarico

Simone Ghislandi

8285

PUBLIC MANAGEMENT FOR COMPETITIVENESS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Greta Nasi

Emanuele Antonio Vendramini

8280

QUANTITATIVE APPROACHES AND POLICY ANALYSIS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Francesco Billari

Rebecca Graziani - Paolo Roberto Graziano

8230

QUANTITATIVE METHODS FOR SOCIAL SCIENCES

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Pietro Muliere

8142

REAL ESTATE FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Armando Borghi

Giacomo Morri

8215

REGOLAMENTAZIONE DEI MERCATI FINANZIARI

REGULATION OF FINANCIAL MARKETS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.P.)

Angelo Porta

Franco Bruni - Donato Masciandaro

8052

REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE POLITICHE PUBBLICHE

PUBLIC UTILITIES REGULATION AND POLICY EVALUATION

ITALIANO

(cfu: CLAPI-LS 8)

(I sem.) (I.E.P.)

Lanfranco Senn

8184

RESEARCH AND DEVELOPMENT MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.)

Vincenzo Baglieri

Silvia Zamboni

8367

REVISIONE AZIENDALE (corso progredito)

AUDITING (advanced course)

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Massimo Livatino

8185

SALES AND KEY ACCOUNT MANAGEMENT

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Paolo Guenzi

Maria Gabriella Bagnato

8047

SCENARI ECONOMICI

ECONOMIC PROSPECTS

ITALIANO

(cfu: M-LS 6)

(I sem.) (I.E.P.)

Lanfranco Senn

Luigi De Paoli - Marco Maffezzoli - Marco Merelli - Antonella Mori - Marco Percoco - Laura Santa Resmini

8341

SEMINARI PER LO SVILUPPO DI ABILITA' COMPORTAMENTALI

BEHAVIOURAL SKILLS SEMINARS

ITALIANO

(cfu: M-LS 2)

(I sem.) (I.O.S.I.)

Vincenzo Perrone

Maria Gabriella Bagnato - Beatrice Bauer - Bettina Gehrke - Claudio Ondoli - Marina Puricelli

8186

SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

SEMIOTICS OF CONSUMPTION AND COMMUNICATION THEORIES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Francesca Golfetto

Arianna Brioschi - Paola Maria Milanese

8333

SISTEMI CONTABILI PUBBLICI

PUBLIC SECTOR ACCOUNTING

ITALIANO

(cfu: MM-LS 8 - OSI-LS 8 - AFC-LS 8 - CLAPI-LS 8 - CLEFIN-LS 8 - CLELI-LS 8 - CLEACC-LS 8 - DES-LS 8 -

CLEMIT-LS 8 - CLG-LS 8 - M-LS 8)

(I sem.) (I.P.A.S.)

Ileana Steccolini

Elena Cantu' -

8022

SISTEMI DI AMMINISTRAZIONE E CONTROLLO

SYSTEMS AND PROCESSES FOR ACCOUNTING AND CONTROL

ITALIANO

(cfu: AFC-LS 6)

(II sem.) (I.A.F.C.)

Franco Flavio Miroglio

Nicola Pecchiari

8003

SISTEMI DI CORPORATE GOVERNANCE

CORPORATE GOVERNANCE

ITALIANO

(cfu: AFC-LS 6)

(I sem.) (I.S.E.A.)

Giuseppe Airoidi

Andrea Colli - Alessandro Minichilli - Fabio Zona

8154

SISTEMI DI COST MANAGEMENT

COST MANAGEMENT SYSTEMS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Marco Agliati

Giovanni Paolo Tomasi

8135

SISTEMI DI SVILUPPO DEL PERSONALE

HUMAN RESOURCE DEVELOPMENT SYSTEMS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.O.S.I.)

Silvia Bagdadli

Maria Gabriella Bagnato - Barbara Imperatori

8136

SISTEMI DI VALUTAZIONE E DI RICOMPENSA

ASSESSMENT AND COMPENSATION SYSTEMS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.O.S.I.)

Silvia Bagdadli

Eugenia Cacciatori - Simonetta Cavasin

8015

SISTEMI INFORMATIVI PER IL MARKETING / MARKETING INFORMATION TECHNOLOGY

BILINGUE

(cfu: MM-LS 6)

(I sem.) (I.E.G.I.)

Chiara Mauri

Elena Feltrinelli - Luca Molteni - Maurizio Poli

8250

SOCIOLOGIA E STORIA (corso monografico)

SOCIOLOGY AND HISTORY (monographic course)

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.)

Marco Cattini

Sandro Roventi

8313

SPAGNOLO (II lingua - CLG-LS)

SPANISH (second language CLG-LS)

ITALIANO

(cfu: CLG-LS 6)

(I/II sem.) (CI)

Marta Martinez Perez

8256

STATISTICA / STATISTICS

BILINGUE

(cfu: CLEFIN-LS 6)

(I sem.) (I.M.Q.)

Francesco Corielli

Sandra Fortini

8069

STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI / ADVANCED STATISTICS FOR ECONOMICS AND SOCIAL SCIENCES

BILINGUE

(cfu: DES-LS 8)

(I sem.) (I.M.Q.)

Piero Veronese

Rebecca Graziani - Mario Alessandro Maggi

8323

STATISTICS FOR ECONOMICS AND BUSINESS

INGLESE

(cfu: EMIT-LS 8)

(II sem.) (I.M.Q.)

Raffaella Piccarreta

8303

STOCHASTIC CALCULUS WITH APPLICATIONS TO FINANCE AND ECONOMICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Donato Michele Cifarelli

8090

STORIA DELLE CODIFICAZIONI

HISTORY OF CODIFICATIONS

ITALIANO

(cfu: CLG-LS 6)

(II sem.) (I.D.C.)

Attilio Guarneri

Gian Paolo Massetto - Annamaria Monti

8094

STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate) / ECONOMIC HISTORY AND SOCIAL DYNAMICS (Comparative civilizations)

BILINGUE

(cfu: DES-LS 8)

(I sem.) (I.S.E.)

Marco Cattini

Guido Alfani - Marco Bianchini - Luca Fantacci

8251

STORIA, ISTITUZIONI E CRISI DEL SISTEMA FINANZIARIO GLOBALE

HISTORY, INSTITUTIONS AND CRISES OF THE GLOBAL FINANCIAL SYSTEM

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.S.E.)

Massimo Amato

Luca Fantacci

8115 STRATEGIA DELLE AZIENDE FAMILIARI

STRATEGIC MANAGEMENT OF FAMILY BUSINESSES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Guido Corbetta

Daniela Montemerlo

8197 STRATEGIA E ORGANIZZAZIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

STRATEGIES AND ORGANISATION OF FINANCIAL AND INSURANCE INSTITUTIONS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Paolo Mottura

Sergio Paci

8345 STRATEGIA, PROPRIETA' E GOVERNO DELLE IMPRESE

STRATEGY, OWNERSHIP AND GOVERNANCE OF THE FIRMS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Alessandro Zattoni

8116 STRATEGIC BUSINESS MODELLING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.S.E.A.)

Carmine Garzia

Leonardo Caporarello

8114 STRATEGIC DESIGN OF THE MULTINATIONAL FIRM

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Markus Venzin

8156 STRATEGIC MANAGEMENT ACCOUNTING

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Franco Amigoni

Antonello Garzoni

8011 STRATEGIC MARKETING

BILINGUE

(cfu: MM-LS 6)

(I sem.) (I.E.G.I.)

Enrico Valdani

Michael Gibbert

8005 STRATEGY AND GOVERNANCE OF CULTURAL ORGANIZATIONS

INGLESE

(cfu: ACME-LS 7)

(II sem.) (I.S.E.A.)

Paola Dubini

Alex Turrini

8187 SUPPLY CHAIN MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Raffaele Secchi

8372 TASSAZIONE DELLE SOCIETA' E DEI GRUPPI

CORPORATE TAXATION

ITALIANO

(cfu: CLELI-LS 8)

(I sem.) (I.D.C.)

Carlo Garbarino

8337 TECHNOLOGY AND INNOVATION STRATEGY

INGLESE

(cfu: EMIT-LS 6)

(I sem.) (I.E.G.I.)

Gianmario Verona

8281 TECHNOLOGY AND PRODUCT INNOVATION MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Salvatore Vicari

Valeria Belvedere

8314 TEDESCO (II lingua - CLG-LS)

GERMAN (second language - CLG-LS)

ITALIANO

(cfu: CLG-LS 6)

(I/II sem.) (CI)

Anna Dal Collo

8050 TEMI AVANZATI DI ECONOMIA

ADVANCED TOPICS IN ECONOMICS

ITALIANO

(cfu: AFC-LS 6)

(II sem.) (I.E.P.)

Francesco Gulli

Gianluca Cassese - Luca Corazzini

8054 TEORIA DELLA FINANZA / THEORY OF FINANCE

BILINGUE

(cfu: CLEFIN-LS 6)

(I sem.) (I.E.P.)

Paolo Colla

Marco Navone

8157 TESORERIA E GESTIONE DEI RISCHI FINANZIARI D'IMPRESA

TREASURY AND FINANCIAL RISK MANAGEMENT: A CORPORATE PERSPECTIVE

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Cesare Conti

8220 THE ECONOMICS AND ORGANIZATION OF INTER-FIRM NETWORKS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Stefano Breschi

Stefano Brusoni

8221 TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.M.Q.)

Sonia Petrone

Patrizia Campagnoli

8252 UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETA', ISTITUZIONI

ECONOMICS, SOCIETY AND INSTITUTIONS: A PERSPECTIVE VIEW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.S.E.)

Giuseppe Berta

Last change 31/07/2007 20:41

13.2.

List of courses in numerical order by code

Courses are listed in numerical order by code with indication of the graduate program, credit points, semester when offered, Course Director and other teaching stuff.

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

The course profiles can be consulted at <http://www.unibocconi.it/profiles>.

Last change 03/08/2007 14:44

13.2.1.

Form the code 8001 to the code 8110

8001

CORPORATE GOVERNANCE

BILINGUE

(cfu: CLELI-LS 8)

(II sem.) (I.S.E.A.)

Alessandro Zattoni

Niccolo' Abriani - Michel Greiche

8003

SISTEMI DI CORPORATE GOVERNANCE

CORPORATE GOVERNANCE

ITALIANO

(cfu: AFC-LS 6)

(I sem.) (I.S.E.A.)

Giuseppe Airoidi

Andrea Colli - Alessandro Minichilli - Fabio Zona

8004

ADVANCED ECONOMETRICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Bruno Sitzia

8005

STRATEGY AND GOVERNANCE OF CULTURAL ORGANIZATIONS

INGLESE

(cfu: ACME-LS 7)

(II sem.) (I.S.E.A.)

Paola Dubini

Alex Turrini

8006

MARKETING MANAGEMENT

ITALIANO

(cfu: M-LS 6)

(I sem.) (I.E.G.I.)

Bruno Giuseppe Busacca

Fabio Ancarani - Giuseppe Bertoli - Cristian Chizzoli - David Mario Dino Jarach - Giovanna Padula - Fabrizio Zerbini

8008

COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza) / COMPETITIVE ANALYSIS (Competitive intelligence and regulation)

BILINGUE

(cfu: MM-LS 6)

(I sem.) (I.E.G.I.)

Francesca Golfetto

Cristian Chizzoli - Michael Gibbert - Giovanna Padula

8009

CHANNEL MARKETING (Evoluzione del commercio analisi e progettazione) / CHANNEL MARKETING (Trade evolution analysis and planning)

BILINGUE

(cfu: MM-LS 6)

(II sem.) (I.E.G.I.)

Sandro Castaldo

Michele D'alessandro - Elisabetta Merlo - Katia Premazzi - Karin Maria Laura Zaghi

8011

STRATEGIC MARKETING

BILINGUE

(cfu: MM-LS 6)

(I sem.) (I.E.G.I.)

Enrico Valdani

Michael Gibbert

8012

CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore) / CONSUMER BEHAVIOUR

BILINGUE

(cfu: MM-LS 5)

(I sem.) (I.E.G.I.)

Bruno Giuseppe Busacca

Cristian Chizzoli - David Mazursky - Maria Carmela Ostillio - Isabella Soscia

8015

SISTEMI INFORMATIVI PER IL MARKETING / MARKETING INFORMATION TECHNOLOGY

BILINGUE

(cfu: MM-LS 6)

(I sem.) (I.E.G.I.)

Chiara Mauri

Elena Feltrinelli - Luca Molteni - Maurizio Poli

8017

POLITICHE FINANZIARIE DI IMPRESA

CORPORATE FINANCE

ITALIANO

(cfu: AFC-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Mauro Bini - Alessandro Nova

Francesco Reggiani

8018

BILANCIO E COMUNICAZIONE ECONOMICA

FINANCIAL REPORTING AND INTERNATIONAL ACCOUNTING STANDARDS

ITALIANO

(cfu: AFC-LS 8)

(I sem.) (I.A.F.C.)

Maurizio Maria Pini

Biones Ferrari - Chiara Mancini - Nicola Pecchiari - Giuseppe Pogliani - Alfredo Viganò'

8019

ECONOMIA DELL'ENERGIA

ENERGY ECONOMICS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Luigi De Paoli

8020

MODELLI DI PIANIFICAZIONE E CONTROLLO

PERFORMANCE MEASUREMENT AND CONTROL SYSTEMS

ITALIANO

(cfu: AFC-LS 6)

(I sem.) (I.A.F.C.)

Sergio Beretta

Marco Agliati - Anna Iside Pistoni

8021

BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

FINANCIAL REPORTING AND DISCLOSURE

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Massimiliano Nova

Luigi Borre' - Sabino Fortunato - Maria Chiara Mosca

8022

SISTEMI DI AMMINISTRAZIONE E CONTROLLO

SYSTEMS AND PROCESSES FOR ACCOUNTING AND CONTROL

ITALIANO

(cfu: AFC-LS 6)

(II sem.) (I.A.F.C.)

Franco Flavio Miroglio

Nicola Pecchiari

8023

ANALISI PER LE DECISIONI FINANZIARIE

CORPORATE FINANCIAL MANAGEMENT AND BUSINESS EVALUATION

ITALIANO

(cfu: AFC-LS 4)

(I sem.) (I.A.F.C.)

Mauro Bini

Emanuel Bagna - Paolo Maurizio Iovenitti

8024

FINANZA AZIENDALE (Introduzione alle valutazioni) / CORPORATE FINANCE (Business valuation)

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.)

Mario Massari

Antonio Salvi - Laura Zanetti

8025

PRINCIPI CONTABILI INTERNAZIONALI

INTERNATIONAL ACCOUNTING STANDARDS

ITALIANO

(cfu: CLELI-LS 8)

(I sem.) (I.A.F.C.)

Lorenzo Pozza

Michele Caso'

8026

ANALISI E VALUTAZIONI FINANZIARIE

FINANCIAL ANALYSIS AND VALUATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 8 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.)

Gualtiero Brugger

Massimo Buongiorno - Paolo Maurizio Iovenitti

8027

FINANZA STRATEGICA

STRATEGIC FINANCE

ITALIANO

(cfu: MM-LS 8 - OSI-LS 8 - AFC-LS 8 - CLAPI-LS 8 - CLEFIN-LS 8 - CLELI-LS 8 - CLEACC-LS 8 - DES-LS 8 - CLEMIT-LS 8 - CLG-LS 8 - M-LS 8)

(II sem.) (I.A.F.C.)

Gualtiero Brugger
Paolo Maurizio Iovenitti

8028

BILANCIO E OPERAZIONI DI GESTIONE STRAORDINARIA

ACCOUNTING FOR BUSINESS COMBINATIONS

ITALIANO

(cfu: CLELI-LS 8)

(II sem.) (I.A.F.C.)

Riccardo Perotta

8029

PROJECT FINANCING E BUSINESS PLAN

PROJECT FINANCING AND BUSINESS PLAN

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - DES-LS 6 - CLEMIT-LS 6 -

CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Maurizio Dallochio

Stefano Salvatori - Claudia Tamarowski

8030

BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

BUSINESS - GOVERNMENT RELATIONS

ITALIANO

(cfu: M-LS 6)

(II sem.) (I.P.A.S.)

