



2006 2007

Student's Handbook **Guide to the University**

Bocconi

Masters of Science

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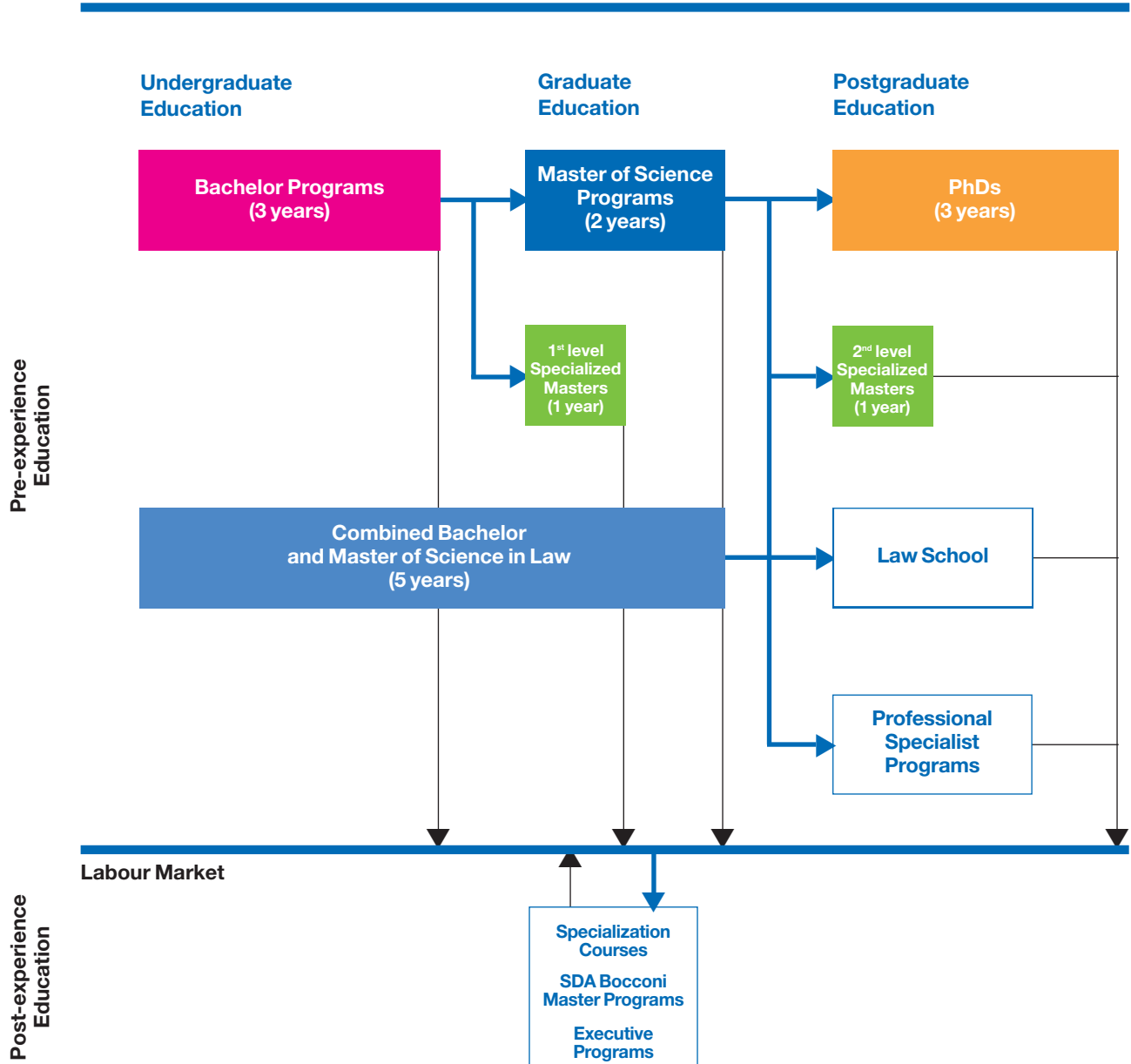
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MAP OF THE STUDY PATHS



1. STUDENT RESOURCES

1.1

International site

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

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

- the **Teaching** section that provides constantly updated information about the academic calendars, degrees, courses, lessons, exams and room allocations. Students can also check out the **Didattica** section on the Italian site that also provides information about course directors, instructors and student consultation hours;
- The **E-learning at Bocconi** section that allows students to access online technology and multimedia teaching support materials available for course;
- the **Institutes' online bulletin boards** that contain the latest information and updates posted by the Institute Secretariats can be accessed through the Italian site at <http://www.unibocconi.it/bachecheistituti> (Italian version);
- the **Online bulletin board** for Organization and Services for Teaching can be accessed at <http://www.unibocconi.it/bullettinboard>;
- the **How to** section that contains a number of brief guides designed to enhance student life.

1.2

The student kit

The student kit is made up of:

- the unofficial academic transcript;
- Bocconi ID card (including photo);
- passwords for accessing the **online services** and **Bocconi email**.

1.2.1 The unofficial academic transcript

The unofficial academic transcript is a document that, once the enrolment process has been completed, contains the student's personal details and all the courses included in the program structure. Later on, the transcript is updated with the dates and the 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 explained in further detail in the “Punto Blu,

Virtual Punto Blu and Internet points” section in this chapter.

Students are given their unofficial academic transcript when they have completed enrolment and it can be used as memo but not as a certificate. Teachers may make note of the marks and dates of exams passed on this transcript.

1.2.2 The Bocconi ID card

The Bocconi ID card (including photo) is a non-transferable personal document that is essential for:

- proof of identity around the University;
- using Punto Blu terminals located around the University (for further information about Punto Blu functions see the specific sections of this chapter);
- going to the cafeteria;
- entering the Library and borrowing books.

The replacement ID card

Students can apply for a replacement card if it is lost or stolen. The application form can be picked up at the Student Assistance Desk of the Student Administration Centre (via Sarfatti 25) where it can also be handed in.

This application form must also be accompanied by either a copy of the loss or theft report that was handed in at the local Police or *Carabinieri* station, or the *autocertificazione* self-declaration form that was picked up at the Student Assistance Desk.

The Library must be informed of the lost or theft immediately. Therefore, all book loaning can be blocked. Otherwise, the student will be obliged to replace any books borrowed.

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

Cards that no longer function, for any other reason other than worn magnetic strips, can be replaced on presentation of the old card at the Student Assistance Desk for a replacement fee (as far as the fee is concerned, consult the pdf file “Other costs” available in the Download Area).

1.2.3 Password

Students are issued with the passwords they need to access:

- Bocconi student email;
- **online services**, including:
 - Virtual Punto Blu;
 - yoU@B, the student’s online diary;
 - SMS service activation.

The features and functions of these online services are illustrated in the specific sections of this chapter.

For security reasons students are advised to change their online services password on a regular basis. This password can be changed by connecting to Virtual Punto Blu.

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

It is not possible to send **Email passwords** via email.

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 life.

Virtual Punto Blu can be accessed via the Internet.

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

Using this service means that students can save time because they don't have to line-up in queues and are free to carry out administrative procedures outside office hours.

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

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

To access the Virtual Punto Blu functions students must:

- connect to the University homepage at <http://www.unibocconi.it/puntoblu>;
- enter the student ID (login) and the password for accessing online services.

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

It is possible to print certificates (see chapter 8) and receipts for administrative procedures completed at Punto Blu terminals, whereas web pages from the Internet site can be printed and kept as memos.

1.3.1 Functions available from Punto Blu terminals:

Student menu

Available functions:

IS Enrolment in academic year

SF Financial situation

BO Scholarships / 150 hours

RR Receipt issue

IP Exam registrations

VP Display list of partial exam registrations

MI Change of address

RO Student consultation hours/ IEGI/IAFC

SC Exchange program

CA Campus abroad

PL Application to graduation

PS Study plan

VT Display final report title/Thesis

LI Choice of language for Punto Blu

In addition, there are also other functions concerning the choice of foreign languages and elective courses.

Automatic certification menu

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

In Italian

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

In English

EN Enrolment
OA Official academic transcript
FA Financial aid
UT Unofficial academic transcript

1.3.2 Functions available from Virtual Punto Blu

Student menu

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

In addition, there are also other functions concerning the choice of foreign languages and elective courses.