Elio Borgonovi

Marta Marsilio

8042

INVESTMENT BANKING

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6

- DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Stefano Caselli - Giancarlo Forestieri

Stefano Gatti - Giuliano Orlando Iannotta - Filippo Ippolito

8043

MERCATI E INTERMEDIARI FINANZIARI

FINANCIAL MARKETS AND INSTITUTION

ITALIANO

(cfu: AFC-LS 6)

(II sem.) (I.E.M.I.F.)

Giacomo De Laurentis

Jacopo Mattei - Edmondo Tudini - Claudio Zara

8045

DERIVATI / DERIVATIVES

BILINGUE

(cfu: CLEFIN-LS 6 - CLEFIN-LS 6)

(II sem.) (I.E.M.I.F.)

Francesco Saita
Mascia Bedendo - Davide Maspero

8047

SCENARI ECONOMICI
ECONOMIC PROSPECTS
ITALIANO

(cfu: M-LS 6)

(I sem.) (I.E.P.)

Lanfranco Senn

Luigi De Paoli - Marco Maffezzoli - Marco Merelli - Antonella Mori - Marco Percoco - Laura Santa Resmini

8048

INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione) / INDUSTRY ANALYSIS
(Industrial economics and economics of innovation)

BILINGUE

(cfu: MM-LS 8)

(I sem.) (I.E.P.)

Nicoletta Corrocher

Franco Malerba - Myriam Mariani - Fabio Montobbio

8050

TEMI AVANZATI DI ECONOMIA
ADVANCED TOPICS IN ECONOMICS
ITALIANO

(cfu: AFC-LS 6)

(II sem.) (I.E.P.)

Francesco Gulli'

Gianluca Cassese - Luca Corazzini

8051

POLITICHE PER LO SVILUPPO TERRITORIALE E URBANO
REGIONAL AND URBAN DEVELOPMENT POLICIES
ITALIANO

(cfu: CLAPI-LS 6)

(II sem.) (I.E.P.)

Alberto Bramanti

8052

REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE POLITICHE PUBBLICHE
PUBLIC UTILITIES REGULATION AND POLICY EVALUATION
ITALIANO

(cfu: CLAPI-LS 8)

(I sem.) (I.E.P.)

Lanfranco Senn

Marco Alderighi - Marco Percoco

8053

ANALISI DELLE POLITICHE PUBBLICHE NAZIONALI E INTERNAZIONALI
ANALYSIS OF NATIONAL AND INTERNATIONAL PUBLIC POLICIES
ITALIANO

(cfu: CLAPI-LS 6)

(II sem.) (I.E.P.)
Paolo Roberto Graziano

8054

TEORIA DELLA FINANZA / THEORY OF FINANCE

BILINGUE

(cfu: CLEFIN-LS 6)

(I sem.) (I.E.P.)

Paolo Colla

Marco Navone

8062

METODI QUANTITATIVI PER IL MARKETING / QUANTITATIVE METHODS FOR MARKETING

BILINGUE

(cfu: MM-LS 6)

(II sem.) (I.M.Q.)

Luca Molteni

Elena Feltrinelli - Alessandro Recla - Alberto Saccardi

8065

MODELLI QUANTITATIVI PER LA FINANZA / QUANTITATIVE METHODS FOR FINANCE

BILINGUE

(cfu: CLEFIN-LS 6)

(I sem.) (I.M.Q.)

Fulvio Ortu

Anna Battauz - Marco Tolotti

8068

MATEMATICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI / ADVANCED MATHEMATICS FOR ECONOMICS AND SOCIAL SCIENCES

BILINGUE

(cfu: DES-LS 8)

(I sem.) (I.M.Q.)

Sandro Salsa

Anna Maria Squellati

8069

STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI / ADVANCED STATISTICS FOR ECONOMICS AND SOCIAL SCIENCES

BILINGUE

(cfu: DES-LS 8)

(I sem.) (I.M.Q.)

Piero Veronese

Rebecca Graziani - Mario Alessandro Maggi

8071

DIRITTO COMMERCIALE (corso progredito) / COMPANY AND BUSINESS LAW (advanced course)

BILINGUE

(cfu: CLEFIN-LS 6 -CLELI-LS 6 - CLG-LS 8 - M-LS 6)

(II sem. - I sem.) (I.D.C.)

Filippo Annunziata - Mario Notari - Piergaetano Marchetti - Vincenzo Allegri

Luigi Ardizzone - Giannina Baldussi - Luigi Arturo Bianchi - Elena Carla Buffa Di Perrero - Andrea Caraco' -

Marco Carone - Carmelo Massimo De Iuliis - Alessandro De Nicola - Andrea Giannelli - Maria Chiara Mosca -

Giovanni Strampelli

8072

DIRITTO PER IL MARKETING / LEGAL ISSUES IN MARKETING

BILINGUE

(cfu: MM-LS 6)

(II sem.) (I.D.C.)

Maria Lilla' Montagnani

Elisa Brodi - Mariateresa Maggiolino - Massimo Maggiore

8074

DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

BUSINESS LAW (SELECTED CORPORATE AND TAX ISSUES IN MANAGEMENT AND INTERNAL AUDITING)

ITALIANO

(cfu: AFC-LS 6)

(I sem.) (I.D.C.)

Silvia Gaia Balp

Filippo Annunziata - Angelo Contrino - Maria Cecilia Fregni

8076

MICROECONOMIA AVANZATA

ADVANCED MICROECONOMICS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Aldo Montesano

8077

POLITICAL ECONOMICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.P.)

Guido Tabellini

8078

DIRITTO DEI MERCATI E DEGLI STRUMENTI FINANZIARI

CORPORATE LAW AND FINANCIAL MARKETS REGULATION

ITALIANO

(cfu: CLELI-LS 6)

(II sem.) (I.D.C.)

Marco Ventoruzzo

8079

ADVANCED INTELLECTUAL PROPERTY LAW

INGLESE

(cfu: ACME-LS 6)

(I sem.) (I.D.C.)

Maria Lilla' Montagnani

Maurizio Borghi - Federico Morando

8081

DIRITTO DELL'IMPRESA E DEL MERCATO / COMPETITION LAW

BILINGUE

(cfu: DES-LS 6)

(I sem.) (I.D.C.)

Federico Ghezzi

Mariateresa Maggiolino - Corrado Malberti

8082

INTELLECTUAL PROPERTY AND COMPETITION LAW

INGLESE

(cfu: EMIT-LS 6)

(I sem.) (I.D.C.)

Federico Ghezzi

Laurent Manderieux

8083

DIRITTO CIVILE

CIVIL LAW

ITALIANO

(cfu: CLG-LS 8)

(II sem.) (I.D.C.)

Giovanni Iudica

Attilio Guarneri

8084

DIRITTO PROCESSUALE CIVILE

CIVIL PROCEDURE

ITALIANO

(cfu: CLG-LS 6)

(II sem.) (I.D.C.)

Cesare Cavallini

Claudio Consolo - Stefano Recchioni

8085

MONETARY POLICY

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.P.)

Roberto Perotti

8086

DIRITTO AMMINISTRATIVO (corso progredito)

ADVANCED ADMINISTRATIVE LAW

ITALIANO

(cfu: CLG-LS 6)

(I sem.) (I.D.C.)

Fabrizio Fracchia

Luigi Gili - Massimo Occhiena

8088

DIRITTO PENALE

CRIMINAL LAW

ITALIANO

(cfu: CLG-LS 8)

(I sem.) (I.D.C.)

Francesco Mucciarelli

Enrico Basile - Melissa Miedico - Raffaella Procaccini

8089**PROCEDURA PENALE**

CRIMINAL PROCEDURE

ITALIANO

(cfu: CLG-LS 6)

(II sem.) (I.D.C.)

Massimo Ceresa-gastaldo

Maria Luisa Balzarotti - Giovanna Ichino - Guglielmo Leo - Carlo Melzi D'eril - Pierpaolo Rivello

8090**STORIA DELLE CODIFICAZIONI**

HISTORY OF CODIFICATIONS

ITALIANO

(cfu: CLG-LS 6)

(II sem.) (I.D.C.)

Attilio Guarneri

Gian Paolo Massetto - Annamaria Monti

8093**INTERCULTURAL STUDIES**

INGLESE

(cfu: ACME-LS 5)

(II sem.) (I.S.E.)

Stefano Baia Curioni

Stefania Gerevini

8094**STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate) / ECONOMIC HISTORY AND SOCIAL DYNAMICS (Comparative civilizations)**

BILINGUE

(cfu: DES-LS 8)

(I sem.) (I.S.E.)

Marco Cattini

Guido Alfani - Marco Bianchini - Luca Fantacci

8096**DEVELOPMENT ECONOMICS**

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Eliana La Ferrara

8097

MICROECONOMETRICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Michele Pellizzari

8098

DIRITTO DEL LAVORO (corso progredito)

LABOUR LAW (advanced course)

ITALIANO

(cfu: CLG-LS 6)

(I sem.) (I.D.C.)

Stefano Liebman

Maurizio Del Conte

8099

LINGUA INGLESE

ENGLISH LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)

(I/II sem.) (CI)

Michael Thompson

Andrew Cannon - Francesco Caruso - Dermot Costello - Giuliana Di Gregorio - Judith Gorham - Arianna Maria Jacobs - Kenneth Loyd - Dennis Marino - John Mc Hardy Clark - Anne Virginia Rees - John Paul Thompson - James Tierney - Helen Tooke

8100

LINGUA FRANCESE

FRENCH LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)

(I/II sem.) (CI)

Bianca Maria San Pietro

Patrizia Esposito - Madeleine Leonard - Isabelle Morel - Helene Raccah - Claudia Zoratti

8101

LINGUA TEDESCA

GERMAN LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)

(I/II sem.) (CI)

Anna Dal Collo

Hans Georg Hahn

8102

LINGUA SPAGNOLA

SPANISH LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 -

CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)

(- I/II sem.) (CI)

Marta Martinez Perez

Amparo Avino Molina - Ana Maria Fernandez Hagen - Maria Gilarranz Lapena - Marilena Gnocchi - Ana Jimenez

8103

LINGUA ITALIANA

ITALIAN LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 -

CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)

(I/II sem.) (CI)

Elisa Turra

Giuseppina Agnoletto

8104

LABOUR ECONOMICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Tito Michele Boeri

8109

GESTIONE STRATEGICA NEI DISTRETTI

STRATEGIC MANAGEMENT IN DISTRICTS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Federico Visconti

Carmine Tripodi

8110

IMPRENDITORIALITA' E BUSINESS PLANNING / ENTREPRENEURSHIP AND BUSINESS PLANNING

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Carlo Salvato

Carlo Brugnoli -

[Last change 31/07/2007 20:26](#)

13.2.2.

From the code 8111 to the code 8212

8111

INTERNATIONAL BUSINESS MANAGEMENT (Advanced topics in international business)

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Fabrizio Perretti

8112

MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi operativi

MANAGEMENT OF FASHION AND DESIGN COMPANIES: operational processes

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Stefania Saviolo

Antonio Catalani - Salvatore Testa

8113

MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

MANAGEMENT OF FASHION AND DESIGN COMPANIES: strategic processes

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.S.E.A.)

Salvatore Testa

Antonio Catalani - Stefania Saviolo

8114

STRATEGIC DESIGN OF THE MULTINATIONAL FIRM

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Markus Venzin

8115

STRATEGIA DELLE AZIENDE FAMILIARI

STRATEGIC MANAGEMENT OF FAMILY BUSINESSES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Guido Corbetta

Daniela Montemerlo

8116

STRATEGIC BUSINESS MODELLING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.S.E.A.)

Carmine Garzia

Leonardo Caporarello

8118

E-GOVERNMENT STRATEGIES

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Greta Nasi

Luca Buccoliero

8121

MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

FINANCIAL MANAGEMENT OF EUROPEAN AND INTERNATIONAL PROJECTS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.P.A.S.)

Veronica Vecchi

Manuela Brusoni

8125

METODI E STRUMENTI DI MANAGEMENT DELLE ISTITUZIONI EUROPEE E INTERNAZIONALI /

MANAGEMENT TOOLS OF EUROPEAN AND INTERNATIONAL INSTITUTIONS

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Elio Borgonovi

8128

I SISTEMI INFORMATIVI INTEGRATI (ERP)

ENTERPRISE RESOURCE PLANNING

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.O.S.I.)

Ferdinando Pennarola

Stefano Basaglia - Leonardo Caporarello

8129

INFORMATION SECURITY

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.O.S.I.)

Massimo Magni

Leonardo Caporarello

8130

IS GOVERNANCE

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.O.S.I.)
Ferdinando Pennarola
Paola Bielli - Severino Meregalli

8131

MANAGEMENT CONSULTING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.O.S.I.)

Ferdinando Pennarola

Carlo Alberto Carnevale Maffe' - Bernardino Provera

8132

ORGANIZZAZIONE DELLE PICCOLE E MEDIE IMPRESE

SMALL BUSINESS ORGANIZATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.O.S.I.)

Paolo Preti

8133

ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI

CROSS CULTURAL MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.O.S.I.)

Cataldo Ruta

Giuseppe Delmestri - Bettina Gehrke

8134

PROJECT MANAGEMENT

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.O.S.I.)

Ferdinando Pennarola

Massimo Magni - Marco Sampietro

8135

SISTEMI DI SVILUPPO DEL PERSONALE

HUMAN RESOURCE DEVELOPMENT SYSTEMS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.O.S.I.)

Silvia Bagdadli

Maria Gabriella Bagnato - Barbara Imperatori

8136

SISTEMI DI VALUTAZIONE E DI RICOMPENSA

ASSESSMENT AND COMPENSATION SYSTEMS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.O.S.I.)

Silvia Bagdadli

Eugenia Cacciatori - Simonetta Cavasin

8137

AMMINISTRAZIONE E CONTROLLO NELLE IMPRESE MULTINAZIONALI

ACCOUNTING AND CONTROL IN MNCS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Andrea Dossi

Massimo Brunelli

8138

AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

ACCOUNTING AND CONTROL FOR SMES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Annamaria Arcari

Gianluca Lombardi Stocchetti - Lucrezia Songini

8139

ANALISI DI BILANCIO (corso progredito) (Financial statements analysis) / FINANCIAL STATEMENTS ANALYSIS (advanced course)

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Nicola Pecchiari

Giuseppe Pogliani

8140

BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

CONSOLIDATED FINANCIAL STATEMENTS AND GROUP PERFORMANCE

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Alberto Bertoni

Paola Buso - Antonio Tessitore - Alfredo Viganò

8141

CAPITAL BUDGETING E GESTIONE DEL CIRCOLANTE

CAPITAL BUDGETING

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Paolo Ghiringhelli

8142

REAL ESTATE FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Armando Borghi

Giacomo Morri

8145

INTERNATIONAL CORPORATE FINANCE

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Alberto Bertoni

Stefano Bonini - Ombretta Pettinato

8146

BOND AND EQUITY OFFERINGS

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Mauro Bini

Francesco Momente' - Francesco Reggiani

8150

GOVERNANCE, RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

GOVERNANCE, RISK ASSESSMENT AND INTERNAL CONTROL SYSTEMS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Nicola Pecchiari

Sergio Beretta - Dino Martinazzoli

8154

SISTEMI DI COST MANAGEMENT

COST MANAGEMENT SYSTEMS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Marco Agliati

Giovanni Paolo Tomasi

8156

STRATEGIC MANAGEMENT ACCOUNTING

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Franco Amigoni

Antonello Garzoni

8157

TESORERIA E GESTIONE DEI RISCHI FINANZIARI D'IMPRESA

TREASURY AND FINANCIAL RISK MANAGEMENT: A CORPORATE PERSPECTIVE

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Cesare Conti

8158

ADVERTISING MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Francesca Golfetto

Cristian Chizzoli - Anna Uslenghi

8159

BRAND MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Bruno Giuseppe Busacca

Maria Carmela Ostillio

8160

BtoB MARKETING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Stefania Borghini

Bernard Cova

8161

CHANNEL AND TRADE MARKETING

ITALIANO

(cfu: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Sandro Castaldo

Katia Premazzi

8162

COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

CORPORATE COMMUNICATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Francesca Golfetto

Barbara Del Bosco - Vito Di Bari - Stefano Pace

8163

CORPORATE SOCIAL RESPONSIBILITY

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Francesco Perrini

Antonio Tencati

8164

CRM AND LOYALTY MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.)

Fabio Ancarani

Fabrizio Zerbini

8165

ECONOMIA DELLA DISTRIBUZIONE COMMERCIALE

RETAIL MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Sandro Castaldo

Karin Maria Laura Zaghi

8166

CULTURE, MEDIA E CONSUMO

CULTURES, MEDIA AND CONSUMPTION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Stefano Podesta'

Daniele Dalli - Giacomo Gistri - Stefano Pace

8167

E-MARKETING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)
Emanuela Prandelli
Margherita Pagani

8168

INNOVATION AND TECHNOLOGY MANAGEMENT

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)
Alfonso Gambardella
Claudio Panico

8170

INNOVAZIONE NEL RETAILING

RETAILING INNOVATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)
Daniele Fornari
Roberto Ravazzoni

8171

LABORATORIO DI BENI CULTURALI E MERCATO DELL'ARTE

CULTURAL HERITAGE AND THE ARTS MARKET WORKSHOP

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)
Guido Guerzoni

8172

LABORATORIO DI COMUNICAZIONE

WORKSHOP IN COMMUNICATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)
Francesca Golfetto
Vito Di Bari - Margherita Pagani

8173

LABORATORIO DI EDITORIA E MEDIA

PUBLISHING AND MEDIA WORKSHOP

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)
Paola Dubini
Carmelo Marabello - Andrea Ordanini - Fabrizio Perretti - Bernardino Provera

8174

LABORATORIO DI MODA E DESIGN

FASHION AND DESIGN WORKSHOP

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Salvatore Testa

Stefania Saviolo

8175**LABORATORIO DI SPETTACOLO ED ENTERTAINMENT**

PERFORMING ARTS AND ENTERTAINMENT WORKSHOP

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Anna Maria Merlo

Claudia Tacchino

8176**LABORATORIO DI TURISMO E TERRITORIO**

TOURISM AND LOCAL DEVELOPMENT WORKSHOP

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Magda Antonioli

Nicola Fabbri - Cristina Mottironi

8177**LOGISTICS MANAGEMENT AND STRATEGY**

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Alberto Grando

Raffaele Secchi

8178**MANAGEMENT DELLE ACQUISIZIONI**

ACQUISITION MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Valter Conca

Angeloantonio Russo

8179**MARKETING DEI SERVIZI**

SERVICES MARKETING

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(I sem.) (I.E.G.I.)
Antonella Caru'
Stefano Pace

8180

MARKETING ESPERIENZIALE

EXPERIENTIAL MARKETING
ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(II sem.) (I.E.G.I.)
Antonella Caru'
Bernard Cova

8181

MARKETING INTERNAZIONALE

INTERNATIONAL MARKETING
ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(I sem.) (I.E.G.I.)
Enrico Valdani
Margherita Pagani

8183

PROTEZIONE DELLE RISORSE E DELL'AMBIENTE

PROTECTION OF RESOURCES AND ENVIRONMENT
ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(I sem.) (I.E.G.I.)
Sergio Pivato
Nicola Misani

8184

RESEARCH AND DEVELOPMENT MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.)
Vincenzo Baglieri
Silvia Zamboni

8185

SALES AND KEY ACCOUNT MANAGEMENT

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(I sem.) (I.E.G.I.)
Paolo Guenzi
Maria Gabriella Bagnato

8186

SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

SEMIOTICS OF CONSUMPTION AND COMMUNICATION THEORIES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Francesca Golfetto

Arianna Brioschi - Paola Maria Milanese

8187

SUPPLY CHAIN MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Raffaele Secchi

8188

ASSET MANAGEMENT

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Marco Navone

Barbara Alemanni

8190

GESTIONE DEI RISCHI E MODELLI DI ALM PER LE ASSICURAZIONI

RISK MANAGEMENT AND ALM MODELS FOR INSURANCE

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Giuseppe Corvino

8191

INVESTMENT BANKING AND STRUCTURED FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Stefano Gatti

Alberta Di Giuli - Andrea Fabbri

8193

INTERNATIONAL FINANCIAL MARKETS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Manuela Geranio

8194

PRIVATE BANKING E GESTIONE DEI PATRIMONI ISTITUZIONALI

PRIVATE BANKING AND MONEY MANAGEMENT FOR INSTITUTIONAL INVESTORS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Andrea Cesare Resti

8195

PRIVATE EQUITY AND VENTURE CAPITAL

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Stefano Caselli

8196

COMPARATIVE FINANCIAL SYSTEMS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Marco Onado

8197

STRATEGIA E ORGANIZZAZIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

STRATEGIES AND ORGANISATION OF FINANCIAL AND INSURANCE INSTITUTIONS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Paolo Mottura

Sergio Paci

8202

PUBLIC ECONOMICS

INGLESE

(cfu: GM-LS 0 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(- I sem.) (I.E.P.)

Alessandra Casarico

Simone Ghislandi

8203

ECONOMICS OF EUROPEAN INTEGRATION

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Carlo Altomonte

8204

ENTREPRENEURSHIP, FINANCE AND INNOVATION

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6 - EMIT-LS 6)

(II sem.) (I.E.P.)

Laura Bottazzi

Maria Emilia Garcia Appendini - Filippo Ippolito

8205

INDUSTRIAL DYNAMICS AND INTERNATIONAL COMPETITIVENESS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Franco Malerba

8212

POLITICA COMPARATA

COMPARATIVE POLITICS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.P.)

Paolo Roberto Graziano

Benedetta Trivellato

Last change 01/01/0001 00:00

13.2.3.

From the code 8246 to the code 8322

8215

REGOLAMENTAZIONE DEI MERCATI FINANZIARI

REGULATION OF FINANCIAL MARKETS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.P.)

Angelo Porta

Franco Bruni - Donato Masciandaro

8216

LABORATORIO DI STAMPA ED ECONOMIA

PRESS AND ECONOMICS WORKSHOP

ITALIANO

(cfu: MM-LS 3 - OSI-LS 3 - AFC-LS 3 - CLAPI-LS 3 - CLEFIN-LS 3 - CLELI-LS 3 - CLEACC-LS 3 - DES-LS 3 -

CLEMIT-LS 3 - CLG-LS 3 - M-LS 3)

(I sem.) (I.M.Q.)

Francesco Billari

Marco Liera

8219

PRINCIPLES OF FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Andrea Beltratti

8220

THE ECONOMICS AND ORGANIZATION OF INTER-FIRM NETWORKS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Stefano Breschi

Stefano Brusoni

8221

TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.M.Q.)

Sonia Petrone

Patrizia Campagnoli

8222

BEHAVIOURAL MODELS IN ECONOMICS AND FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Erio Castagnoli

Fabio Angelo Maccheroni

8223

FIXED INCOME (Advanced methods)

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Fulvio Ortu

Damiano Brigo - Gianluca Fusai - Fabio Mercurio

8224

INCOME DISTRIBUTION

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Pietro Muliere

Conchita D'ambrosio

8229

NUMERICAL METHODS IN FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Anna Battauz

Fabrizio Iozzi

8230

QUANTITATIVE METHODS FOR SOCIAL SCIENCES

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Pietro Muliere

8231

BAYESIAN STATISTICAL METHODS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Pietro Muliere

8232

POPULATION DYNAMICS AND ECONOMICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Francesco Billari

8233

DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

INGLESE

(cfu: MM-LS 3 - OSI-LS 3 - AFC-LS 3 - CLAPI-LS 3 - CLEFIN-LS 3 - CLELI-LS 3 - CLEACC-LS 3 - DES-LS 3 -

CLEMIT-LS 3 - CLG-LS 3 - M-LS 3)

(II sem.) (I.M.Q.)

Francesco Billari

Jane Klobas - Stefano Renzi

8235

DIRITTO COSTITUZIONALE REGIONALE

REGIONAL CONSTITUTIONAL LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(I sem.) (I.D.C.)
Giuseppe Franco Ferrari
Lorenzo Cuocolo - Giovanni Protti

8236

INTERNATIONAL TRADE LAW

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(I sem.) (I.D.C.)
Claudio Dordi
Leonardo Borlini

8237

COMPARATIVE INDUSTRIAL RELATIONS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(I sem.) (I.D.C.)
Stefano Liebman
Orsola Razzolini

8239

DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE

IT AND COMMUNICATION LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(I sem.) (I.D.C.)
Giuseppe Franco Ferrari
Oreste Pollicino

8240

DIRITTO FALLIMENTARE

BANKRUPTCY LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(I sem.) (I.D.C.)
Edoardo Staunovo Polacco

8241

DIRITTO DELLA CONCORRENZA

ANTITRUST LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -
CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(I sem.) (I.D.C.)
Federico Ghezzi
Mariateresa Maggiolino

8242

DIRITTO INTERNAZIONALE PRIVATO

INTERNATIONAL PRIVATE LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Maria Paola Mariani

8243**DIRITTO DELL'ARBITRATO INTERNO E INTERNAZIONALE**

INTERNAL AND INTERNATIONAL ARBITRATION LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Giovanni Iudica

Stefano Azzali

8244**DIRITTO PUBBLICO DELL'ECONOMIA**

REGULATION IN ECONOMICS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Giuseppe Franco Ferrari

Antonello Tarzia

8245**DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)**

TAX LAW (advanced course 1) (Business taxation)

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Carlo Garbarino

Stefania Boffano - Claudio Legnazzi

8246**DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)**

TAX LAW (advanced course 2) (Advanced topics)

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.D.C.)

Carlo Garbarino

Patrizio Braccioni - Andrea Manzitti

8247**DIRITTO TRIBUTARIO INTERNAZIONALE**

INTERNATIONAL TAX LAW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)
(II sem.) (I.D.C.)
Carlo Garbarino
Marco Bernasconi

8249

LABORATORIO DI FONTI DEI DATI PER LA RICERCA ECONOMICA E SOCIALE: DAI MEDIA TRADIZIONALI A INTERNET

DATA SOURCES FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP: FROM TRADITIONAL MEDIA TO THE INTERNET

ITALIANO

(cfu: MM-LS 3 - OSI-LS 3 - AFC-LS 3 - CLAPI-LS 3 - CLEFIN-LS 3 - CLELI-LS 3 - CLEACC-LS 3 - DES-LS 3 - CLEMIT-LS 3 - CLG-LS 3 - M-LS 3)

(I sem.) (I.S.E.)

Guido Alfani

8250

SOCIOLOGIA E STORIA (corso monografico)

SOCIOLOGY AND HISTORY (monographic course)

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.)

Marco Cattini

Sandro Roventi

8251

STORIA, ISTITUZIONI E CRISI DEL SISTEMA FINANZIARIO GLOBALE

HISTORY, INSTITUTIONS AND CRISES OF THE GLOBAL FINANCIAL SYSTEM

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.S.E.)

Massimo Amato

Luca Fantacci

8252

UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETA', ISTITUZIONI

ECONOMICS, SOCIETY AND INSTITUTIONS: A PERSPECTIVE VIEW

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.S.E.)

Giuseppe Berta

8255

ECONOMETRIA / ECONOMETRICS

BILINGUE

(cfu: CLEFIN-LS 6)

(II sem.) (I.E.P.)

Carlo Ambrogio Favero

Barbara Chizzolini

8256

STATISTICA / STATISTICS

BILINGUE

(cfu: CLEFIN-LS 6)

(I sem.) (I.M.Q.)

Francesco Corielli

Sandra Fortini

8257

DIRITTO ROMANO

ROMAN LAW

ITALIANO

(cfu: CLG-LS 6)

(I sem.) (I.D.C.)

Federico Pergami

Lorenzo Gagliardi

8258

DIRITTO UNIONE EUROPEA

EUROPEAN UNION LAW

ITALIANO

(cfu: CLG-LS 6)

(I sem.) (I.D.C.)

Maria Paola Mariani

Chiara Battistini - Gaetano Iorio Fiorelli

8260

FINANCIAL STATEMENT ANALYSIS

BILINGUE

(cfu: CLEFIN-LS 6)

(I sem.) (I.A.F.C.)

Annalisa Prencipe

Patrizia Tettamanzi - Daniela Travella

8261

MANAGEMENT OF INTERNATIONAL INSTITUTIONS

INGLESE

(cfu: CLAPI-LS 6)

(II sem.) (I.P.A.S.)

Giovanni Danesi

8263

COMPUTER PROGRAMMING FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP

INGLESE

(cfu: MM-LS 3 - OSI-LS 3 - AFC-LS 3 - CLAPI-LS 3 - CLEFIN-LS 3 - CLELI-LS 3 - CLEACC-LS 3 - DES-LS 3 - CLEMIT-LS 3 - CLG-LS 3 - M-LS 3)

(I sem.) (I.M.Q.)

Fabrizio Iozzi

8264

INTERNATIONAL MARKETING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Enrico Valdani

Eleonora Cattaneo -

8267

LINGUA PORTOGHESE

PORTUGUESE LANGUAGE

ITALIANO

(cfu: MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4 - M-LS 4)

(I/II sem.) (CI)

Helena Da Silva Neto

8271

COMPARATIVE BUSINESS AND CORPORATE LAW

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.D.C.)

Catherine Rogers

8280

QUANTITATIVE APPROACHES AND POLICY ANALYSIS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Francesco Billari

Rebecca Graziani - Paolo Roberto Graziano

8281

TECHNOLOGY AND PRODUCT INNOVATION MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.G.I.)

Salvatore Vicari

Valeria Belvedere

8282

LA VALUTAZIONE DEI BENI INTANGIBILI

THE VALUATION OF INTANGIBLES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Alessandro Frova

Giulio Nencioni

8283

GAME THEORY: ANALYSIS OF STRATEGIC THINKING

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Pierpaolo Battigalli

8284

INFORMATION AND THE ARCHITECTURE OF FINANCIAL MARKETS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.P.)

Barbara Rindi

8285

PUBLIC MANAGEMENT FOR COMPETITIVENESS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Greta Nasi

Emanuele Antonio Vendramini

8287

ECONOMIA E GESTIONE DELLE PUBLIC UTILITIES

MANAGEMENT OF PUBLIC UTILITIES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Andrea Gilardoni

Daniela Cristofoli

8288

ANALISI DELLE PERFORMANCE DI MARKETING

MARKETING PERFORMANCE ANALYSIS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.G.I.)

Antonella Caru'

Antonella Cugini - Fabrizio Zerbini

8289

INDUSTRIAL ECONOMICS AND COMPETITION POLICY

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Michele Polo

Angelo Marcello Cardani

8290

LABORATORIO DI MICROECONOMETRIA APPLICATA

APPLIED MICROECONOMETRICS

ITALIANO

(cfu: MM-LS 3 - OSI-LS 3 - AFC-LS 3 - CLAPI-LS 3 - CLEFIN-LS 3 - CLELI-LS 3 - CLEACC-LS 3 - DES-LS 3 - CLEMIT-LS 3 - CLG-LS 3 - M-LS 3)

(II sem.) (I.E.P.)

Giovanni Bruno

8291

INTERNATIONAL TRADE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Paolo Epifani

8292

ENTREPRENEURIAL FINANCE

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.)