Please note that it is not possible to print receipts and certificates from Virtual Punto Blu.

For further information about the rules and regulations regarding certificates, see chapter 8 of this Guide.

1.4

YoU@B student diary

The yoU@B student diary is a service designed for all Bocconi students. Students can start using it from the first day after enrolment of been completed.

yoU@B allows students to organize their own diary, read notices sent by various University services, keep personal address books, jot down notes, check dates, times and rooms for both exams and graduation sessions, see class timetables and so on.

The yoU@B student diary is available in both Italian and English. Students can choose at anytime to change languages.

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

- **class timetables:** students can compile personalized class timetables by selecting courses which are not included in their study plans from the general class timetables;
- **exam timetables:** students can compile personal exam timetables by selecting exams which are not included their study plans from the general exam timetables;
- **breakdown of room allocations:** 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 Organization and Services for Teaching);
- **various activities sign-up;**
- **notices:** such as messages from the Student Administration Centre, Organization and Services for Teaching and other University Services;
- **online diary:** for checking one's own lessons, exams and administrative deadlines, and making notes of meetings, appointments and events;
- **links to the Bocconi site:** for direct access to the various areas of the website;
- **personal links;**
- **link to Virtual Punto Blu;**
- **contacts** (personal address book).

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

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

How to access yoU@B

The yoU@B student diary can be accessed from the Bocconi website at <http://www.unibocconi.it/eng> or at <http://agenda.unibocconi.it>. Users must enter the **student ID** in the “user ID” space and the **online services** password in the “password” space.

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

It is important to point out that yoU@B is the University's main communication tool with regards to messages about teaching activities. Therefore, students are kindly asked to check frequently the messages received.

1.5 Email

All students currently enrolled 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 when they complete enrolment.

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

To encourage students to use their Bocconi email account they are given the opportunity to also use an alias address. Students must choose from among the automatically proposed aliases, these are presented 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 check frequently their personal Bocconi email address in order to read the messages sent by the University.

For further information:

ASIT (Information Technology and Data Transmission Systems Area)

email: helpmail@studbocconi.it

1.6 SMS

The one-to-one interactive communication service, Bocconi-TIM SIM, gives students the opportunity to access some of the 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 their phone company.

Students who activate the SMS service can receive messages free of charge from the University.

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

1.7

Personal computers

1.7.1 Internet points around the University

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

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

1.7.2 IT labs for students

4 rooms with a total of 243 personal computers connected to the University network are available for students to use (data refers to May 2006).

The computers can be used by students who want to write up their final report or degree thesis, as well as for those who want to use data analysis programs, carry out research, send/read email and perform other general learning activities (computerized exercises).

In addition, 1 room (57 PCs) is available for students who are following 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> (Italian version).

2. PROGRAM STRUCTURES OF THE MASTER OF SCIENCE DEGREES

Introduction

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

- 8 MSc degrees belonging to the Management field of study (no. 84/S of the Ministerial Decree of 28 November, 2000):
 - Management (M-LS) for students commencing in 2006-2007 a.y. and General Management (GM-LS) for students who commenced in 2005-2006 a.y.;
 - 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 degrees 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);
- 1 MSc degree belonging to the Law field of study (no. 22/S of the Ministerial Decree of 28 November, 2000):
 - Giurisprudenza – Law (CLG-LS).

The class groups, comprised on the average of 100 students per class group except for the Economics and Social Sciences and Law programs which have 80 and 120 respectively, are structured in the following way:

MSc	Italian class	International class groups taught in	Total class
-----	---------------	--------------------------------------	-------------

program	groups	English	groups
M-LS/GM-LS	3	1	4
MM-LS	2		2
OSI-LS	1		1
AFC-LS	2		2
CLAPI-LS	1		1
CLEFIN-LS	2	1	3
CLELI-LS	1		1
CLEACC-LS	1		1
DES-LS	1	1 *	2
CLEMIT-LS	1		1
CLG-LS	2		2

* To be activated from the 2006-2007 a.y..

MSc students enrolled in their first year in the 2004-2005 a.y. in any program as well as MSc Law students enrolled in their first year as of the 2005-2006 a.y. 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

Università Bocconi offers preparatory courses specifically designed for first-year MSc students enrolled in the 2006-2007 a.y. (except for the Master of Science in Law) who studied degrees which were not directly linked to the MSc degree. These courses run from 4 to 15 September 2006. Attendance is highly recommended.

For more information, see chapter 4.

The 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.

Credit points are given for all the educational activities which students carry out, such as the exams for both compulsory and elective courses, foreign language exams, internships and preparation of the thesis.

In accordance with the ECTS (European Credit Transfer and Accumulation System), on the 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.

To graduate, 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 required by the activity.

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

2.1

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

Management for those students enrolled in the 2006-2007 a.y.

General Management for those students enrolled in the up until the 2005-2006 a.y.

Program Director

Carlo Salvato

Co-ordinator of the international class group

Markus Venzin

Assistant Program Director

Alessandro Minichilli

Field of study

Management (no. 84/S)

2.1.1 Educational objectives

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

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

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

- to strengthen the knowledge of economic, social, legal, cultural and technological phenomena acquired in undergraduate degrees, from an international perspective and a focusing on recent evolutions and trends;
- to provide a firm grounding in the subject-areas of business governance, management and 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 attitudes 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.

2.1.2 Career opportunities

Possible career opportunities are:

- companies of any size and scope in a wide variety of industries. In large-sized companies the Management / General Management graduate can be placed in diverse departments and in different roles that require inter-functional knowledge, international vision, and the ability to change. In smaller-sized companies the Management / General Management graduate can undertake the role of assistant to the entrepreneur or to Department Managers;
- consulting firms: Management / General Management graduates are generally hired as junior analysts, business analysts, assistant consultants and similar positions;
- family-owned enterprises;
- start-ups: Management / General 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 the academic teaching of business. In these organizations Management / General Management graduates can make a significant contribution due to the systematic and inter-functional knowledge of company operation.

2.1.3 Program requirements breakdown

The program requirements of the Master of Science in Management / General Management comprise educational activities to the value of **120** credit points divided as follows:

<i>Educational activities</i>	<i>CP</i>
9 compulsory courses	60
activities chosen by the student	24
first European Union language	4
second European Union language	4
internship or similar activities	8
thesis	20

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

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

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

2.1.4 Program structure (Italian class groups)

First year 2006-2007 a.y

First semester

<i>Code</i>	<i>Course title</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

Second semester

<i>Code</i>	<i>Course title</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
	<i>or</i>	<i>or</i>		
8017	Poltiche finanziarie di impresa	Corporate finance	ITA	6
	first foreign language (lessons only)			
	second foreign language (lessons only)			
Total CP of the first year				60

Second year 2006-2007 a.y.

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

2.1.5 Program structure (International class group taught in English)

Co-ordinator: Markus Venzin

First year 2006-2007 a.y

<i>First semester</i>			
<i>Code</i>	<i>Course title</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	ENG	8

	evaluation and management)		
Second semester			
<i>Code</i>	<i>Course title</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 CP of the first year			60

Second year 2006-2007 a.y.

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

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

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

For detailed information about majors, electives and foreign languages see chapter 3.

In addition, specific international agreements with other universities give those students who are selected on the basis of their academic performance from Università Bocconi and partner schools the possibility to obtain both the Italian “Laurea specialistica (master of science)” and “foreign academic qualification”, in particular:

- Erasmus Universiteit – Rotterdam School of Management: Master of Science in Business Administration;
- Hec- Paris: Diplome in Management;
- Fudan University-Shanghai: Shuoshi;
- Esade – Universitat Ramon Llull: 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 network. Bocconi is also a member of this network.

The selection procedures for the program are presented in chapter 3.

2.2

CORSO DI LAUREA SPECIALISTICA IN MARKETING MANAGEMENT - MASTER OF SCIENCE IN MARKETING MANAGEMENT MM-LS

Program Director

Antonella Carù

Assistant Program Director

Stefania Borghini

Field of study

Management (no. 84/S)

2.2.1 Educational objectives

The Master of Science in Marketing Management provides students with sophisticated education preparing them for performing high-skilled jobs.