Maria Emilia Garcia Appendini

8293

ANALISI E VALUTAZIONE DELLE INFORMAZIONI DI MERCATO DELLE BANCHE E DELLE ASSICURAZIONI

INFORMATION AND FINANCIAL REPORTING OF BANKS AND INSURANCE COMPANIES: ANALYSIS AND EVALUATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Stefano Zorzoli

Sergio Paci

8294

DOING BUSINESS IN ITALY

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Markus Venzin

Carlo Altomonte - Olga Annushkina - Luana Carcano

8295

PRODUCTION SYSTEMS FOR ARTS AND MEDIA

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6 - ACME-LS 12)

(II sem.) (I.E.G.I.)

Severino Salvemini
Rossella Cappetta - Andrea Lissoni - Beatrice Manzoni - Luca Martinazzoli

8296

INNOVATION MANAGEMENT

INGLESE

(cfu: EMIT-LS 6)

(II sem.) (I.E.G.I.)

Boris Durisin

8297

PRODUCT AND MARKETING INNOVATION

BILINGUE

(cfu: MM-LS 5)

(II sem.) (I.E.G.I.)

Salvatore Vicari

Paola Cillo

8298

CORPORATE GOVERNANCE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

CORPORATE GOVERNANCE IN GOVERNMENTS AND PUBLIC INSTITUTIONS

ITALIANO

(cfu: CLAPI-LS 6)

(I sem.) (I.P.A.S.)

Giovanni Valotti

Daniela Cristofoli

8300

ECONOMETRIC METHODS FOR INNOVATION STUDIES

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.E.P.)

Maria Luisa Mancusi

Sergio Venturini

8301

INTERNATIONAL AND COMPARATIVE TAXATION

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Carlo Garbarino

Giovanni Rolle

8302

DIRITTO ED ECONOMIA DEL TERZO SETTORE

RIGHT AND ECONOMY OF NON PROFIT ORGANIZATIONS AND SOCIAL ENTERPRISES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Giovanni Iudica
Giorgio Fiorentini - Roberto Randazzo

8303

STOCHASTIC CALCULUS WITH APPLICATIONS TO FINANCE AND ECONOMICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Donato Michele Cifarelli

8304

COMPETITIVE ANALYSIS AND BUSINESS SCENARIOS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.S.E.A.)

Antonio Martelli

8306

CRISI D'IMPRESA E PROCESSI DI RISTRUTTURAZIONE

CORPORATE DISTRESS AND TURNAROUND MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Gualtiero Brugger

Alessandro Danovi -

8307

MERGERS AND ACQUISITIONS

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Gualtiero Brugger

Maurizio Dallochio - Dolly Predovic - Antonio Salvi

8308

FORENSIC ACCOUNTING, FRAUDS AND LITIGATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Giuseppe Pogliani

8309

ADVANCED MACROECONOMICS

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.)

Francesco Giavazzi

8310

FRANCESE (II lingua - CLG-LS)

FRENCH (second language CLG-LS)

ITALIANO

(cfu: CLG-LS 6)

(I/II sem.) (CI)

Bianca Maria San Pietro

8311

ITALIANO (II lingua - CLG-LS)

ITALIAN (second language - CLG-LS)

ITALIANO

(cfu: CLG-LS 6)

(I/II sem.) (CI)

Elisa Turra

8312

PORTOGHESE (II lingua - CLG-LS)

PORTOGUESE (second language - CLG-LS)

ITALIANO

(cfu: CLG-LS 6)

(I/II sem.) (CI)

Helena Da Silva Neto

8313

SPAGNOLO (II lingua - CLG-LS)

SPANISH (second language CLG-LS)

ITALIANO

(cfu: CLG-LS 6)

(I/II sem.) (CI)

Marta Martinez Perez

8314

TEDESCO (II lingua - CLG-LS)

GERMAN (second language - CLG-LS)

ITALIANO

(cfu: CLG-LS 6)

(I/II sem.) (CI)

Anna Dal Collo

8318

BUSINESS HISTORY

ITALIANO

(cfu: M-LS 6)

(II sem.) (I.S.E.)

Franco Amatori

8319

EVOLUTION IN INTERNATIONAL BUSINESS

INGLESE

(cfu: IM-LS 6)

(II sem.) (I.S.E.)

Andrea Colli

Katja Girschik

8320

EVOLUTIONS IN CULTURAL CONSUMPTION

INGLESE

(cfu: ACME-LS 6)

(I sem.) (I.S.E.)

Guido Guerzoni

Stefano Baia Curioni

8321

METODI QUANTITATIVI PER LE DECISIONI

QUANTITATIVE METHODS FOR DECISIONS

ITALIANO

(cfu: CLAPI-LS 6)

(I sem.) (I.M.Q.)

Gabriele Gurioli

Benedetto Matarazzo

8322

METODI QUANTITATIVI PER IL MANAGEMENT / QUANTITATIVE METHODS FOR MANAGEMENT

BILINGUE

(cfu: M-LS 6 - IM-LS 6 - ACME-LS 6)

(I sem.) (I.M.Q.)

Francesco Billari

Francesca Beccacece - Emanuele Borgonovo - Gabriele Gurioli - Fabrizio Iozzi - Maurizio Poli - Valeria Severini -

Claudio Tebaldi - Sergio Venturini

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[From the code 8323 to the code 8372](#)

8323

STATISTICS FOR ECONOMICS AND BUSINESS

INGLESE

(cfu: EMIT-LS 8)

(II sem.) (I.M.Q.)

Raffaella Piccarreta

8324

DIRITTO DEL LAVORO E DELLE RELAZIONI INDUSTRIALI

LABOUR LAW

ITALIANO

(cfu: M-LS 6)

(II sem.) (I.D.C.)

Stefano Liebman

Maurizio Del Conte

8325

PROFILI GIURIDICI DELLE RIFORME AMMINISTRATIVE

ADMINISTRATIVE LAW REFORMS

ITALIANO

(cfu: CLAPI-LS 6)

(I sem.) (I.D.C.)

Massimo Occhiena

Francesca Mattassoglio

8326

COMPARATIVE BUSINESS LAW

INGLESE

(cfu: IM-LS 6)

(II sem.) (I.D.C.)

Catherine Rogers

8327

ECONOMIA DEL LAVORO E DELLE RISORSE UMANE

LABOUR AND PERSONNEL ECONOMICS

ITALIANO

(cfu: M-LS 6)

(II sem.) (I.E.P.)

Michele Pellizzari

8328

APPLIED INTERNATIONAL ECONOMICS

INGLESE

(cfu: IM-LS 6)

(I sem.) (I.E.P.)

Fabrizio Onida

Rodolfo Helg

8329

MICROECONOMICS OF TECHNICAL CHANGE

INGLESE

(cfu: EMIT-LS 8)

(I sem.) (I.E.P.)

Stefano Breschi

Franco Malerba

8330

INDUSTRIAL ORGANIZATION

INGLESE

(cfu: MM-LS 8 - OSI-LS 8 - AFC-LS 8 - CLAPI-LS 8 - CLEFIN-LS 8 - CLELI-LS 8 - CLEACC-LS 8 - DES-LS 8 -

CLG-LS 8 - M-LS 8 - EMIT-LS 8)

(I sem.) (I.E.P.)

Michele Polo

Valeria Gattai

8331

INNOVATION, COMPETITION AND ECONOMIC GROWTH

INGLESE

(cfu: EMIT-LS 6)

(II sem.) (I.E.P.)

Maria Luisa Mancusi

Lucia Cusmano

8332

MANAGERIAL AND BEHAVIOURAL PERSPECTIVES ON FIRM THEORY

INGLESE

(cfu: EMIT-LS 6)

(II sem.) (I.E.P.)

Stefano Brusoni

Alfonso Gambardella

8333

SISTEMI CONTABILI PUBBLICI

PUBLIC SECTOR ACCOUNTING

ITALIANO

(cfu: MM-LS 8 - OSI-LS 8 - AFC-LS 8 - CLAPI-LS 8 - CLEFIN-LS 8 - CLELI-LS 8 - CLEACC-LS 8 - DES-LS 8 - CLEMIT-LS 8 - CLG-LS 8 - M-LS 8)

(I sem.) (I.P.A.S.)

Ileana Steccolini

Elena Cantu' -

8334

PERFORMANCE MANAGEMENT NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

PERFORMANCE MANAGEMENT IN PUBLIC ORGANIZATIONS AND INTERNATIONAL INSTITUTIONS

ITALIANO

(cfu: MM-LS 8 - OSI-LS 8 - AFC-LS 8 - CLAPI-LS 8 - CLEFIN-LS 8 - CLELI-LS 8 - CLEACC-LS 8 - DES-LS 8 - CLEMIT-LS 8 - CLG-LS 8 - M-LS 8)

(II sem.) (I.P.A.S.)

Fabrizio Pezzani

Laura Maria Caccia -

8335

COMPARATIVE BUSINESS-GOVERNMENT RELATIONS

INGLESE

(cfu: IM-LS 4)

(II sem.) (I.P.A.S.)

Valentina Mele

8336

INTERNATIONAL FINANCE

BILINGUE

(cfu: IM-LS 8)

(II sem.) (I.E.M.I.F.)
Stefano Caselli

8337

TECHNOLOGY AND INNOVATION STRATEGY

INGLESE

(cfu: EMIT-LS 6)

(I sem.) (I.E.G.I.)

Gianmario Verona

8338

ORGANIZZAZIONE D'IMPRESA / ORGANIZATION

BILINGUE

(cfu: M-LS 6 - IM-LS 6)

(I sem.) (I.O.S.I.)

Vincenzo Perrone - James Hayton

Rossella Cappetta - Giuseppe Soda

8339

ORGANIZATION (Project and Team Management)

INGLESE

(cfu: ACME-LS 6)

(I sem.) (I.O.S.I.)

Cataldo Ruta

8340

ORGANIZATIONAL DYNAMICS AND TECHNICAL CHANGE

INGLESE

(cfu: EMIT-LS 6)

(II sem.) (I.O.S.I.)

Luigi Proserpio

8341

SEMINARI PER LO SVILUPPO DI ABILITA' COMPORAMENTALI

BEHAVIOURAL SKILLS SEMINARS

ITALIANO

(cfu: M-LS 2)

(I sem.) (I.O.S.I.)

Vincenzo Perrone

Maria Gabriella Bagnato - Beatrice Bauer - Bettina Gehrke - Claudio Ondoli - Marina Puricelli

8342

CORPORATE STRATEGY

BILINGUE

(cfu: M-LS 8 - IM-LS 6)

(II sem. - I/II sem.) (I.S.E.A.)

Guido Corbetta - Markus Venzin

Giuseppe Airoldi - Giorgio Invernizzi - Alessandro Minichilli - Paolo Morosetti - Carlo Salvato - Giovanni Valentini -

Maurizio Zollo - Fabio Zona

8343

PERFORMANCE MEASUREMENT

BILINGUE

(cfu: M-LS 8 - IM-LS 6 - ACME-LS 6)

(I sem.) (I.A.F.C.)

Franco Amigoni - Ariela Caglio - Giovanni Paolo Tomasi

Angelo Ditillo - Andrea Dossi - Gianluca Meloni - Giuseppe Pezzino - Massimo Solbiati

8344

MANAGEMENT OF FASHION AND LUXURY COMPANIES

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem. - I sem.) (I.S.E.A.)

Stefania Saviolo

8345

STRATEGIA, PROPRIETA' E GOVERNO DELLE IMPRESE

STRATEGY, OWNERSHIP AND GOVERNANCE OF THE FIRMS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.A.)

Alessandro Zattoni

8346

EARNINGS QUALITY ANALYSIS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Maurizio Maria Pini

8347

DECISION MAKING AND NEGOTIATION

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.O.S.I.)

Anna Grandori

8348

ADVANCED DERIVATIVES

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Mascia Bedendo

8349

MANAGEMENT DEI NETWORK PUBBLICI

MANAGEMENT OF PUBLIC NETWORKS

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Francesco Longo

8350

MANAGEMENT DELL'IMPRESA SOCIALE NON PROFIT E ONG

MANAGEMENT OF SOCIAL AND NO PROFIT ENTERPRISES

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Giorgio Fiorentini

8351

MANAGEMENT DEI SERVIZI SANITARI

HEALTH CARE MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Federico Lega

Elena Cantu'

8352

GESTIONE FINANZIARIA DELLE AMMINISTRAZIONI PUBBLICHE

FINANCIAL MANAGEMENT FOR PUBLIC ADMINISTRATION

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Luca Buccoliero

Marta Marsilio

8353

MANAGEMENT DELLE ORGANIZZAZIONI NON PROFIT INTERNAZIONALI

INTERNATIONAL NGO MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.P.A.S.)

Alex Turrini

8354 MANAGEMENT DEL FUND RAISING

FUND RAISING MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 -

CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.P.A.S.)

Francesco Manfredi

Giorgio Fiorentini

8355 PUBLIC ADMINISTRATION: TEORIE E METODI DI RICERCA
PUBLIC ADMINISTRATION: THEORIES AND RESEARCH METHODS
ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.P.A.S.)

Giovanni Fattore

Valentina Mele

8356 MANAGEMENT OF TECHNOLOGICAL INNOVATION IN HEALTH CARE
INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(II sem.) (I.P.A.S.)

Rosanna Tarricone

8357 CRIMINOLOGIA
CRIMINOLOGY

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.D.C.)

Alberto Alessandri

Adolfo Ceretti - Gabrio Forti

8358 COMPARATIVE BUSINESS HISTORY: COMPETITION AND GLOBALIZATION
INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.S.E.)

Franco Amatori

8359 CONSUMER CULTURE THEORY: EPISTEMOLOGY AND METHODS
BILINGUE

(cfu: MM-LS 6)

(II sem.) (I.E.G.I.)

Stefano Podesta'

Stefania Borghini - Edoardo Borruso - Bernard Cova - Michele D'alessandro - Luca Massimiliano Visconti

8360 ADVANCED MARKETING
INGLESE

(cfu: IM-LS 6 - ACME-LS 6)

(I sem. - II sem.) (I.E.G.I.)

Michael Gibbert - Michela Addis

Isabella Soscia

8361 CULTURAL TOURISM AND LOCAL DEVELOPMENT
INGLESE

(cfu: ACME-LS 12)

(II sem.) (I.E.G.I.)

Magda Antonioli

Rodolfo Baggio - Nicola Fabbri - Cristina Mottironi

8362 COMMUNICATION AND EVENT MANAGEMENT

INGLESE

(cfu: ACME-LS 12)

(II sem.) (I.E.G.I.)

Diego Rinallo

Lia Zarantonello

8363 CORPORATE E INVESTMENT BANKING

CORPORATE AND INVESTMENT BANKING

ITALIANO

(cfu: M-LS 6)

(II sem.) (I.E.M.I.F.)

Stefano Caselli

8364 MANAGEMENT OF INFORMATION SYSTEM: I.S. DEVELOPMENT

INGLESE

(cfu: EMIT-LS 6)

(II sem.) (I.O.S.I.)

Ferdinando Pennarola

Paola Bielli

8365 GESTIONE DELLE RISORSE UMANE

HUMAN RESOURCE MANAGEMENT

ITALIANO

(cfu: M-LS 6)

(II sem.) (I.O.S.I.)

Silvia Bagdadli

8366 CORPORATE FINANCE

BILINGUE

(cfu: MM-LS 6 - OSI-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.)

Alessandro Nova

Hannes Wagner

8367 REVISIONE AZIENDALE (corso progredito)

AUDITING (advanced course)

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Massimo Livatino

8368 PIANIFICAZIONE E BUDGETING

PLANNING AND BUDGETING (Performance measurement, Evaluation and Incentives)

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.A.F.C.)

Marco Agliati
Giuseppe Sala

8369 GESTIONE DEI RISCHI E VALORE NELLE BANCHE E NELLE ASSICURAZIONI / RISK MANAGEMENT AND VALUE IN BANKING AND INSURANCE

BILINGUE

(cfu: CLEFIN-LS 6)

(II sem.) (I.E.M.I.F.)

Andrea Sironi

Giuseppe Corvino - Sergio Paci - Andrea Cesare Resti

8370 CREDIT RISK MANAGEMENT

ITALIANO

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.E.M.I.F.)