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

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

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

2.2.2 Career opportunities

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

- industrial, commercial and non-profit 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:
 - managers of companies devoted to communication, promotion, e-communication and other activities of organization (direct marketing, events organization and so on);
 - traditional media, new media and intermediary (the press, TV, media centres, expo and congress organization) with the role of strategic and commercial management of communication spaces;
- distribution and logistics sector:
 - careers in commercial enterprises, point of sales and e-commerce (retail manager, category manager, e-commerce manager and so on);
 - distribution logistics professional;
- market research and data analysis:
 - careers in market research and data analysis in market research companies;
 - professionals of the development of marketing IT systems and creation and analysis of customer data bases.

2.2.3 Program requirements breakdown

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

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
activities chosen by the student	24
first European Union language	4

second European Union language	4
internship or similar activities	8
thesis	20

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

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

2.2.4 Program structure

First year 2006-2007 a.y.

First semester

<i>Code</i>	<i>Course title</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

Second semester

<i>Code</i>	<i>Course title</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	ITA	6

		marketing		
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 CP of the first year				60

Second year 2006-2007 a.y.

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

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

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

For detailed information about majors, electives and foreign languages see chapter 3.

In addition, specific international agreements with other universities give those students who are selected on the basis of their academic performance from Università Bocconi and partner schools the possibility to obtain both the Italian “Laurea specialistica (master of science)” and “foreign academic qualification”, in particular:

- Erasmus Universiteit – Rotterdam School of Management: Master of Science in Business Administration;
- Copenhagen Business School: Master of Science in Economic and Business Administration;
- Hec- Paris: Diplome in Management;
- Esade – Universitat Ramon Llull: 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 network. Bocconi is also a member of this network.

The selection procedures for the program are presented in chapter 3.

2.3

CORSO DI LAUREA SPECIALISTICA IN ORGANIZZAZIONE E SISTEMI INFORMATIVI - MASTER OF SCIENCE IN ORGANIZATION AND IT SYSTEMS OSI-LS

Program Director

Ferdinando Pennarola

Assistant Program Director

Luigi Proserpio

Field of study

Management (no. 84/S)

2.3.1 Educational objectives

The Master of Science in Organization and IT Systems provides students with an advanced education preparing them for high-skilled jobs and professions in organizations, human resources, and information systems.

While respecting the educational objectives of the field of study that the program belongs to, the Master of Science in Organization and IT Systems has the following goals:

- to provide graduates with solid skills in management consulting, with the ability to intervene in the following areas: 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 technical and the methods and contexts in which they can be used;
- to develop skills and abilities to manage processes, people and information technology in the context of modern organizations.

2.3.2 Career opportunities

Possible career opportunities are:

- 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 (for example new professional positions in the training of personnel);
 - training managers applying innovative methods (computer simulations, distance learning and so on);
 - experts in personnel selection;
 - experts in salary and benefit policies;
 - experts in communications both internal and external;

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

2.3.3 Program requirements breakdown

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

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
activities chosen by the students	24
first European Union language	4
second European Union language	4
internship or similar activities	8
thesis	20

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

- Human resource management;
- Information technology management;

- Management consulting (taught in English and jointly run with the GM-LS).

2.3.4 Program structure

First year 2006-2007 a.y.

First semester

<i>Code</i>	<i>Course title</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

Second semester

<i>Code</i>	<i>Course title</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)			
	<i>Total CP of the first year</i>			60

Second year 2006-2007 a.y.

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

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

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

For detailed information about majors, electives and foreign languages see chapter 3.

In addition, the specific international agreement gives those students who are selected on the basis of academic performance by Università Bocconi and Erasmus Universiteit – Rotterdam School of Management the possibility to obtain both the Italian “Laurea specialistica (master of science)” and “Master of Science in Business Administration”.

The selection procedures for the program are presented in chapter 3.

2.4

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

Program Director
Marco Agliati

Assistant Program Director

Ariela Caglio

Field of study

Management (no. 84/S)

2.4.1 Educational objectives

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

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

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

2.4.2 Career opportunities

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

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

2.4.3 Program requirements breakdown

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

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
activities chosen by the student	24

first European Union language	4
second European Union language	4
internship or similar activities	8
thesis	20

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

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

2.4.4 Program structure

First year 2006-2007 a.y.

First semester

<i>Code</i>	<i>Course title</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>Course title</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			60

Second year 2006-2007 a.y.

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

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

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

For detailed information about majors, electives and foreign languages see chapter 3.

In addition, the specific international agreement gives those students who are selected on the basis of academic performance by Università Bocconi and Erasmus Universiteit – Rotterdam School of Management the possibility to obtain both the Italian “Laurea specialistica (master of science)” and “Master of science in Business Administration”.

The selection procedures for the program are presented in chapter 3.

2.5

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

Program Director

Giovanni Valotti

Assistant Program Director

Greta Nasi

Field of study

Management (no. 84/S)

2.5.1 Educational objectives

The Master of Science in Economics and Management of Public Administration and International Institutions provides students with advanced education preparing them for high-skilled jobs. While respecting the educational objectives of the field of study that the programs belongs to, the Master of Science in Economics and Management of Public Administration and International Institutions has the following goals:

- to provide an advanced and 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 relevant subject-areas of business administration, economics, law, mathematics, statistics and econometrics, thus providing an integrated approach to the problems that are to be faced on the job.

2.5.2 Career opportunities

Graduates are typically offered career opportunities to undertake positions that require managerial and/or 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).

2.5.3 Program requirements breakdown

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

<i>Educational activities</i>	<i>CP</i>
9 compulsory courses	60
activities chosen by the student	24
first European Union language	4
second European Union language	4
internship or similar activities	8
thesis	20

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

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

2.5.4 Program structure

First year 2006-2007 a.y.

First semester

<i>Code</i>	<i>Course title</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

Second semester

<i>Code</i>	<i>Course title</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 CP of the first year			60

Second year 2006-2007 a.y

<i>Code</i>	<i>Educational activities</i>		<i>CP</i>
	4 elective courses		24
	first foreign language (lessons + exam 1 st sem 2 nd year)		4
	second foreign language (lessons + exam 1 st sem 2 nd year)		4
	internship or similar activities		8
	thesis		20

Total CP of the second year		60
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The Program Director is available during student consultation hours to make clarifications and provide more information concerning the program structure. Student consultation hours are available from the Institute Secretariat and also published on the website at <http://www.unibocconi.it/ricevimentodocenti> (Italian version).

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

For detailed information about majors, electives and foreign languages see chapter 3.

In addition, specific international agreements with other universities give those students who are selected on the basis of their academic performance from Università Bocconi and partner schools the possibility to obtain both the Italian “Laurea specialistica (master of science)” and “foreign academic qualification”, in particular:

- Institut National de Sciences Politiques (Sciences-po): Mastér in Stratégies Territoriales et Urbaines or Mastér in Carrieres Internationales or Mastér in Metieres de l’Europe or Mastér in Finance at Strategie or Mastér in Affaires Publiques
- Università di Ginevra: International Organisation MBA

The selection procedures for the program are presented in chapter 3.

2.6

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

Program Director

Francesco Saita

Assistant Program Director

Manuela Geranio

Field of study

Management (no. 84/S)

2.6.1 Educational objectives

The Master of Science in Finance aims to provide students with an advanced education preparing them for high-skilled jobs.

The program has some class groups taught in Italian and one international class group taught

entirely in English.

While respecting the educational objectives of the field of study that the program belongs to, the Master of Science in Finance has the following goals:

- to provide an in-depth and concentrated grounding in the key issues of financial markets and institutions, such as governance, regulation, and the role of finance in modern economic systems;
- to deepen logic skills (analysis and synthesis) needed to interpret and understand monetary and financial phenomena, whether domestic or international, as well as the innovation processes that 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).

2.6.2 Career opportunities

Possible career opportunities are:

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

2.6.3 Program requirements breakdown

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

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
activities chosen by the student	24
first European Union language	4
second European Union language	4
internship or similar activities	8
thesis	20

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

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

2.6.4 Program structure (Italian class groups)

First year 2006-2007 a.y.

First semester

<i>Code</i>	<i>Course title</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

Second semester

<i>Code</i>	<i>Course title</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 CP of the first year			60

Second year 2006-2007 a.y.

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

2.6.5 Program structure (International class group taught in English)

First year 2006-2007 a.y.

First semester

<i>Code</i>	<i>Course title</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
8044	Management of financial institutions and insurance companies	ENG	6
	first foreign language (teaching only)		
	second foreign language (teaching only)		
	Total CP of the first year		60

Second year 2006-2007 a.y.

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

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

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

For detailed information about majors, electives and foreign languages see chapter 3.

In addition, specific international agreements with other universities give those students who are selected on the basis of their academic performance from Università Bocconi and partner schools the possibility to obtain both the Italian “Laurea specialistica (master of science)” and “foreign academic qualification”, in particular:

- Erasmus Universiteit – Rotterdam School of Management: Master of Science in Business Administration;
- Hec- Paris: Diplome in Management.

The selection procedures for the programs are presented in chapter 3.

2.7

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

Program Director

Lorenzo Pozza

Assistant Program Director

Annalisa Prencipe

Field of study

Management (no. 84/S)

2.7.1 Educational objectives

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

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

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

2.7.2 Career opportunities

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

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

2.7.3 Program requirements breakdown

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

<i>Educational activities</i>	<i>CP</i>
8 compulsory courses	60

activities chosen by the student	24
first European Union language	4
second European Union language	4
internship or similar activities	8
thesis	20

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

- Corporate taxation;
- Transaction advisory services.

2.7.4 Program structure

First year 2006-2007 a.y.

First semester

<i>Code</i>	<i>Course title</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

Second semester

<i>Code</i>	<i>Course title</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			60

Second year 2006-2007 a.y.

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

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

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

For detailed information about majors, electives, foreign languages and international exchanges see chapter 3.

2.8

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

Program Director

Stefano Baia Curioni

Assistant Program Director

Annalisa Sacco

Field of study

Management (no. 84/S)

2.8.1 Educational objectives

The Master of Science in Economics and Management of Arts, Culture and Communication provides students with an advanced curriculum preparing them for high-skilled jobs.

While respecting the educational objects of the field of study that the program belongs to, the Master of Science in Economics and Management of Arts, Culture and Communication has the following goals:

- to provide a solid and advanced grounding in business administration, focusing on the management of complex cultural projects;
- to provide in-depth study of the key issues in management and 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.

2.8.2 Career opportunities

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

- cultural heritage, archaeology, biblioteconomics, archives, museums;
- media (television, cinema, radio, traditional publishing and multimedia; music industry);
- communication;

- entertainment, live performance and sport;
- tourism, territorial and urban economy;
- fashion and design.

Typical 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 on cultural tourism;
- experts on consortium activities (arts, culture, sport and communication);
- planners and developers of theme parks.

2.8.3 Program requirements breakdown

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

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	60
activities chosen by the student	24
first European Union language	4
second European Union language	4
internship or similar activities	8
thesis	20

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

- 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 the GM-LS);
- media (television, cinema, radio publishing and multimedia), music industry;

- tourism;
- production processes for arts and media.

2.8.4 Program structure

First year 2006-2007 a.y.

First semester

<i>Code</i>	<i>Course title</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

Second semester

<i>Code</i>	<i>Course title</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)			
	<i>Total CP of the first year</i>			60

Second year 2006-2007 a.y.

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

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

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

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

For detailed information about majors, electives, foreign languages and agreement with the Scuola Normale Superiore di Pisa see chapter 3 (paragraph 3.2.8).

In addition, the specific international agreement gives those students who are selected on the basis of academic performance by Università Bocconi and Hec- Paris the possibility to obtain both the Italian “Laurea specialistica (master of science)” and “Master of Science in Management”.

The selection procedures for the program are presented in chapter 3.

2.9

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

Program Director

Francesco Billari

Assistant Program Director

Rebecca Graziani

Field of study

Economics (no. 64/S)

2.9.1 Educational objectives

The Master of Science in Economic and Social Sciences provides students with an advanced education preparing them for high-skilled jobs in socio-economic professions. The program has one class group taught in Italian and one international class group taught entirely in English. While respecting the educational objectives of the field of study that the program belongs to, the Master of Science in Economic and Social Sciences has the following goals:

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

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

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

2.9.2 Career opportunities

The possible career opportunities are:

- professions with a strong research emphasis, such as positions within international organizations, public or private research centres, consulting firms, the economic press, a professional academic career. With reference to academic career in areas of economics, statistical analysis, economics history, social sciences and applied mathematics;

- new professional contexts in which economists are strongly required, such as regulatory authorities, central banking, non-profit organizations, innovative areas in public administration, such as diplomacy and international commerce;
- applied statistician within companies, socio-demographics, economic or financial organizations;
- within companies whose operational activities require a high level of analytical skill.

2.9.3 Program requirements breakdown

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

<i>Educational activities</i>	<i>CP</i>
4 compulsory courses	30
5 characteristic courses - guided choice	30
activities chosen by the student	24
first European Union language	4
second European Union language	4
internship or similar activities	8
thesis	20

2.9.4 Program structure

First year 2006-2007 a.y. (Italian class group)

First semester

<i>Code</i>	<i>Course title</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>Code</i>	<i>Educational activities</i>		<i>CP</i>
	5 elective courses		30
	first foreign language (lessons only)		
	second foreign language (lessons only)		
	<i>Total CP of the first year</i>		60

Second year 2006-2007 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 1 st sem 2 nd year)		4
	second foreign language (lessons + exam 1 st sem 2 nd year)		4
	internships or similar activities		8
	thesis		20
	<i>Total CP of the second year</i>		60

2.9.5 Program structure (international class group taught in English)

First year 2006-2007 a.y.

First semester

<i>Code</i>	<i>Course title</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
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Second semester

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

Second year 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 1 st sem 2 nd year)		4
	second foreign language (lessons + exam 1 st sem 2 nd year)		4
	internships or similar activities		8
	thesis		20
	<i>Total CP of the second year</i>		60

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

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

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

For detailed information about majors, electives and foreign languages see chapter 3.

In addition, the specific international agreement gives those students who are selected on the basis of academic performance by Università Bocconi and Catholique de Louvain the possibility to obtain both the Italian “Laurea specialistica (master of science)” and “Maîtrise en économie – filiere recherche”.

The selection procedures for the program are presented in chapter 3.

2.10

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

Program Director

Stefano Breschi

Assistant Program Director

Stefano Brusoni

Field of study

Economics (no. 64/S)

2.10.1 Educational objectives

The Master of Science in Economics and Management of International Markets and New Technologies provides students with an advanced education preparing them for high-skilled jobs. While respecting the educational objectives of the field of study that the program belongs to, the Master of Science in Economics and Management of International Markets and New Technologies has the following goals:

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

2.10.2 Career opportunities

Graduates are typically offered career opportunities in managerial roles within companies with a strong emphasis on innovation and technology, such as consulting firms, national and international agencies, business 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 sectors;
- industry analysts;
- strategic planning experts;
- business consultants.

2.10.3 Program requirements breakdown

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

<i>Educational activities</i>	<i>CP</i>
9 compulsory courses	60
activities chosen by students	24
first European Union language	4
second European Union language	4
internship or similar activities	8
thesis	20

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.

2.10.4 Program structure

First year a.y. 2006-2007

First semester

<i>Code</i>	<i>Course title</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

Second semester

<i>Code</i>	<i>Course title</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 CP of the first year			60

Second year 2006-2007 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 1 st sem 2 nd year)		4
	second foreign language (lessons +		4

	exam 1 st sem 2 nd year)			
	internship or similar activities			8
	thesis			20
	Total CP of the second year			60

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

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

For detailed information about majors, electives and foreign languages see chapter 3.

In addition, the specific international agreement gives those students who are selected on the basis of academic performance by Università Bocconi and Erasmus Universiteit – Rotterdam School of Management the possibility to obtain both the Italian “Laurea specialistica (master of science)” and “Master of Science in Business Administration”.

The selection procedures for the program are presented in chapter 3.