Giacomo De Laurentis

8371 ADVANCED RISK MANAGEMENT (EXTREME VALUES AND COPULAE)

INGLESE

(cfu: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6 - M-LS 6)

(I sem.) (I.M.Q.)

Gino Favero

Mascia Bedendo

8372 TASSAZIONE DELLE SOCIETA' E DEI GRUPPI

CORPORATE TAXATION

ITALIANO

(cfu: CLELI-LS 8)

(I sem.) (I.D.C.)

Carlo Garbarino

Last change 01/01/0001 00:00

13.3.

List of courses by instructor in alphabetical order

13.3.1.

From the letter A to the letter D

ABRIANI NICCOLO'

8001 - CORPORATE GOVERNANCE

ADDIS MICHELA

8360 - ADVANCED MARKETING

AGLIATI MARCO

8368 - PIANIFICAZIONE E BUDGETING
8154 - SISTEMI DI COST MANAGEMENT
8020 - MODELLI DI PIANIFICAZIONE E CONTROLLO

AGNOLETTA GIUSEPPINA

8103 - LINGUA ITALIANA

AIROLDI GIUSEPPE

8003 - SISTEMI DI CORPORATE GOVERNANCE
8342 - CORPORATE STRATEGY

ALDERIGHI MARCO

8052 - REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE POLITICHE PUBBLICHE

ALEMANNI BARBARA

8188 - ASSET MANAGEMENT

ALESSANDRI ALBERTO

8357 - CRIMINOLOGIA

ALFANI GUIDO

8249 - LABORATORIO DI FONTI DEI DATI PER LA RICERCA ECONOMICA E SOCIALE: DAI MEDIA TRADIZIONALI A INTERNET
8094 - STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà comparate)
8250 - SOCIOLOGIA E STORIA (corso monografico)

ALLEGRI VINCENZO

8071 - DIRITTO COMMERCIALE (corso progredito)

ALDOMONTE CARLO

8203 - ECONOMICS OF EUROPEAN INTEGRATION
8125 - METODI E STRUMENTI DI MANAGEMENT DELLE ISTITUZIONI EUROPEE E INTERNAZIONALI
8294 - DOING BUSINESS IN ITALY

AMATO MASSIMO

8251 - STORIA,ISTITUZIONI E CRISI DEL SISTEMA FINANZIARIO GLOBALE

AMATORI FRANCO

8318 - BUSINESS HISTORY
8358 - COMPARATIVE BUSINESS HISTORY: COMPETITION AND GLOBALIZATION

AMIGONI FRANCO

8343 - PERFORMANCE MEASUREMENT
8156 - STRATEGIC MANAGEMENT ACCOUNTING

ANCARANI FABIO

8164 - CRM AND LOYALTY MANAGEMENT
8006 - MARKETING MANAGEMENT

ANNUNZIATA FILIPPO

8071 - DIRITTO COMMERCIALE (corso progredito)

8074 - DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

ANNUSHKINA OLGA

8294 - DOING BUSINESS IN ITALY

ANTONIOLI MAGDA

8361 - CULTURAL TOURISM AND LOCAL DEVELOPMENT

8176 - LABORATORIO DI TURISMO E TERRITORIO

ARCARI ANNAMARIA

8138 - AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

ARDIZZONE LUIGI

8071 - DIRITTO COMMERCIALE (corso progredito)

AVINO MOLINA AMPARO

8102 - LINGUA SPAGNOLA

AZZALI STEFANO

8243 - DIRITTO DELL'ARBITRATO INTERNO E INTERNAZIONALE

BAGDADLI SILVIA

8365 - GESTIONE DELLE RISORSE UMANE

8135 - SISTEMI DI SVILUPPO DEL PERSONALE

8136 - SISTEMI DI VALUTAZIONE E DI RICOMPENSA

BAGGIO RODOLFO

8361 - CULTURAL TOURISM AND LOCAL DEVELOPMENT

BAGLIERI VINCENZO

8184 - RESEARCH AND DEVELOPMENT MANAGEMENT

BAGNA EMANUEL

8023 - ANALISI PER LE DECISIONI FINANZIARIE

BAGNATO MARIA GABRIELLA

8135 - SISTEMI DI SVILUPPO DEL PERSONALE

8185 - SALES AND KEY ACCOUNT MANAGEMENT

8341 - SEMINARI PER LO SVILUPPO DI ABILITA' COMPORTAMENTALI

BAIA CURIONI STEFANO

8093 - ARTE E CULTURA

8295 - LABORATORIO SUI SISTEMI PRODUTTIVI PER LE ARTI E I MEDIA

8320 - EVOLUTIONS IN CULTURAL CONSUMPTION

BALDUSSI GIANNINA

8071 - DIRITTO COMMERCIALE (corso progredito)

BALP SILVIA GAIA

8074 - DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

BALZAROTTI MARIA LUISA

8089 - PROCEDURA PENALE

BASAGLIA STEFANO

8128 - I SISTEMI INFORMATIVI INTEGRATI (ERP)

BASILE ENRICO

8088 - DIRITTO PENALE

BATTAUZ ANNA

8229 - NUMERICAL METHODS IN FINANCE

8065 - MODELLI QUANTITATIVI PER LA FINANZA

BATTIGALLI PIERPAOLO

8283 - GAME THEORY: ANALYSIS OF STRATEGIC THINKING

BATTISTINI CHIARA

8258 - DIRITTO UNIONE EUROPEA

BAUER BEATRICE

8341 - SEMINARI PER LO SVILUPPO DI ABILITA' COMPORTAMENTALI

BECCACECE FRANCESCA

8322 - METODI QUANTITATIVI PER IL MANAGEMENT

BEDENDO MASCIA

8348 - ADVANCED DERIVATIVES

8045 - DERIVATI

8371 - ADVANCED RISK MANAGEMENT (EXTREME VALUES AND COPULAE)

BELTRATTI ANDREA

8219 - PRINCIPLES OF FINANCE

BELVEDERE VALERIA

8281 - TECHNOLOGY AND PRODUCT INNOVATION MANAGEMENT

BERETTA SERGIO

8020 - MODELLI DI PIANIFICAZIONE E CONTROLLO

8150 - GOVERNANCE, RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

BERNASCONI MARCO

8247 - DIRITTO TRIBUTARIO INTERNAZIONALE

BERTA GIUSEPPE

8252 - UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETA', ISTITUZIONI

BERTOLI GIUSEPPE

8006 - MARKETING MANAGEMENT

BERTONI ALBERTO

8145 - INTERNATIONAL CORPORATE FINANCE

BERTONI ALBERTO

8140 - BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

BIANCHI LUIGI ARTURO

8071 - DIRITTO COMMERCIALE (corso progredito)

BIANCHINI MARCO

8094 - STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà comparate)

BIELLI PAOLA

8130 - IS GOVERNANCE

8364 - MANAGEMENT OF INFORMATION SYSTEM: I.S. DEVELOPMENT

BILLARI FRANCESCO

8233 - DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

8216 - LABORATORIO DI STAMPA ED ECONOMIA

8322 - METODI QUANTITATIVI PER IL MANAGEMENT

8232 - POPULATION DYNAMICS AND ECONOMICS

8280 - QUANTITATIVE APPROACHES AND POLICY ANALYSIS

BINI MAURO

8023 - ANALISI PER LE DECISIONI FINANZIARIE

8146 - BOND AND EQUITY OFFERINGS

8017 - POLITICHE FINANZIARIE DI IMPRESA

BOERI TITO MICHELE

8104 - LABOUR ECONOMICS

BOFFANO STEFANIA

8245 - DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

BONINI STEFANO

8145 - INTERNATIONAL CORPORATE FINANCE

8195 - PRIVATE EQUITY AND VENTURE CAPITAL

BORGHI ARMANDO

8142 - REAL ESTATE FINANCE

BORGHI MAURIZIO

8079 - DIRITTO DEI BENI IMMATERIALI (corso progredito)

BORGHINI STEFANIA

8160 - BtoB MARKETING

8359 - CONSUMER CULTURE THEORY: EPISTEMOLOGY AND METHODS

BORGONOVİ ELIO

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

8125 - METODI E STRUMENTI DI MANAGEMENT DELLE ISTITUZIONI EUROPEE E INTERNAZIONALI

BORGONOVO EMANUELE

8322 - METODI QUANTITATIVI PER IL MANAGEMENT

BORLINI LEONARDO

8236 - INTERNATIONAL TRADE LAW

BORRE' LUIGI

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

BORRUSO EDOARDO

8359 - CONSUMER CULTURE THEORY: EPISTEMOLOGY AND METHODS

BOTTAZZI LAURA

8204 - ENTREPRENEURSHIP, FINANCE AND INNOVATION

BRACCIONI PATRIZIO

8246 - DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

BRAMANTI ALBERTO

8051 - POLITICHE PER LO SVILUPPO TERRITORIALE E URBANO

BRESCHI STEFANO

8329 - MICROECONOMICS OF TECHNICAL CHANGE

8220 - THE ECONOMICS AND ORGANIZATION OF INTER-FIRM NETWORKS

BRIGO DAMIANO

8223 - FIXED INCOME (Advanced methods)

BRIOSCHI ARIANNA

8186 - SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

BRODI ELISA

8072 - DIRITTO PER IL MARKETING

BRUGGER GUALTIERO

8026 - ANALISI E VALUTAZIONI FINANZIARIE

8306 - CRISI D'IMPRESA E PROCESSI DI RISTRUTTURAZIONE

8027 - FINANZA STRATEGICA

8307 - MERGERS AND ACQUISITIONS

BRUGNOLI CARLO

8110 - IMPRENDITORIALITA' E BUSINESS PLANNING

BRUNELLI MASSIMO

8137 - AMMINISTRAZIONE E CONTROLLO NELLE IMPRESE MULTINAZIONALI

BRUNI FRANCO

8215 - REGOLAMENTAZIONE DEI MERCATI FINANZIARI

BRUNO GIOVANNI

8290 - LABORATORIO DI MICROECONOMETRIA APPLICATA

BRUSONI MANUELA

8121 - MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

BRUSONI STEFANO

8332 - MANAGERIAL AND BEHAVIOURAL PERSPECTIVES ON FIRM THEORY

8220 - THE ECONOMICS AND ORGANIZATION OF INTER-FIRM NETWORKS

BUCCOLIERO LUCA

8352 - GESTIONE FINANZIARIA DELLE AMMINISTRAZIONI PUBBLICHE
8118 - E-GOVERNMENT STRATEGIES

BUFFA DI PERRERO ELENA CARLA

8071 - DIRITTO COMMERCIALE (corso progredito)

BUONGIORNO MASSIMO

8026 - ANALISI E VALUTAZIONI FINANZIARIE

BUSACCA BRUNO GIUSEPPE

8159 - BRAND MANAGEMENT

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

8006 - MARKETING MANAGEMENT

BUSO PAOLA

8140 - BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

CACCIA LAURA MARIA

8334 - PERFORMANCE MANAGEMENT NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

CACCIATORI EUGENIA

8136 - SISTEMI DI VALUTAZIONE E DI RICOMPENSA

CAGLIO ARIELA

8343 - PERFORMANCE MEASUREMENT

CAMPAGNOLI PATRIZIA

8221 - TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA

CANNON ANDREW

8099 - LINGUA INGLESE

CANTU' ELENA

8333 - SISTEMI CONTABILI PUBBLICI

8351 - MANAGEMENT DEI SERVIZI SANITARI

CAPORARELLO LEONARDO

8116 - STRATEGIC BUSINESS MODELLING

8128 - I SISTEMI INFORMATIVI INTEGRATI (ERP)

8129 - INFORMATION SECURITY

CAPPETTA ROSSELLA

8295 - LABORATORIO SUI SISTEMI PRODUTTIVI PER LE ARTI E I MEDIA

8338 - ORGANIZZAZIONE D'IMPRESA

CARACO' ANDREA

8071 - DIRITTO COMMERCIALE (corso progredito)

CARCANO LUANA

8294 - DOING BUSINESS IN ITALY

CARDANI ANGELO MARCELLO

8289 - INDUSTRIAL ECONOMICS AND COMPETITION POLICY

CARNEVALE MAFFE' CARLO ALBERTO

8131 - MANAGEMENT CONSULTING

CARONE MARCO

8071 - DIRITTO COMMERCIALE (corso progredito)

CARU' ANTONELLA

8288 - ANALISI DELLE PERFORMANCE DI MARKETING

8179 - MARKETING DEI SERVIZI

8180 - MARKETING ESPERIENZIALE

CARUSO FRANCESCO

8099 - LINGUA INGLESE

CASARICO ALESSANDRA

8202 - PUBLIC ECONOMICS

CASELLI STEFANO

8363 - CORPORATE E INVESTMENT BANKING

8292 - ENTREPRENEURIAL FINANCE

8336 - INTERNATIONAL FINANCE

8042 - INVESTMENT BANKING

8195 - PRIVATE EQUITY AND VENTURE CAPITAL

CASO' MICHELE

8025 - PRINCIPI CONTABILI INTERNAZIONALI

CASSESE GIANLUCA

8050 - TEMI AVANZATI DI ECONOMIA

CASTAGNOLI ERIO

8222 - BEHAVIOURAL MODELS IN ECONOMICS AND FINANCE

CASTALDO SANDRO

8161 - CHANNEL AND TRADE MARKETING

8009 - CHANNEL MARKETING (Evoluzione del commercio analisi e progettazione)

8165 - ECONOMIA DELLA DISTRIBUZIONE COMMERCIALE

CATALANI ANTONIO

8112 - MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi operativi

8113 - MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

CATTANEO ELEONORA

8264 - INTERNATIONAL MARKETING

CATTINI MARCO

8250 - SOCIOLOGIA E STORIA (corso monografico)

8094 - STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate)

8252 - UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETÀ', ISTITUZIONI

CAVALLINI CESARE

8084 - DIRITTO PROCESSUALE CIVILE

CAVASIN SIMONETTA

8136 - SISTEMI DI VALUTAZIONE E DI RICOMPENSA

CERESA-GASTALDO MASSIMO

8089 - PROCEDURA PENALE

CERETTI ADOLFO

8357 - CRIMINOLOGIA

CHIZZOLI CRISTIAN

8006 - MARKETING MANAGEMENT

8008 - COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

8158 - ADVERTISING MANAGEMENT

CHIZZOLINI BARBARA

8255 - ECONOMETRIA

CIFARELLI DONATO MICHELE

8303 - STOCHASTIC CALCULUS WITH APPLICATIONS TO FINANCE AND ECONOMICS

CILLO PAOLA

8297 - PRODUCT AND MARKETING INNOVATION

COLLA PAOLO

8054 - TEORIA DELLA FINANZA

COLLI ANDREA

8319 - EVOLUTION IN INTERNATIONAL BUSINESS

8003 - SISTEMI DI CORPORATE GOVERNANCE

8318 - BUSINESS HISTORY

CONCA VALTER

8178 - MANAGEMENT DELLE ACQUISIZIONI

CONSOLO CLAUDIO

8084 - DIRITTO PROCESSUALE CIVILE

CONTI CESARE

8157 - TESORERIA E GESTIONE DEI RISCHI FINANZIARI D'IMPRESA

CONTRINO ANGELO

8074 - DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

CORAZZINI LUCA

8050 - TEMI AVANZATI DI ECONOMIA

CORBETTA GUIDO

8342 - CORPORATE STRATEGY

8115 - STRATEGIA DELLE AZIENDE FAMILIARI

CORIELLI FRANCESCO

8256 - STATISTICA

CORROCHER NICOLETTA

8048 - INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione)