2.11

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

Program Director
Giovanni Iudica

Assistant Program Director
Laura Morlotti

Field of study
Law (no. 22/S)

2.11.1 Educational objectives

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

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

2.11.2 Career opportunities

Career opportunities open to Law graduates include:

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

2.11.3 Program requirements breakdown

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

<i>Educational activities</i>	<i>CP</i>
10 compulsory courses	66
activities chosen by the student	18
foreign language	4
internship or similar activities	6
thesis	26

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

2.11.4 Program structure

First year 2006-2007 a.y.

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>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)			
	<i>Total CP of the first year</i>			54

Second year 2006-2007 a.y.

	<i>Educational activities</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

	foreign language (lessons + exam 1 st sem 2 nd year)		4
	seminars or second foreign language		6
	internships or similar activities		6
	thesis		26
	<i>Total CP of the second year</i>		66

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

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

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.

For detailed information about majors, electives and foreign languages see chapter 3.

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>.

3. EDUCATIONAL ACTIVITIES IN THE STUDY PLAN

Introduction

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

- compulsory courses;
- activity chosen by students: electives or other educational activities (including for example, workshops or assignments);
- 2 European languages (for the CLG-LS a second foreign language is optional);
- Internship or similar activities;
- thesis.

3.1 Compulsory courses

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

Compulsory courses are necessary in order to satisfy program requirements and they represent the fundamental building blocks for achieving the educational objectives of the academic program. They can be classified as: “basic”, “characteristic” of the degree’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).

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

Students can receive credit for the exams relative to each compulsory course taken at universities abroad as part of the programs offered by the International Relations 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 5, paragraph “Credit

for exams passed at universities abroad”.

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

These profiles are identified with the following initials:

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

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

3.2

Educational activities chosen by students

Elective courses are those chosen by students in order to complete their individual study plans. 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).

Chapter 2 contains a section devoted to 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 for all programs with the exception of the DES-LS for which the choice must be made during the first year of the course. The procedure is indicated in chapter 7, paragraph “First-year procedures and administrative deadlines”.

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

The “table of incompatible courses” indicates the courses that cannot be chosen together in the same study plan because their course programs are either exactly or partly similar. The “table of prohibited courses” indicates the courses that cannot be included together in a specific program.

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

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

These profiles are identified with the following initials:

AI electives

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

Workshops are activities that are worth 3/6 credit points. They are interdisciplinary activity. 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 the written assignment which is marked out of 30.

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

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

1. Accounting and control (cod. 38)

Major Director: Andrea Dossi

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8137	Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	1	6
8140	Bilancio consolidato e performance dei gruppi	Consolidated financial statements and group	ITA	2	6

		performance			
8150	Governance, risk assessment e sistemi di controllo interno	Governance, risk assessment and internal control systems	ITA	2	6
8156	Strategic management accounting		ITA	1	6

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

2. Management consulting (cod. 39)

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

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8304	Competitive analysis and business scenarios		ENG	2	6
8128	I sistemi informativi integrati (ERP)	Enterprise resource planning	ITA	2	6
8110	Imprenditorialità e business	Entrepreneurship and business planning	ITA and ENG (2 class groups)	1	6

	planning				
8134	Project management		ENG	2	6

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

3. Management of manufacturing companies (cod. 40)

Major Director: Sergio Pivato

The major structure includes:

a) 2 compulsory courses :

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

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8177	Logistics management and strategy		ITA	2	6
8183	Protezione delle risorse e dell'ambiente	Protection of resources and environment	ITA	1	6

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

4. Corporate finance (cod. 41)

Major Director: Alessandro Nova

This major is recommended for the international class group taught in English.

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

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

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

5. Operations and innovation management (cod. 42)

Major Director: Alberto Grandò

The major structure includes:

a) 2 compulsory courses:

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

8281	Technology and product innovation management		ITA	1	6
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b) 1 course chosen from among the following:

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

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

6. Entrepreneurship and small and medium enterprises (cod. 43)

Major Director: Guido Corbetta

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8138	Amministrazione e controllo per le piccole e medie	Accounting and control for SMEs	ITA	2	6

	imprese				
8109	Gestione strategica nei distretti	Strategic management in districts	ITA	1	6
8132	Organizzazione delle piccole e medie imprese	Small business organization	ITA	1	6

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

7. International management (cod. 44)

Major Directors: Fabrizio Perretti and Markus Venzin

This major is recommended for the international class group taught in English.

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

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

8281	Technology and product innovation management		ITA	1	6
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c) 1 course freely chosen from among the electives of all of the MSc programs including the course that was not taken as the first-year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate finance] (jointly run with the M-LS).

8. Management of financial institutions (cod. 45)

Major Director: Stefano Caselli

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8196	Comparative financial systems		ENG	2	6
8191	Investment banking e finanza strutturata	Investment banking and structured finance	ENG	1	6
8194	Private banking e gestione dei patrimoni istituzionali	Private banking and money management for institutional investors	ITA and ENG (2 class groups)	1	6

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

9. Management of non profit institutions (cod. 46)

Major Director: Giorgio Fiorentini

This major is jointly run with the CLAPI-LS.

The major structure includes:

a) 2 compulsory courses:

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

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

Code	Course title	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	1	6	
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	1	6	
8291	International trade		ENG	1	6	

8259	Management dei processi di fund raising	Management of fund raising processes	ITA	2	6	Jointly run course with the NP&COOP specialized master cod. 7713 (the class timetable may be different from the MSc programme).
8121	Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	1	6	
8122	Management e gestione dei servizi socio-sanitari	Management of health and social care	ITA	2	6	
8179	Marketing dei servizi	Services marketing	ITA	1	6	
8252	Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	2	6	

c) The possibility to choose 1 course freely from among the electives of all of the other MSc programs including the course that was not taken as the first-year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate finance] (jointly run with the M-LS).

10. Marketing (cod. 47)

Major Director: Bruno Busacca

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

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

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

11. Management of fashion and design firms (cod. 48)

Major Director: 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	Course title	English translation	Language of instruction	Semester	CP
8174	Laboratorio di moda e design	Fashion and design workshop	ITA	2	6
8112	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	1	6
8113	Management delle	Management	ITA	2	6

	imprese di moda e design: i processi strategici	of fashion and design companies: strategic processes			
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b) 1 course freely chosen from among the electives of all of the other MSc programs including the course that was not taken as the first-year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate finance] (jointly run with the M-LS).

In collaboration with Politecnico, students can also attend the “Laboratorio moda Politecnico” [Politecnico fashion workshop] offered by Politecnico di Milano in second semester. The workshop has the characteristics of a field project and therefore may be recognized as “internship” or “similar” activities.

12. Organisational behaviour and analysis (cod. 49)

Major Director: Silvia Bagdadli

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

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

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

course that was not taken as the first-year alternative: 8042 Investment banking and 8017 Politiche finanziarie di impresa [Corporate finance] (jointly run with the M-LS).

13. Retailing (cod. 50)

Major Director: Sandro Castaldo

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

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

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

14. Free track (cod. 51)

The 24 credit points relative to 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.

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

1. Business communication and media (cod. 52)

The major structure includes:

a) 2 courses chosen from among the following:

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

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8288	Analisi delle performance di marketing	Marketing performance analysis	ITA	2	6	
8159	Brand management		ITA	2	6	
8160	BtoB marketing		ENG	2	6	
8161	Channel and trade marketing		ITA	1	6	
8164	CRM and loyalty management		ITA	1	6	cannot be chosen by GM-LS students
8166	Culture, media e consumo	Cultures, media and consumption	ITA	2	6	
8165	Economia della distribuzione commerciale	Retail management	ITA	2	6	
8287	Economia e gestione delle public utilities	Management of public utilities	ITA	2	6	
8167	E-marketing		ENG	1	6	

8170	Innovazione nel retailing	Retailing innovation	ITA	2	6	
8264	International marketing		ENG	2	6	alternative of 8181
8112	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	1	6	
8179	Marketing dei servizi	Services marketing	ITA	1	6	
8180	Marketing esperienziale	Experiential marketing	ITA	2	6	
8181	Marketing internazionale	International marketing	ITA	1	6	alternative of 8264
8232	Population dynamics and economics		ENG	1	6	
8134	Project management		ENG	2	6	
8185	Sales and key account management		ENG	1	6	
8187	Supply chain management		ITA	1	6	

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

2 Channel and retail management (cod. 53)

The major structure includes:

a) 2 courses chosen from among the following:

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

	servizi	marketing			
8180	Marketing esperienziale	Experiential marketing	ITA	2	6

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8158	Advertising management		ITA	2	6	
8288	Analisi delle performance di marketing	Marketing performance analysis	ITA	2	6	
8159	Brand management		ITA	2	6	
8160	BtoB marketing		ENG	2	6	
8162	Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	2	6	
8164	CRM and loyalty management		ITA	1	6	cannot be chosen by GM-LS students
8166	Culture, media e consumo	Cultures, media and consumption	ITA	2	6	
8287	Economia e gestione delle public utilities	Management of public utilities	ITA	2	6	
8167	E-marketing		ENG	1	6	
8170	Innovazione nel retailing	Retailing innovation	ITA	2	6	
8264	International marketing		ENG	2	6	alternative of 8181
8172	Laboratorio di comunicazione	Workshop in communication	ITA	1	6	
8112	Management delle imprese	Management of fashion and	ITA	1	6	

	di moda e design: i processi operativi	design companies: operational processes				
8181	Marketing internazionale	International marketing	ITA	1	6	alternative of 8264
8232	Population dynamics and economics		ENG	1	6	
8134	Project management		ENG	2	6	
8185	Sales and key account management		ENG	1	6	
8186	Semiotica dei consumi e teoria della comunicazione	Semiotics of consumption and communication s theories	ITA	1	6	
8187	Supply chain management		ITA	1	6	

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

3. Product and sales management (cod. 54)

The major structure includes:

a) 2 courses chosen from among the following:

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

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
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8288	Analisi delle performance di marketing	Marketing performance analysis	ITA	2	6	
8160	BtoB marketing		ENG	2	6	
8161	Channel and trade marketing		ITA	1	6	
8162	Comunicazione d'impresa e gestione della corporate image	Corporate communication	ITA	2	6	
8164	CRM and loyalty management		ITA	1	6	can not be chosen by GM-LS students
8166	Culture, media e consumo	Cultures, media and consumption	ITA	2	6	
8165	Economia della distribuzione commerciale	Retail management	ITA	2	6	
8287	Economia e gestione delle public utilities	Management of public utilities	ITA	2	6	
8167	E-marketing		ENG	1	6	
8170	Innovazione nel retailing	Retailing innovation	ITA	2	6	
8264	International marketing		ENG	2	6	alternative of 8181
8172	Laboratorio di comunicazione	Workshop in communication	ITA	1	6	
8112	Management delle imprese di moda e design: i processi operativi	Management of fashion and design companies: operational processes	ITA	1	6	
8180	Marketing esperienziale	Experiential marketing	ITA	2	6	
8181	Marketing internazionale	International marketing	ITA	1	6	alternative of 8264
8232	Population dynamics		ENG	1	6	

	and economics					
8134	Project management		ENG	2	6	
8186	Semiotica dei consumi e teoria della comunicazione	Semiotics of consumption and communications theories	ITA	1	6	
8187	Supply chain management		ITA	1	6	

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

4. Free track (cod. 55)

The 24 credit points relative to 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.

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

1. Management consulting (cod. 56)

This major is jointly run with the GM-LS.

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8304	Competitive analysis and business scenarios		ENG	2	6
8128	I sistemi informativi integrati (ERP)	Enterprise resource planning	ITA	2	6
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	1	6
8134	Project management		ENG	2	6

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

2. Human resource management (cod. 57)

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8163	Corporate social responsibility		ITA	2	6
8132	Organizzazione delle piccole e medie imprese	Small business organization	ITA	1	6
8133	Organizzazione e cultura delle aziende multinazionali	Cross cultural management	ITA	2	6
8134	Project management		ENG	2	6

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

3. Information technology management (cod. 58)

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

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

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

4. Free track (cod. 59)

The 24 credit points relative to 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.

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

1. Accounting and control systems (cod. 60)

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
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8138	Amministrazione e controllo per le piccole e medie imprese	Accounting and control for SMEs	ITA	2	6	
8139	Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	1	6	
8032	Analisi di bilancio e revisione nelle P.A. e nelle istituzioni internazionali	Financial statement analysis and auditing in governments and international institutions	ITA	1	8	CLAPI-LS compulsory course
8026	Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	1	6	
8141	Capital budgeting e gestione del circolante	Capital budgeting	ITA	1	6	
8144	Earnings quality, analisi di bilancio e informazioni price sensitive	Earnings quality, financial statements analysis and price sensitive information	ITA	2	6	
8308	Forensic accounting, frauds and litigation		ITA	1	6	
8128	I sistemi informativi integrati (ERP)	Enterprise resource planning	ITA	2	6	
8282	La valutazione dei beni intangibili	The valuation of intangibles	ITA	1	6	
8305	Performance measurement, incentives and management control		ENG	1	6	
8142	Real estate finance		ENG	1	6	

8157	Tesoreria e gestione dei rischi finanziari d'impresa	Treasury and financial risk management: a corporate perspective	ITA	1	6	
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c) 1 course freely chosen from among the electives of all of the other MSc programs.

2. Corporate finance (cod. 61)

The major structure includes:

a) 2 compulsory courses:

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

b) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8137	Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	1	6	
8139	Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	1	6	
8026	Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	1	6	
8141	Capital budgeting e gestione del circolante	Capital budgeting	ITA	1	6	
8306	Crisi d'impresa e processi di	Corporate distress and	ITA	2	6	

	ristrutturazione	turnaround management				
8144	Earnings quality, analisi di bilancio e informazioni price sensitive	Earnings quality, financial statements analysis and price sensitive information	ITA	2	6	
8284	Information and the architecture of financial markets		ENG	1	6	
8282	La valutazione dei beni intangibili	The valuation of intangibles	ITA	1	6	
8307	Mergers and acquisitions		ITA and ENG (2 class groups)	1	6	
8305	Performance measurement, incentives and management control		ENG	1	6	
8142	Real estate finance		ENG	1	6	
8157	Tesoreria e gestione dei rischi finanziari d'impresa	Treasury and financial risk management: a corporate perspective	ITA	1	6	

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

3. Planning and control (cod. 62)

The major structure includes

a) 1 compulsory course:

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

b) 2 course chosen from among the following:

Code	Course title	English	Language	Semester	CP	Note
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		translation	of instruction			
8137	Amministrazione e controllo nelle imprese multinazionali	Accounting and control in MNCs	ITA	1	6	
8138	Amministrazione e controllo per le piccole e medie imprese	Accounting and control for SMEs	ITA	2	6	
8139	Analisi di bilancio (corso progredito) (Financial statements analysis)	Financial statements analysis (advanced course)	ITA	1	6	
8026	Analisi e valutazioni finanziarie	Financial analysis and valuation	ITA	1	6	
8141	Capital budgeting e gestione del circolante	Capital budgeting	ITA	1	6	
8131	Management consulting		ENG	1	6	
8305	Performance measurement, incentives and management control		ENG	1	6	
8033	Progettazione dei sistemi di controllo e valutazione dei risultati nelle P.A. e nelle istituzioni internazionali	Designing management control and performance evaluation systems in public organizations and international institutions	ITA	2	8	CLAPI-LS, compulsory course
8037	Progettazione dei sistemi informativi (I.S. development)	I.S. development	ITA	2	6	OSI-LS compulsory courses
8142	Real estate finance		ENG	1	6	
8156	Strategic		ITA	1	6	

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

4. Free track (cod. 63)

The 24 credit points relative to 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.

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

1. Analysis of national and international public policies (cod. 64)

The major structure includes:

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

Code	Course title	Language of instruction	Semester	CP
8203	Economics of European integration	ENG	2	6
8077	Political economics	ENG	1	6
8202	Public economics	ENG	1	6
8280	Quantitative approaches and policy analysis	ENG	1	6

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

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8096	Development economics		ENG	2	6	
8019	Economia dell'energia	Energy economics	ITA	2	6	
8289	Industrial economics and competition policy		ENG	2	6	
8291	International trade		ENG	1	6	

8104	Labour economics		ENG	2	6	
8121	Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	1	6	
8212	Politica comparata	Comparative politics	ITA	1	6	
8232	Population dynamics and economics		ENG	1	6	
8286	Public-private partnership in life sciences sector		ENG	2	6	
8252	Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	2	6	

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

2. Management of non profit institutions (cod. 65)

Jointly run with the GM-LS.