CORVINO GIUSEPPE

8190 - GESTIONE DEI RISCHI E MODELLI DI ALM PER LE ASSICURAZIONI

8369 - GESTIONE DEI RISCHI E VALORE NELLE BANCHE E NELLE ASSICURAZIONI

COSTELLO DERMOT

8099 - LINGUA INGLESE

COVA BERNARD

8160 - BtoB MARKETING

8180 - MARKETING ESPERIENZIALE

8359 - CONSUMER CULTURE THEORY: EPISTEMOLOGY AND METHODS

CRISTOFOLI DANIELA

8287 - ECONOMIA E GESTIONE DELLE PUBLIC UTILITIES

8298 - CORPORATE GOVERNANCE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

CUGINI ANTONELLA

8288 - ANALISI DELLE PERFORMANCE DI MARKETING

CUOCOLO LORENZO

8235 - DIRITTO COSTITUZIONALE REGIONALE

CUSMANO LUCIA

8331 - INNOVATION, COMPETITION AND ECONOMIC GROWTH

D'ALESSANDRO MICHELE

8009 - CHANNEL MARKETING (Evoluzione del commercio analisi e progettazione)

8359 - CONSUMER CULTURE THEORY: EPISTEMOLOGY AND METHODS

D'AMBROSIO CONCHITA

8224 - INCOME DISTRIBUTION

DA SILVA NETO HELENA

8267 - LINGUA PORTOGHESE

8312 - PORTOGHESE (Il lingua - CLG-LS)

DAL COLLO ANNA

8101 - LINGUA TEDESCA

8314 - TEDESCO (Il lingua - CLG-LS)

DALLI DANIELE

8166 - CULTURE, MEDIA E CONSUMO

DALLOCCIO MAURIZIO

8029 - PROJECT FINANCING E BUSINESS PLAN

8307 - MERGERS AND ACQUISITIONS

DANESI GIOVANNI

8261 - MANAGEMENT OF INTERNATIONAL INSTITUTIONS

DANOVI ALESSANDRO

8306 - CRISI D'IMPRESA E PROCESSI DI RISTRUTTURAZIONE

DE IULIIS CARMELO MASSIMO

8071 - DIRITTO COMMERCIALE (corso progredito)

DE LAURENTIS GIACOMO

8370 - CREDIT RISK MANAGEMENT

8043 - MERCATI E INTERMEDIARI FINANZIARI

DE NICOLA ALESSANDRO

8071 - DIRITTO COMMERCIALE (corso progredito)

DE PAOLI LUIGI

8019 - ECONOMIA DELL'ENERGIA

8047 - SCENARI ECONOMICI

DEL BOSCO BARBARA

8162 - COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

DEL CONTE MAURIZIO

8098 - DIRITTO DEL LAVORO (corso progredito)

8324 - DIRITTO DEL LAVORO E DELLE RELAZIONI INDUSTRIALI

DELMESTRI GIUSEPPE

8133 - ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI

DI BARI VITO

8162 - COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

8172 - LABORATORIO DI COMUNICAZIONE

DI GIULI ALBERTA

8191 - INVESTMENT BANKING E FINANZA STRUTTURATA

DI GREGORIO GIULIANA

8099 - LINGUA INGLESE

DITILLO ANGELO

8343 - PERFORMANCE MEASUREMENT

DORDI CLAUDIO

8236 - INTERNATIONAL TRADE LAW

DOSSI ANDREA

8137 - AMMINISTRAZIONE E CONTROLLO NELLE IMPRESE MULTINAZIONALI

8343 - PERFORMANCE MEASUREMENT

DUBINI PAOLA

8173 - LABORATORIO DI EDITORIA E MEDIA

8005 - STRATEGIA E GOVERNANCE DELLE AZIENDE CULTURALI

8295 - LABORATORIO SUI SISTEMI PRODUTTIVI PER LE ARTI E I MEDIA

DURISIN BORIS
8296 - INNOVATION MANAGEMENT

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13.3.2.
From the letter E to the letter M

EPIFANI PAOLO
8291 - INTERNATIONAL TRADE

ESPOSITO PATRIZIA
8100 - LINGUA FRANCESE

FABBRI ANDREA
8191 - INVESTMENT BANKING E FINANZA STRUTTURATA

FABBRI NICOLA
8176 - LABORATORIO DI TURISMO E TERRITORIO
8361 - CULTURAL TOURISM AND LOCAL DEVELOPMENT

FANTACCI LUCA
8094 - STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate)
8251 - STORIA, ISTITUZIONI E CRISI DEL SISTEMA FINANZIARIO GLOBALE

FATTORE GIOVANNI
8355 - PUBLIC ADMINISTRATION: TEORIE E METODI DI RICERCA

FAVERO CARLO AMBROGIO
8255 - ECONOMETRIA

FAVERO GINO
8371 - ADVANCED RISK MANAGEMENT (EXTREME VALUES AND COPULAE)

FELTRINELLI ELENA
8015 - SISTEMI INFORMATIVI PER IL MARKETING
8062 - METODI QUANTITATIVI PER IL MARKETING

FERNANDEZ HAGEN ANA MARIA
8102 - LINGUA SPAGNOLA

FERRARI BIONES
8018 - BILANCIO E COMUNICAZIONE ECONOMICA

FERRARI GIUSEPPE FRANCO
8235 - DIRITTO COSTITUZIONALE REGIONALE
8239 - DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE
8244 - DIRITTO PUBBLICO DELL'ECONOMIA

FIorentini Giorgio

8350 - MANAGEMENT DELL'IMPRESA SOCIALE NON PROFIT E ONG

8302 - DIRITTO ED ECONOMIA DEL TERZO SETTORE

8354 - MANAGEMENT DEL FUND RAISING

Forestieri Giancarlo

8042 - INVESTMENT BANKING

Fornari Daniele

8170 - INNOVAZIONE NEL RETAILING

Forti Gabriele

8357 - CRIMINOLOGIA

Fortini Sandra

8256 - STATISTICA

Fortunato Sabino

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

Fracchia Fabrizio

8086 - DIRITTO AMMINISTRATIVO (corso progredito)

Fregni Maria Cecilia

8074 - DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

Frova Alessandro

8282 - LA VALUTAZIONE DEI BENI INTANGIBILI

Fusai Gianluca

8223 - FIXED INCOME (Advanced methods)

Gagliardi Lorenzo

8257 - DIRITTO ROMANO

Gambardella Alfonso

8168 - INNOVATION AND TECHNOLOGY MANAGEMENT

8332 - MANAGERIAL AND BEHAVIOURAL PERSPECTIVES ON FIRM THEORY

Garbarino Carlo

8245 - DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

8246 - DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

8247 - DIRITTO TRIBUTARIO INTERNAZIONALE

8301 - INTERNATIONAL AND COMPARATIVE TAXATION

8372 - TASSAZIONE DELLE SOCIETA' E DEI GRUPPI

Garcia Appendini Maria Emilia

8292 - ENTREPRENEURIAL FINANCE

8204 - ENTREPRENEURSHIP, FINANCE AND INNOVATION

Garzia Carmine

8116 - STRATEGIC BUSINESS MODELLING

GARZONI ANTONELLO

8156 - STRATEGIC MANAGEMENT ACCOUNTING

GATTAI VALERIA

8330 - INDUSTRIAL ORGANIZATION

GATTI STEFANO

8191 - INVESTMENT BANKING E FINANZA STRUTTURATA

8042 - INVESTMENT BANKING

GEHRKE BETTINA

8133 - ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI

8341 - SEMINARI PER LO SVILUPPO DI ABILITA' COMPORTAMENTALI

GERANIO MANUELA

8193 - INTERNATIONAL FINANCIAL MARKETS

GEREVINI STEFANIA

8093 - ARTE E CULTURA

GHEZZI FEDERICO

8082 - DIRITTI DI PROPRIETA' INTELLETTUALE E CONCORRENZA

8081 - DIRITTO DELL'IMPRESA E DEL MERCATO

8241 - DIRITTO DELLA CONCORRENZA

GHIRINGHELLI PAOLO

8141 - CAPITAL BUDGETING E GESTIONE DEL CIRCOLANTE

GHISLANDI SIMONE

8202 - PUBLIC ECONOMICS

GIANNELLI ANDREA

8071 - DIRITTO COMMERCIALE (corso progredito)

GIAVAZZI FRANCESCO

8309 - ADVANCED MACROECONOMICS

GIBBERT MICHAEL

8360 - ADVANCED MARKETING

8008 - COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

8011 - STRATEGIC MARKETING

GILARDONI ANDREA

8287 - ECONOMIA E GESTIONE DELLE PUBLIC UTILITIES

GILARRANZ LAPENA MARIA

8102 - LINGUA SPAGNOLA

GILI LUIGI

8086 - DIRITTO AMMINISTRATIVO (corso progredito)

GIRSCHIK KATJA

8319 - EVOLUTION IN INTERNATIONAL BUSINESS

GISTRI GIACOMO

8166 - CULTURE, MEDIA E CONSUMO

GNOCCHI MARILENA

8102 - LINGUA SPAGNOLA

GOLFETTO FRANCESCA

8158 - ADVERTISING MANAGEMENT

8008 - COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

8162 - COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

8172 - LABORATORIO DI COMUNICAZIONE

8186 - SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

GORHAM JUDITH

8099 - LINGUA INGLESE

GRANDO ALBERTO

8177 - LOGISTICS MANAGEMENT AND STRATEGY

GRANDORI ANNA

8347 - DECISION MAKING AND NEGOTIATION

GRAZIANI REBECCA

8069 - STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

8280 - QUANTITATIVE APPROACHES AND POLICY ANALYSIS

GRAZIANO PAOLO ROBERTO

8053 - ANALISI DELLE POLITICHE PUBBLICHE NAZIONALI E INTERNAZIONALI

8212 - POLITICA COMPARATA

8280 - QUANTITATIVE APPROACHES AND POLICY ANALYSIS

GREICHE MICHEL

8001 - CORPORATE GOVERNANCE

GUARNERI ATTILIO

8090 - STORIA DELLE CODIFICAZIONI

8083 - DIRITTO CIVILE

GUENZI PAOLO

8185 - SALES AND KEY ACCOUNT MANAGEMENT

GUERZONI GUIDO

8320 - EVOLUTIONS IN CULTURAL CONSUMPTION

8171 - LABORATORIO DI BENI CULTURALI E MERCATO DELL'ARTE

GULLI' FRANCESCO

8050 - TEMI AVANZATI DI ECONOMIA

GURIOLI GABRIELE

8321 - METODI QUANTITATIVI PER LE DECISIONI

8322 - METODI QUANTITATIVI PER IL MANAGEMENT

HAHN HANS GEORG
8101 - LINGUA TEDESCA

HAYTON JAMES
8338 - ORGANIZZAZIONE D'IMPRESA

HELG RODOLFO
8328 - APPLIED INTERNATIONAL ECONOMICS

IANNOTTA GIULIANO ORLANDO
8042 - INVESTMENT BANKING

ICHINO GIOVANNA
8089 - PROCEDURA PENALE

IMPERATORI BARBARA
8135 - SISTEMI DI SVILUPPO DEL PERSONALE

INVERNIZZI GIORGIO
8342 - CORPORATE STRATEGY

IORIO FIORELLI GAETANO
8258 - DIRITTO UNIONE EUROPEA

IOVENITTI PAOLO MAURIZIO
8023 - ANALISI PER LE DECISIONI FINANZIARIE
8026 - ANALISI E VALUTAZIONI FINANZIARIE
8027 - FINANZA STRATEGICA

IOZZI FABRIZIO
8263 - LABORATORIO DI PROGRAMMAZIONE DEI CALCOLATORI PER LE SCIENZE ECONOMICHE E SOCIALI
8229 - NUMERICAL METHODS IN FINANCE
8322 - METODI QUANTITATIVI PER IL MANAGEMENT

IPPOLITO FILIPPO
8042 - INVESTMENT BANKING
8204 - ENTREPRENEURSHIP, FINANCE AND INNOVATION

IUDICA GIOVANNI
8083 - DIRITTO CIVILE
8243 - DIRITTO DELL'ARBITRATO INTERNO E INTERNAZIONALE
8302 - DIRITTO ED ECONOMIA DEL TERZO SETTORE

JACOBS ARIANNA MARIA
8099 - LINGUA INGLESE

JARACH DAVID MARIO DINO
8006 - MARKETING MANAGEMENT

JIMENEZ ANA
8102 - LINGUA SPAGNOLA

KLOBAS JANE

8233 - DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

LA FERRARA ELIANA

8096 - DEVELOPMENT ECONOMICS

LEGA FEDERICO

8351 - MANAGEMENT DEI SERVIZI SANITARI

LEGNAZZI CLAUDIO

8245 - DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

LEO GUGLIELMO

8089 - PROCEDURA PENALE

LEONARD MADELEINE

8100 - LINGUA FRANCESE

LIEBMAN STEFANO

8237 - COMPARATIVE INDUSTRIAL RELATIONS

8098 - DIRITTO DEL LAVORO (corso progredito)

8324 - DIRITTO DEL LAVORO E DELLE RELAZIONI INDUSTRIALI

LIERA MARCO

8216 - LABORATORIO DI STAMPA ED ECONOMIA

LISSONI ANDREA

8295 - LABORATORIO SUI SISTEMI PRODUTTIVI PER LE ARTI E I MEDIA

LIVATINO MASSIMO

8367 - REVISIONE AZIENDALE (corso progredito)

LOMBARDI STOCCHETTI GIANLUCA

8138 - AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

LONGO FRANCESCO

8349 - MANAGEMENT DEI NETWORK PUBBLICI

8121 - MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

LOYD KENNETH

8099 - LINGUA INGLESE

MACCHERONI FABIO ANGELO

8222 - BEHAVIOURAL MODELS IN ECONOMICS AND FINANCE

MAFFEZZOLI MARCO

8047 - SCENARI ECONOMICI

MAGGI MARIO ALESSANDRO

8069 - STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

MAGGIOLINO MARIATERESA

8072 - DIRITTO PER IL MARKETING

8081 - DIRITTO DELL'IMPRESA E DEL MERCATO
8241 - DIRITTO DELLA CONCORRENZA

MAGGIORE MASSIMO

8072 - DIRITTO PER IL MARKETING

MAGNI MASSIMO

8129 - INFORMATION SECURITY
8134 - PROJECT MANAGEMENT

MALBERTI CORRADO

8081 - DIRITTO DELL'IMPRESA E DEL MERCATO

MALERBA FRANCO

8205 - INDUSTRIAL DYNAMICS AND INTERNATIONAL COMPETITIVENESS
8048 - INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione)
8329 - MICROECONOMICS OF TECHNICAL CHANGE

MANCINI CHIARA

8018 - BILANCIO E COMUNICAZIONE ECONOMICA

MANCUSI MARIA LUISA

8300 - ECONOMETRIC METHODS FOR INNOVATION STUDIES
8331 - INNOVATION, COMPETITION AND ECONOMIC GROWTH

MANDERIEUX LAURENT

8082 - DIRITTI DI PROPRIETA' INTELLETTUALE E CONCORRENZA

MANFREDI FRANCESCO

8354 - MANAGEMENT DEL FUND RAISING

MANZITTI ANDREA

8246 - DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

MANZONI BEATRICE

8295 - LABORATORIO SUI SISTEMI PRODUTTIVI PER LE ARTI E I MEDIA

MARABELLO CARMELO

8173 - LABORATORIO DI EDITORIA E MEDIA

MARCHETTI PIERGAETANO

8071 - DIRITTO COMMERCIALE (corso progredito)

MARIANI MARIA PAOLA

8242 - DIRITTO INTERNAZIONALE PRIVATO
8258 - DIRITTO UNIONE EUROPEA

MARIANI MYRIAM

8048 - INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione)

MARINO DENNIS

8099 - LINGUA INGLESE

MARSILIO MARTA

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)
8352 - GESTIONE FINANZIARIA DELLE AMMINISTRAZIONI PUBBLICHE

MARTELLI ANTONIO

8304 - COMPETITIVE ANALYSIS AND BUSINESS SCENARIOS

MARTINAZZOLI DINO

8150 - GOVERNANCE, RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

MARTINAZZOLI LUCA

8295 - LABORATORIO SUI SISTEMI PRODUTTIVI PER LE ARTI E I MEDIA

MARTINEZ PEREZ MARTA

8102 - LINGUA SPAGNOLA
8313 - SPAGNOLO (Il lingua - CLG-LS)

MASCIANDARO DONATO

8215 - REGOLAMENTAZIONE DEI MERCATI FINANZIARI

MASPERO DAVIDE

8045 - DERIVATI

MASSARI MARIO

8024 - FINANZA AZIENDALE (Introduzione alle valutazioni)

MASSETTO GIAN PAOLO

8090 - STORIA DELLE CODIFICAZIONI

MATARAZZO BENEDETTO

8321 - METODI QUANTITATIVI PER LE DECISIONI

MATTASSOGLIO FRANCESCA

8325 - PROFILI GIURIDICI DELLE RIFORME AMMINISTRATIVE

MATTEI JACOPO

8043 - MERCATI E INTERMEDIARI FINANZIARI

MAURI CHIARA

8015 - SISTEMI INFORMATIVI PER IL MARKETING

MAZURSKY DAVID

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

MELE VALENTINA

8335 - COMPARATIVE BUSINESS-GOVERNMENT RELATIONS
8355 - PUBLIC ADMINISTRATION: TEORIE E METODI DI RICERCA

MELONI GIANLUCA

8343 - PERFORMANCE MEASUREMENT

MELZI d'ERIL CARLO

8089 - PROCEDURA PENALE

MERCURIO FABIO

8223 - FIXED INCOME (Advanced methods)

MEREGALLI SEVERINO

8130 - IS GOVERNANCE

MERELLI MARCO

8047 - SCENARI ECONOMICI

MERLO ANNA MARIA

8175 - LABORATORIO DI SPETTACOLO ED ENTERTAINMENT

MERLO ELISABETTA

8009 - CHANNEL MARKETING (Evoluzione del commercio analisi e progettazione)

MIEDICO MELISSA

8088 - DIRITTO PENALE

MILANESE PAOLA MARIA

8186 - SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

MINICHILLI ALESSANDRO

8003 - SISTEMI DI CORPORATE GOVERNANCE

8342 - CORPORATE STRATEGY

MIROGLIO FRANCO FLAVIO

8022 - SISTEMI DI AMMINISTRAZIONE E CONTROLLO

MISANI NICOLA

8183 - PROTEZIONE DELLE RISORSE E DELL'AMBIENTE

MOLTENI LUCA

8062 - METODI QUANTITATIVI PER IL MARKETING

8015 - SISTEMI INFORMATIVI PER IL MARKETING

MOMENTE' FRANCESCO

8146 - BOND AND EQUITY OFFERINGS

MONTAGNANI MARIA LILLA'

8079 - DIRITTO DEI BENI IMMATERIALI (corso progredito)

8072 - DIRITTO PER IL MARKETING

MONTEMERLO DANIELA

8115 - STRATEGIA DELLE AZIENDE FAMILIARI

MONTESANO ALDO

8076 - MICROECONOMIA AVANZATA

MONTI ANNAMARIA

8090 - STORIA DELLE CODIFICAZIONI

MONTOBBIO FABIO

8048 - INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione)

MORANDO FEDERICO

8079 - DIRITTO DEI BENI IMMATERIALI (corso progredito)

MOREL ISABELLE

8100 - LINGUA FRANCESE

MORI ANTONELLA

8047 - SCENARI ECONOMICI

MOROSSETTI PAOLO

8342 - CORPORATE STRATEGY

MORRI GIACOMO

8142 - REAL ESTATE FINANCE

MOSCA MARIA CHIARA

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

8071 - DIRITTO COMMERCIALE (corso progredito)

MOTTIRONI CRISTINA

8176 - LABORATORIO DI TURISMO E TERRITORIO

8361 - CULTURAL TOURISM AND LOCAL DEVELOPMENT

MOTTURA PAOLO

8197 - STRATEGIA E ORGANIZZAZIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

MUCCIARELLI FRANCESCO

8088 - DIRITTO PENALE

MULIERE PIETRO

8231 - BAYESIAN STATISTICAL METHODS

8224 - INCOME DISTRIBUTION

8230 - QUANTITATIVE METHODS FOR SOCIAL SCIENCES

Mc HARDY CLARK JOHN

8099 - LINGUA INGLESE

Last change 01/01/0001 00:00

13.3.3.

From the letter N to the letter Z

NASI GRETA

8118 - E-GOVERNMENT STRATEGIES

8285 - PUBLIC MANAGEMENT FOR COMPETITIVENESS

NAVA MARIO

8203 - ECONOMICS OF EUROPEAN INTEGRATION

NAVONE MARCO

8188 - ASSET MANAGEMENT

8054 - TEORIA DELLA FINANZA

NENCIONI GIULIO

8282 - LA VALUTAZIONE DEI BENI INTANGIBILI

NOTARI MARIO

8071 - DIRITTO COMMERCIALE (corso progredito)

NOVA ALESSANDRO

8366 - CORPORATE FINANCE

8017 - POLITICHE FINANZIARIE DI IMPRESA

NOVA MASSIMILIANO

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

OCCHIENA MASSIMO

8325 - PROFILI GIURIDICI DELLE RIFORME AMMINISTRATIVE

8086 - DIRITTO AMMINISTRATIVO (corso progredito)

ONADO MARCO

8196 - COMPARATIVE FINANCIAL SYSTEMS

ONDOLI CLAUDIO

8341 - SEMINARI PER LO SVILUPPO DI ABILITA' COMPORTAMENTALI

ONIDA FABRIZIO

8328 - APPLIED INTERNATIONAL ECONOMICS

ORDANINI ANDREA

8173 - LABORATORIO DI EDITORIA E MEDIA

ORTU FULVIO

8223 - FIXED INCOME (Advanced methods)

8065 - MODELLI QUANTITATIVI PER LA FINANZA

OSTILLIO MARIA CARMELA

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

8159 - BRAND MANAGEMENT

PACE STEFANO

8162 - COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

8166 - CULTURE, MEDIA E CONSUMO

8179 - MARKETING DEI SERVIZI

PACI SERGIO

8197 - STRATEGIA E ORGANIZZAZIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

8293 - ANALISI E VALUTAZIONE DELLE INFORMAZIONI DI MERCATO DELLE BANCHE E DELLE ASSICURAZIONI

8369 - GESTIONE DEI RISCHI E VALORE NELLE BANCHE E NELLE ASSICURAZIONI

PADULA GIOVANNA

8006 - MARKETING MANAGEMENT

8008 - COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

PAGANI MARGHERITA

8167 - E-MARKETING

8172 - LABORATORIO DI COMUNICAZIONE

8181 - MARKETING INTERNAZIONALE

PANICO CLAUDIO

8168 - INNOVATION AND TECHNOLOGY MANAGEMENT

PASSARELLI FRANCESCO

8203 - ECONOMICS OF EUROPEAN INTEGRATION

PECCHIARI NICOLA

8139 - ANALISI DI BILANCIO (corso progredito) (Financial statements analysis)

8150 - GOVERNANCE, RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

8018 - BILANCIO E COMUNICAZIONE ECONOMICA

8022 - SISTEMI DI AMMINISTRAZIONE E CONTROLLO

PELLIZZARI MICHELE

8327 - ECONOMIA DEL LAVORO E DELLE RISORSE UMANE

8097 - MICROECONOMETRICS

PENRAROLA FERDINANDO

8128 - I SISTEMI INFORMATIVI INTEGRATI (ERP)

8129 - INFORMATION SECURITY

8130 - IS GOVERNANCE

8131 - MANAGEMENT CONSULTING

8364 - MANAGEMENT OF INFORMATION SYSTEM: I.S. DEVELOPMENT

8134 - PROJECT MANAGEMENT

PERCOCO MARCO

8047 - SCENARI ECONOMICI

8052 - REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE POLITICHE PUBBLICHE

PERGAMI FEDERICO

8257 - DIRITTO ROMANO

PEROTTA RICCARDO

8028 - BILANCIO E OPERAZIONI DI GESTIONE STRAORDINARIA

PEROTTI ROBERTO

8085 - POLITICA MONETARIA

PERRETTI FABRIZIO

8111 - INTERNATIONAL BUSINESS MANAGEMENT (Advanced topics in international business)

8173 - LABORATORIO DI EDITORIA E MEDIA

PERRINI FRANCESCO

8163 - CORPORATE SOCIAL RESPONSIBILITY

PERRONE VINCENZO

8338 - ORGANIZZAZIONE D'IMPRESA

8341 - SEMINARI PER LO SVILUPPO DI ABILITA' COMPORTAMENTALI

PETRONE SONIA

8221 - TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA

PETTINATO OMBRETTA

8145 - INTERNATIONAL CORPORATE FINANCE

PEZZANI FABRIZIO

8334 - PERFORMANCE MANAGEMENT NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

PEZZINO GIUSEPPE

8343 - PERFORMANCE MEASUREMENT

PICCARRETA RAFFAELLA

8323 - STATISTICS FOR ECONOMICS AND BUSINESS

PILUSO GIANDOMENICO

8318 - BUSINESS HISTORY

PINI MAURIZIO MARIA

8018 - BILANCIO E COMUNICAZIONE ECONOMICA

8346 - EARNINGS QUALITY ANALYSIS

PISTONI ANNA ISIDE

8020 - MODELLI DI PIANIFICAZIONE E CONTROLLO

PIVATO SERGIO

8183 - PROTEZIONE DELLE RISORSE E DELL'AMBIENTE

POGLIANI GIUSEPPE

8308 - FORENSIC ACCOUNTING, FRAUDS AND LITIGATION

8018 - BILANCIO E COMUNICAZIONE ECONOMICA

8139 - ANALISI DI BILANCIO (corso progredito) (Financial statements analysis)

POLESE FRANCESCA

8318 - BUSINESS HISTORY

POLI MAURIZIO

8015 - SISTEMI INFORMATIVI PER IL MARKETING

8322 - METODI QUANTITATIVI PER IL MANAGEMENT

POLLICINO ORESTE

8239 - DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE

POLO MICHELE

8289 - INDUSTRIAL ECONOMICS AND COMPETITION POLICY

8330 - INDUSTRIAL ORGANIZATION

PORTA ANGELO

8215 - REGOLAMENTAZIONE DEI MERCATI FINANZIARI

POZZA LORENZO

8025 - PRINCIPI CONTABILI INTERNAZIONALI

PRANDELLI EMANUELA

8167 - E-MARKETING

PREDOVIC DOLLY

8307 - MERGERS AND ACQUISITIONS

PREMAZZI KATIA

8009 - CHANNEL MARKETING (Evoluzione del commercio analisi e progettazione)

8161 - CHANNEL AND TRADE MARKETING

PRENCIPE ANNALISA

8260 - FINANCIAL STATEMENT ANALYSIS

PRETI PAOLO

8132 - ORGANIZZAZIONE DELLE PICCOLE E MEDIE IMPRESE

PROCACCINI RAFFAELLA

8088 - DIRITTO PENALE

PROSERPIO LUIGI

8340 - ORGANIZATIONAL DYNAMICS AND TECHNICAL CHANGE

PROTTI GIOVANNI

8235 - DIRITTO COSTITUZIONALE REGIONALE

PROVERA BERNARDINO

8131 - MANAGEMENT CONSULTING

8173 - LABORATORIO DI EDITORIA E MEDIA

PURICELLI MARINA

8341 - SEMINARI PER LO SVILUPPO DI ABILITA' COMPORTAMENTALI

RACCAGNI DEBORAH CAROLINA

8167 - E-MARKETING

RACCAH HELENE

8100 - LINGUA FRANCESE

RANDAZZO ROBERTO

8302 - DIRITTO ED ECONOMIA DEL TERZO SETTORE

RAVAZZONI ROBERTO

8170 - INNOVAZIONE NEL RETAILING

RAZZOLINI ORSOLA

8237 - COMPARATIVE INDUSTRIAL RELATIONS

RECCHIONI STEFANO

8084 - DIRITTO PROCESSUALE CIVILE

RECLA ALESSANDRO

8062 - METODI QUANTITATIVI PER IL MARKETING

REES ANNE VIRGINIA

8099 - LINGUA INGLESE

REGGIANI FRANCESCO

8017 - POLITICHE FINANZIARIE DI IMPRESA

8146 - BOND AND EQUITY OFFERINGS

RENI STEFANO

8233 - DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

RESMINI LAURA SANTA

8047 - SCENARI ECONOMICI

RESTI ANDREA CESARE

8194 - PRIVATE BANKING E GESTIONE DEI PATRIMONI ISTITUZIONALI

8369 - GESTIONE DEI RISCHI E VALORE NELLE BANCHE E NELLE ASSICURAZIONI

RINALLO DIEGO

8362 - COMMUNICATION AND EVENT MANAGEMENT

RINDI BARBARA

8284 - INFORMATION AND THE ARCHITECTURE OF FINANCIAL MARKETS

RIVELLO PIERPAOLO

8089 - PROCEDURA PENALE

ROGERS CATHERINE

8271 - COMPARATIVE BUSINESS AND CORPORATE LAW

8326 - COMPARATIVE BUSINESS LAW

ROLLE GIOVANNI

8301 - INTERNATIONAL AND COMPARATIVE TAXATION

ROVENTI SANDRO

8250 - SOCIOLOGIA E STORIA (corso monografico)

RUSSO ANGELOANTONIO

8178 - MANAGEMENT DELLE ACQUISIZIONI

RUTA CATALDO

8339 - ORGANIZATION (Project and Team Management)

8133 - ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI

SACCARDI ALBERTO

8062 - METODI QUANTITATIVI PER IL MARKETING

SAITA FRANCESCO

8045 - DERIVATI

SALA GIUSEPPE

8368 - PIANIFICAZIONE E BUDGETING

SALSA SANDRO

8068 - MATEMATICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

SALVATO CARLO

8110 - IMPRENDITORIALITA' E BUSINESS PLANNING

8342 - CORPORATE STRATEGY

SALVATORI STEFANO

8029 - PROJECT FINANCING E BUSINESS PLAN

SALVEMINI SEVERINO

8295 - LABORATORIO SUI SISTEMI PRODUTTIVI PER LE ARTI E I MEDIA

SALVI ANTONIO

8024 - FINANZA AZIENDALE (Introduzione alle valutazioni)

8307 - MERGERS AND ACQUISITIONS

SAMPIETRO MARCO

8134 - PROJECT MANAGEMENT

SAN PIETRO BIANCA MARIA

8310 - FRANCESE (Il lingua - CLG-LS)

8100 - LINGUA FRANCESE

SAVIOLO STEFANIA

8112 - MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi operativi

8344 - MANAGEMENT OF FASHION AND LUXURY COMPANIES

8113 - MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

8174 - LABORATORIO DI MODA E DESIGN

SECCHI RAFFAELE

8187 - SUPPLY CHAIN MANAGEMENT

8177 - LOGISTICS MANAGEMENT AND STRATEGY

SENN LANFRANCO

8052 - REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE POLITICHE PUBBLICHE

8047 - SCENARI ECONOMICI

SEVERINI VALERIA

8322 - METODI QUANTITATIVI PER IL MANAGEMENT

SIRONI ANDREA

8369 - GESTIONE DEI RISCHI E VALORE NELLE BANCHE E NELLE ASSICURAZIONI

SITZIA BRUNO

8004 - ECONOMETRIA AVANZATA

SODA GIUSEPPE

8338 - ORGANIZZAZIONE D'IMPRESA

SOLBIATI MASSIMO

8343 - PERFORMANCE MEASUREMENT

SONGINI LUCREZIA

8138 - AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

SOSCIA ISABELLA

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

8360 - ADVANCED MARKETING

SQUELLATI ANNA MARIA

8068 - MATEMATICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

STAUNOVO POLACCO EDOARDO

8240 - DIRITTO FALLIMENTARE

STECCOLINI ILEANA

8333 - SISTEMI CONTABILI PUBBLICI

STRAMPELLI GIOVANNI

8071 - DIRITTO COMMERCIALE (corso progredito)