The major structure includes:

a) 2 compulsory courses:

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

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

Code	Course title	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	1	6	
8110	Imprenditorialità e business planning	Entrepreneurship and business planning	ITA and ENG (2 class groups)	1	6	
8291	International trade		ENG	1	6	
8259	Management dei processi di fund raising	Management of fund raising processes	ITA	2	6	Jointly run course with the NP&COOP specialized master (the class timetable may be different from the MSc program one)
8121	Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	1	6	
8122	Management e gestione dei servizi socio-sanitari	Management of health and social care	ITA	2	6	
8179	Marketing dei servizi	Services marketing	ITA	1	6	
8252	Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	2	6	

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

3. Management of public and international institutions (cod. 66)

The major structure includes:

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

Code	Course title	English translation	Language of instruction	Semester	CP
8299	Management dell'innovazione nelle istituzioni pubbliche nazionali e internazionali	Change management in national and international public administrations	ITA	1	6
8125	Metodi e strumenti di management delle istituzioni europee e internazionali	Management tools of European and international institutions	ITA	2	6
8285	Public management for competitiveness		ENG	2	6
8127	Strategic management of public institutions		ENG	1	6

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

Code	Course title	English translation	Language of instruction	Semester	CP
8287	Economia e gestione delle public utilities	Management of public utilities	ITA	2	6
8203	Economics of European integration		ENG	2	6
8118	E-government strategies		ENG	1	6
8121	Management e finanza dei progetti comunitari ed internazionali	Financial management of European and international projects	ITA	1	6
8122	Management e gestione dei servizi socio-sanitari	Management of health and social care	ITA	2	6
8123	Modelli di finanziamento e gestione finanziaria nelle PA	Funding and financial management in the public sector	ITA	1	6

8286	Public-private partnership in life sciences sector		ENG	2	6
8252	Una storia per il futuro: economia, società, istituzioni	Economics, society and institutions: a perspective view	ITA	2	6

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

4. Free track (cod. 67)

The 24 credit points relative to 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.

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

1. Quantitative finance (cod. 68)

The major structure includes:

a) 3 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8227	Actuarial mathematics		ENG	2	6
8188	Asset management		ENG	1	6
8222	Behavioural models in economics and finance		ENG	1	6
8223	Fixed income (Advanced methods)		ENG	1	6
8284	Information and the architecture of financial markets		ENG	1	6
8228	Methods for financial risk management		ENG	1	6
8229	Numerical methods in finance		ENG	1	6
8230	Quantitative methods for social sciences		ENG	1	6
8221	Time series analysis of economic-financial data		ENG	2	6

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

2. Investment banking (cod. 69)

The major structure includes:

a) 3 courses chosen from among the following:

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

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

3. Financial and insurance institutions management (cod. 70)

The major structure includes:

a) 3 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
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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	1	6
8196	Comparative financial systems		ENG	2	6
8189	Gestione dei prestiti e credit risk management	Loans and credit risk management	ITA	1	6
8190	Gestione dei rischi e modelli di ALM per le assicurazioni	Risk management and ALM models for insurance	ITA	1	6
8284	Information and the architecture of financial markets		ENG	1	6
8194	Private banking e gestione dei patrimoni istituzionali	Private banking and money management for institutional investors	ITA and ENG (2 class groups)	1	6
8215	Regolamentazione dei mercati finanziari	Regulation of financial markets	ITA	1	6
8251	Storia, istituzioni e crisi del sistema finanziario globale	History, institutions and crises of the global financial system	ITA	2	6
8197	Strategia e organizzazione delle istituzioni finanziarie e assicurative	Strategies and organisation of financial and insurance institutions	ITA	2	6

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

4. Free track (cod. 71)

The 24 credit points relative to 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.

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

1. Corporate taxation (cod. 72)

The major structure includes:

a) 2 compulsory courses

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

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

2. Transaction advisory services (cod. 73)

The major structure includes:

a) 2 compulsory courses:

Code	Course title	English translation	Language of instruction	Semester	CP
8306	Crisi d'impresa e processi di ristrutturazione	Corporate distress and turnaround management	ITA	2	6
8307	Mergers and acquisitions		ITA and ENG (2 class groups)	1	6

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

3. Free track (cod. 74)

The 24 credit points relative to 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.

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

The major structure includes 7 sector specializations that are linked to the workshops referred to below, at point a). Accordingly, it is possible to choose:

a) 1 course from among the following workshops:

Code	Course title	English	Language of	Semester	CP	Note
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		translation	instruction			
8171	Laboratorio di beni culturali e mercato dell'arte	Cultural heritage and the arts market workshop	ITA	1	6	
8172	Laboratorio di comunicazione	Workshop in communication	ITA	1	6	
8173	Laboratorio di editoria e media	Publishing and media workshop	ITA	1	6	
8174	Laboratorio di moda e design	Fashion and design workshop	ITA	2	6	jointly run with the GM-LS and in collaboration with Politecnico.
8175	Laboratorio di spettacolo ed entertainment	Performing arts and entertainment workshop	ITA	1	6	
8176	Laboratorio di turismo e territorio	Tourism and local development workshop	ITA	1	6	
8295	Laboratorio sui sistemi produttivi per le arti e i media	Production systems for arts and media	ENG	2	6	

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

Students who choose the Fashion and design workshop have the opportunity to attend the “Laboratorio moda Politecnico” [Politecnico fashion workshop] offered by Politecnico di Milano in second semester . The workshop has the characteristics of a field project and therefore may be recognized as “internship” or “similar” activities.

Students who choose the Laboratorio di beni culturali e mercato dell'arte [Cultural heritage and the arts market workshop] as their sector specialization have the opportunity to carry out a period of study at the Scuola Normale Superiore di Pisa the 2006-2007 a.y. in accordance with the agreement with Università Bocconi.

At present the arrangement between the 2 institutions is realized through the ERGA Foundation, this project aims to give students a complete education which includes teaching activities associated with a wider sector namely, conservation and cultural evaluation. This also includes courses on

history, history-artistic, archaeology, curatorial and technical-scientific areas.

Students who would like to participate must submit an application form to the Program Director. This must be accompanied by a favourable reference from the Workshop Director.

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

The Program Director sets the educational cycle; as a guideline it should take place from 15 February to 15 May 2007.

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

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

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

The major structure includes:

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

- **2nd semester of the 1 st year 2005-06 a.y.:**
 - 5 elective courses from among those indicated at points **a), b), c), d)**
- **and 2 nd year 2006-2007 a.y.**
 - 4 elective courses
 - or*
 - 3 elective courses and 2 educational activities worth 3 credit points are chosen on the following conditions:

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

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8309	Advanced macroeconomics		ENG	1	6	alternative of 8087
8096	Development economics		ENG	2	6	
8283	Game theory: analysis of strategic		ENG	2	6	alternative

	thinking					of 8218
8087	Macroeconomia avanzata	Advanced macroeconomics	ITA	2	6	Not offered in 2006-07
8076	Microeconomia avanzata	Advanced microeconomics	ITA	2	6	
8077	Political economics		ENG	1	6	
8218	Teoria dei giochi	Game theory	ITA	1	6	Not offered in 2006-07

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

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8019	Economia dell’energia	Energy economics	ITA	2	6	
8057	Economia internazionale (Globalizzazione, competitività e crescita)	International trade (Globalization and growth)	ITA	1	6	Cannot be chosen in 2006-07 by DES-LS students, alternative of 8291
8203	Economics of european integration		ENG	2	6	
8289	Industrial economics and competition policy		ENG	2	6	
8291	International trade		ENG	1	6	alternative of 8057
8104	Labour economics		ENG	2	6	
8058	Organizzazione industriale	Industrial organization (Antitrust and regulation)	ITA	1	6	Compulsory course CLEMIT-LS
8085	Politica monetaria	Monetary policy	ITA	1	6	
8219	Principles of finance		ENG	1	6	cannot be chosen by CLEFIN-LS students
8202	Public economics		ENG	1	6	

8215	Regolamentazione dei mercati finanziari	Regulation of financial markets	ITA	1	6	
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c) 1 course chosen from among the "Econometrics and Quantitative Methods" group:

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

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

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

Code	Course title	English translation	Language of instruction	Semester	CP
8231	Bayesian statistical methods		ENG	1	6
8224	Income distribution	Income distribution	ENG	1	6
8232	Population dynamics and economics		ENG	1	6
8250	Sociologia e storia (corso monografico)	Sociology and history (monographic course)	ITA	1	6
8303	Stochastic calculus with applications to finance and economics		ENG	1	6

e) 1 course freely chosen from among the electives of all of the other MSc programs or, in the second year, 2 educational activities worth 3 credit points including assignments (cod. 8272 - 8273) and or workshops.