TABELLINI GUIDO

8077 - POLITICAL ECONOMICS

TACCHINO CLAUDIA

8175 - LABORATORIO DI SPETTACOLO ED ENTERTAINMENT

TAMAROWSKI CLAUDIA

8029 - PROJECT FINANCING E BUSINESS PLAN

TARRICONE ROSANNA

8356 - MANAGEMENT OF TECHNOLOGICAL INNOVATION IN HEALTH CARE

TARZIA ANTONELLO

8244 - DIRITTO PUBBLICO DELL'ECONOMIA

TEBALDI CLAUDIO

8322 - METODI QUANTITATIVI PER IL MANAGEMENT

TENCATI ANTONIO

8163 - CORPORATE SOCIAL RESPONSIBILITY

TESSITORE ANTONIO

8140 - BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

TESTA SALVATORE

8174 - LABORATORIO DI MODA E DESIGN

8113 - MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

8112 - MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi operativi

TETTAMANZI PATRIZIA

8260 - FINANCIAL STATEMENT ANALYSIS

THOMPSON JOHN PAUL

8099 - LINGUA INGLESE

THOMPSON MICHAEL

8099 - LINGUA INGLESE

TOLOTTI MARCO

8065 - MODELLI QUANTITATIVI PER LA FINANZA

TOMASI GIOVANNI PAOLO

8343 - PERFORMANCE MEASUREMENT

8154 - SISTEMI DI COST MANAGEMENT

TOOKE HELEN

8099 - LINGUA INGLESE

TRAVELLA DANIELA

8260 - FINANCIAL STATEMENT ANALYSIS

TRIPODI CARMINE

8109 - GESTIONE STRATEGICA NEI DISTRETTI

TRIVELLATO BENEDETTA

8212 - POLITICA COMPARATA

TUDINI EDMONDO

8043 - MERCATI E INTERMEDIARI FINANZIARI

TURRA ELISA

8311 - ITALIANO (Il lingua - CLG-LS)

8103 - LINGUA ITALIANA

TURRINI ALEX

8353 - MANAGEMENT DELLE ORGANIZZAZIONI NON PROFIT INTERNAZIONALI

8005 - STRATEGIA E GOVERNANCE DELLE AZIENDE CULTURALI

USLENGHI ANNA

8158 - ADVERTISING MANAGEMENT

VALDANI ENRICO

8264 - INTERNATIONAL MARKETING

8181 - MARKETING INTERNAZIONALE

8011 - STRATEGIC MARKETING

VALENTINI GIOVANNI

8342 - CORPORATE STRATEGY

VALOTTI GIOVANNI

8298 - CORPORATE GOVERNANCE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

VECCHI VERONICA

8121 - MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

VENDRAMINI EMANUELE ANTONIO

8285 - PUBLIC MANAGEMENT FOR COMPETITIVENESS

VENTORUZZO MARCO

8078 - DIRITTO DEI MERCATI E DEGLI STRUMENTI FINANZIARI

VENTURINI SERGIO

8300 - ECONOMETRIC METHODS FOR INNOVATION STUDIES

8322 - METODI QUANTITATIVI PER IL MANAGEMENT

VENZIN MARKUS

8342 - CORPORATE STRATEGY

8294 - DOING BUSINESS IN ITALY

8111 - INTERNATIONAL BUSINESS MANAGEMENT (Advanced topics in international business)

8114 - STRATEGIC DESIGN OF THE MULTINATIONAL FIRM

VERONA GIANMARIO

8337 - TECHNOLOGY AND INNOVATION STRATEGY

8281 - TECHNOLOGY AND PRODUCT INNOVATION MANAGEMENT

VERONESE PIERO

8069 - STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

VICARI SALVATORE

8297 - PRODUCT AND MARKETING INNOVATION

8281 - TECHNOLOGY AND PRODUCT INNOVATION MANAGEMENT

VIGANO' ALFREDO

8018 - BILANCIO E COMUNICAZIONE ECONOMICA

8140 - BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

VISCONTI FEDERICO

8109 - GESTIONE STRATEGICA NEI DISTRETTI

VISCONTI LUCA MASSIMILIANO

8359 - CONSUMER CULTURE THEORY: EPISTEMOLOGY AND METHODS

WAGNER HANNES

8366 - CORPORATE FINANCE

ZAGHI KARIN MARIA LAURA

8009 - CHANNEL MARKETING (Evoluzione del commercio analisi e progettazione)

8165 - ECONOMIA DELLA DISTRIBUZIONE COMMERCIALE

ZAMBONI SILVIA

8184 - RESEARCH AND DEVELOPMENT MANAGEMENT

ZANETTI LAURA

8024 - FINANZA AZIENDALE (Introduzione alle valutazioni)

ZARA CLAUDIO

8043 - MERCATI E INTERMEDIARI FINANZIARI

ZARANTONELLO LIA

8362 - COMMUNICATION AND EVENT MANAGEMENT

ZATTONI ALESSANDRO

8001 - CORPORATE GOVERNANCE

8345 - STRATEGIA, PROPRIETA' E GOVERNO DELLE IMPRESE

ZERBINI FABRIZIO

8006 - MARKETING MANAGEMENT

8164 - CRM AND LOYALTY MANAGEMENT

8288 - ANALISI DELLE PERFORMANCE DI MARKETING

ZOLLO MAURIZIO

8342 - CORPORATE STRATEGY

ZONA FABIO

8003 - SISTEMI DI CORPORATE GOVERNANCE

8342 - CORPORATE STRATEGY

ZORATTI CLAUDIA

8100 - LINGUA FRANCESE

ZORZOLI STEFANO

8293 - ANALISI E VALUTAZIONE DELLE INFORMAZIONI DI MERCATO DELLE BANCHE E DELLE ASSICURAZIONI

8139 - ANALISI DI BILANCIO (corso progredito) (Financial statements analysis)

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**14.
APPENDIX**

**14.1.
INCOMPATIBLE COURSES TABLE**

Before choosing/changing electives students should consult the table of incompatible and courses and the table of prohibited courses. These tables indicate the courses that cannot be chosen together in the same study plan.

Code	Course Title	Institute	Incompatible code	Course Title
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8032	ANALISI DI BILANCIO E REVISIONE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI [RIGHT AND ECONOMY OF NON PROFIT ORGANIZATIONS AND SOCIAL ENTERPRISES]	IPAS	8333	SISTEMI CONTABILIA [ACCOUNTING]
8248	COMPARATIVE BUSINESS HISTORY	ISE	8358	COMPARATIVE BUSINESS AND COMPETITION AND
8108	COMPETITIVE ANALYSIS AND COMPANY SCENARIOS	ISEA	8304	COMPETITIVE ANALYSIS AND SCENARIOS
8143	CONTABILITA', VALUTAZIONE E CONTROLLO DEGLI INTANGIBILI [INTANGIBLES - ACCOUNTING, EVALUATION AND CONTROL]	IAFC	8282	LA VALUTAZIONE DEGLI INTANGIBILI [VALUATION OF INTANGIBLES]
8363	CORPORATE E INVESTMENT BANKING	IEMIF	8042	INVESTMENT BANKING
8366	CORPORATE FINANCE	IAFC	8017	CORPORATE FINANCE
8144	EARNINGS QUALITY, ANALISI DI BILANCIO E INFORMAZIONI PRICE SENSITIVE [EARNINGS QUALITY, FINANCIAL STATEMENTS ANALYSIS AND PRICE SENSITIVE INFORMATION]	IAFC	8346	EARNINGS QUALITY AND PRICE SENSITIVE INFORMATION
8147	FORENSIC ACCOUNTING AND FINANCIAL STATEMENT FRAUD	IAFC	8308	FORENSIC ACCOUNTING AND LITIGATION
8189	GESTIONE DEI PRESTITI E CREDIT RISK MANAGEMENT [LOANS AND CREDIT RISK MANAGEMENT]	IEMIF	8370	CREDIT RISK MANAGEMENT
8044	GESTIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE/MANAGEMENT OF FINANCIAL INSTITUTIONS AND INSURANCE COMPANIES	IEMIF	8369	GESTIONE DEI RISCHI E NELLE ASSICURAZIONI AND VALUE IN BANKING
8330	INDUSTRIAL ORGANIZATION	IEP	8058	ORGANIZZAZIONE INDUSTRIALE ORGANIZATION (ANALYSIS)
8210	INFORMAZIONE E STRUTTURA DEI MERCATI FINANZIARI [INFORMATION AND FINANCIAL MARKET ARCHITECTURE]	IEP	8284	INFORMATION AND FINANCIAL MARKET ARCHITECTURE
8192	LE INFORMAZIONI AL MERCATO DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE [INFORMATION AND REPORTING OF FINANCIAL INSTITUTIONS]	IEMIF	8293	ANALISI E VALUTAZIONE DEL MERCATO DELLE ASSICURAZIONI [INFORMATION AND REPORTING OF BANKING COMPANIES: ANALYSIS]
8087	MACROECONOMIA AVANZATA [ADVANCED MACROECONOMICS]	IEP	8309	ADVANCED MACROECONOMICS
8259	MANAGEMENT DEI PROCESSI DI FUND RAISING	IPAS	8354	MANAGEMENT DEL FUND RAISING
8119	MANAGEMENT DELLA SUSSIDIARIETA': NON PROFIT, COOPERATIVE E ORGANIZZAZIONI NON GOVERNATIVE (ONG) [MANAGEMENT OF SUBSIDIARITY: NON PROFIT ORGANIZATIONS, COOPERATIVES AND NGO'S]	IPAS	8350	MANAGEMENT DELLE SUSSIDIARIE NON PROFIT E ONG [MANAGEMENT OF SUBSIDIARITY: NON PROFIT ENTERPRISES AND NGO'S]

8112	MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: I PROCESSI OPERATIVI [MANAGEMENT OF FASHION AND DESIGN COMPANIES: operational processes]	ISEA	8344	MANAGEMENT OF COMPANIES
8113	MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: I PROCESSI STRATEGICI [MANAGEMENT OF FASHION AND DESIGN COMPANIES: strategic processes]	ISEA	8344	MANAGEMENT OF COMPANIES
8299	MANAGEMENT DELL'INNOVAZIONE NELLE ISTITUZIONI PUBBLICHE NAZIONALI E INTERNAZIONALI [CHANGE MANAGEMENT IN NATIONAL AND INTERNATIONAL PUBLIC ADMINISTRATIONS]	IPAS	8349	MANAGEMENT DEI [MANAGEMENT OF
8122	MANAGEMENT E GESTIONE DEI SERVIZI SOCIO-SANITARI [MANAGEMENT OF HEALTH AND SOCIAL CARE]	IPAS	8351	MANAGEMENT DEI CARE MANAGEMENT
8181	MARKETING INTERNAZIONALE [INTERNATIONAL MARKETING]	IEGI	8264	INTERNATIONAL M
8148	MERGERS AND ACQUISITIONS: GESTIONE DEI PROCESSI E CREAZIONE DI VALORE [MERGERS AND ACQUISITIONS: DEAL STRUCTURING AND VALUE MANAGEMENT]	IAFC	8307	MERGERS AND AC
8228	METHODS FOR FINANCIAL RISK MANAGEMENT	IMQ	8371	ADVANCED RISK M VALUES AND COPU
8123	MODELLI DI FINANZIAMENTO E GESTIONE FINANZIARIA NELLE P.A.[FUNDING AND FINANCIAL MANAGEMENT IN THE PUBLIC SECTOR]	IPAS	8352	GESTIONE FINANZ PUBBLICHE [FINAN PUBLIC ADMINISTF
8182	OPERATIONS AND INNOVATION MANAGEMENT	I.E.G.I.	8281	TECHNOLOGY AND MANAGEMENT
8033	PROGETTAZIONE DEI SISTEMI DI CONTROLLO E VALUTAZIONE DEI RISULTATI NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI / DESIGNING MANAGEMENT CONTROL AND PERFORMANCE EVALUATION SYSTEMS IN PUBLIC ORGANIZATIONS AND INTERNATIONAL INSTITUTIONS	IPAS	8334	PERFORMANCE MA NELLE ISTITUZIONI [PERFORMANCE M ORGANIZATIONS A INSTITUTIONS]
8149	RISTRUTTURAZIONI AZIENDALI E PROCESSI DI TURNAROUND	IAFC	8306	CRISI D'IMPRESA E RISTRUTTURAZION TURNAROUND MAN
8186	SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE [SEMIOTICS OF CONSUMPTION AND COMMUNICATION THEORIES]	IEGI	8265	SEMIOTICS OF COF COMMUNICATION T
8126	SISTEMI DI VALUTAZIONE DELLE PERFORMANCE PER LE AZIENDE NON PROFIT E PER LE ORGANIZZAZIONI NON GOVERNATIVE [PERFORMANCE EVALUATION OF NONPROFIT AND NONGOVERNMENT ORGANISATIONS]	IPAS	8353	MANAGEMENT DEL PROFIT INTERNAZI MANAGEMENT]
8091	TASSAZIONE COMPARATA [COMPARATIVE TAXATION]	IDC	8372	TASSAZIONE DELL [CORPORATE TAXA

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14.2. BANNED COURSES TABLE

Before choosing/changing electives students should consult the table of incompatible courses and the table of prohibited courses. These tables indicate the courses that cannot be chosen together in the same study plan.

Code	Banned Course title	MSC Program
8164	CRM and loyalty management	GM-M
8366	Corporate finance	AFC
8302	Diritto ed economia del terzo settore [Right and economy of non profit organizations and social enterprises]	CLEACC-ACME
8291	International trade	CLEMIT
8042	Investment banking	CLEFIN
8219	Principles of finance	CLEFIN
8029	Project financing e business plan	CLEACC

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14.3. INTERNATIONAL CERTIFICATIONS RECOGNIZED

International certifications recognized (italian version)

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14.4.

LIST OF COMPULSORY COURSES FOR WHICH CREDIT CANNOT BE GRANTED IF TAKEN ABROAD

For the following programs **MM-LS**, **OSI-LS**, **CLEFIN-LS**, **CLELI-LS**, **CLEACC-LS**, **DES-LS**, and **CLEMIT-LS** any compulsory course passed abroad can be recognized.

For the following programs **GM-LS**, **AFC-LS**, **CLAPI-LS** and **CLG-LS** students cannot gain credit for the following compulsory courses if they are passed abroad:

GMLS class group taught in Italian

8071 Diritto commerciale (corso progredito) [Company and business law (advanced course)]

AFCLS

8074 Diritto dell'impresa (Temi societari e tributari di amministrazione e controllo) [Business law(selected corporate and tax issues in management and internal auditing)] 8018 Bilancio e comunicazione economica [Financial reporting & international accounting standards]

8021 Bilancio e informativa economico-finanziaria [Financial reporting and disclosure](jointly-run elective course)

CLGLS

8071 Diritto commerciale (corso progredito) [Company and business law (advanced course)]

8098 Diritto del lavoro (corso progredito) [Labour law (advanced course)]

8088 Diritto penale [Criminal law]

8086 Diritto amministrativo (corso progredito) [Advanced administrative law]

8084 Diritto processuale civile [Civil procedure]

8083 Diritto civile [Civil law]

8089 Procedura penale [Criminal procedure]

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14.5.

OTHER COSTS

Contributions for enrolment in final exams and fees for administrative services

Starting with August 1, 2007, contributions for enrolment in final exams and fees for administrative services are defined as follows:

Final exams

Degree exams for Masters of Science programs: 300

covers: printing and binding of final thesis (4 copies, 2 for MSc candidate), printing of degree diploma, graduation photos, digitalization of thesis, various state taxes;

to be paid at least one month before registering for graduation

Administrative services

- for each university transfer application: 26
- for each duplicate or replacement of Bocconi ID card: 26 (*service is free if card has demagnetized*)
- for each duplicate of original degree diploma: 100
- for each additional copy of the diploma supplement (3-year undergraduate/bachelor degrees): 20

It should be noted that for each certificate and/or authenticated copy on legal paper, the excise tax due (*imposta di bollo*) is to be paid by the student in the full amount due at the time of the certificate's request.

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