See the list of workshops:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8233	Data collection using questionnaires workshop		ENG	1	3	exclusively for DES-LS and CLEMIT-

						LS students
8249	Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a Internet	Data sources for economic and social research workshop: from traditional media to the Internet	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8290	Laboratorio di microeconometria applicata	Applied microeconometrics	ITA	2	3	exclusively for DES-LS students
8263	Laboratorio di programmazione dei calcolatori per le scienze economiche e sociali	Computer programming for economic and social research workshop	ENG	1	3	exclusively for DES-LS and CLEMIT-LS students
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8217	Laboratorio di strumenti per l'attività di ricerca	Research tools workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students

For the cycle of studies commencing in 2006-07 a.y.:

- **second semester of the 1st year 2006-07 a.y.:**
 - 5 elective courses from among those indicated at points **a), b), c), d)**;
- **and second year 2007-2008 a.y.:**
 - 4 elective courses;
 - or
 - 3 elective courses and 2 educational activities worth 3 credit points are chosen on the following conditions:

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

Code	Course title	English translation	Language of instruction	Semester	CP
8309	Advanced		ENG	1	6

	macroeconomics				
8096	Development economics		ENG	2	6
8283	Game theory: analysis of strategic thinking		ENG	2	6
8076	Microeconomia avanzata	Advanced microeconomics	ITA	2	6
8077	Political economics		ENG	1	6

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

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8019	Economia dell'energia	Energy economics	ITA	2	6	
8203	Economics of European integration		ENG	2	6	
8289	Industrial economics and competition policy		ENG	2	6	
8291	International trade		ENG	1	6	
8104	Labour economics		ENG	2	6	
8058	Organizzazione industriale	Industrial organization (Antitrust and regulation)	ITA	1	6	CLEMIT-LS, compulsory course
8085	Politica monetaria	Monetary policy	ITA	1	6	
8219	Principles of finance		ENG	1	6	cannot be chosen by CLEFIN-LS students
8202	Public economics		ENG	1	6	
8215	Regolamentazione dei mercati finanziari	Regulation of financial markets	ITA	1	6	

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

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

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

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

Code	Course title	English translation	Language of instruction	Semester	CP
8231	Bayesian statistical methods		ENG	1	6
8224	Income distribution		ENG	1	6
8232	Population dynamics and economics		ENG	1	6
8250	Sociologia e storia (corso monografico)	Sociology and history (monographic course)	ITA	1	6
8303	Stochastic calculus with applications to finance and economics		ENG	1	6

e) 1 course freely chosen from among the electives of all of the other MSc programs or, in the second year, 2 educational activities worth 3 credit points including assignments (cod. 8272 - 8273) and or workshops.

See the list of workshops:

Code	Course title	English translation	Language of instruction	Semester	CP	Note
8233	Data collection using questionnaires workshop		ENG	1	3	exclusively for DES-LS and CLEMIT-LS students
8249	Laboratorio di fonti dei dati per la ricerca economica e sociale: dai media tradizionali a internet	Data sources for economic and social research workshop: from traditional media to the internet	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8290	Laboratorio di microeconometria	Applied microeconometrics	ITA	2	3	exclusively for DES-LS

	applicata					students
8263	Laboratorio di programmazione dei calcolatori per le scienze economiche e sociali	Computer programming for economic and social research workshop	ENG	1	3	exclusively for DES-LS and CLEMIT-LS students
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8217	Laboratorio di strumenti per l'attività di ricerca	Research tools workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students

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 credits recognized for exam passed. Interested students must request authorization from the program director who in turn PhD Co-ordinator's opinion and evaluates applications received.

It should be noted that while respecting the educational objectives of the MSc degree and of the ministerial tables relative to the field of study of Economics, the range of electives courses offered for 2007-2008 may be subject to slight variations decided on by the Faculty Council.

3.2.10 Corso di laurea specialistica in Economia e management dei mercati internazionali e delle nuove tecnologie [Master of Science in Economics and Management of International Markets and New Technologies] (CLEMIT-LS)

1. Applied and business economist (cod. 75)

The major structure includes:

a) 1 course chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8004	Econometria avanzata	Advanced econometrics	ITA	2	6
8300	Econometric methods for innovation studies		ENG	2	6
8283	Game theory: analysis of strategic thinking		ENG	2	6
8205	Industrial dynamics and		ENG	2	6

	international competitiveness				
8097	Microeconometrics		ENG	2	6
8076	Microeconomia avanzata	Advanced microeconomics	ITA	2	6
8232	Population dynamics and economics		ENG	1	6
8220	The economics and organization of inter-firm networks		ENG	2	6
8221	Time series analysis of economic-financial data		ENG	2	6

b) 2 courses chosen from among the following:

Code	Course title	English translation	Language of instruction	Semester	CP
8096	Development economics		ENG	2	6
8019	Economia dell'energia	Energy economics	ITA	2	6
8203	Economics of European integration		ENG	2	6
8204	Entrepreneurship, finance and innovation		ENG	1	6
8205	Industrial dynamics and international competitiveness		ENG	2	6
8104	Labour economics		ENG	2	6
8202	Public economics		ENG	1	6
8220	The economics and organization of inter-firm networks		ENG	2	6

c) 1 course freely chosen from among the electives of all of the other MSc programs and 6 credit points worth of other educational activities such as assignments cod. 8272 - 8273 and/or workshops. See the list of workshops:

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

2. Innovation and technology management (cod. 76)

The major structure includes:

a) 1 compulsory course:

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

b) 2 courses chosen from among the following:

Code	Course title	English	Language of	Semester	CP
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		translation	instruction		
8166	Culture, media e consumo	Cultures, media and consumption	ITA	2	6
8204	Entrepreneurship, finance and innovation		ENG	1	6
8205	Industrial dynamics and international competitiveness		ENG	2	6
8177	Logistics management and strategy		ITA	2	6
8184	Research and development management		ITA	2	6
8114	Strategic design of the multinational firm		ENG	1	6
8187	Supply chain management		ITA	1	6
8220	The economics and organization of inter-firm networks		ENG	2	6

c) 1 course freely chosen from among the electives of all of the other MSc programs and 6 credit points worth of other educational activities (assignments cod. 8272 - 8273 and/or workshops). See the list of workshops.

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

	dei calcolatori per le scienze economiche e sociali	economic and social research workshop				LS and CLEMIT-LS students
8216	Laboratorio di stampa ed economia	Press and economics workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students
8217	Laboratorio di strumenti per l'attività di ricerca	Research tools workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students

3. Free track (cod. 77)

The 24 credit points relative to the educational activities can be made up of courses chosen freely by the student from among the electives of all of the other MSc programs, with prior approval from of the Program Director or his/her delegate. These activities may include 2 research assignments cod. 8272 - 8273 and/or workshops worth 3 credit points each from the following table.

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

	economia	workshop				LS and CLEMIT-LS students
8217	Laboratorio di strumenti per l'attività di ricerca	Research tools workshop	ITA	1	3	exclusively for DES-LS and CLEMIT-LS students

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

1. Private business and law (cod. 78)

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

Code	Course title	English translation	Language of instruction	Semester	CP
8271	Comparative business and corporate law		ENG	2	6
8239	Diritto della comunicazione e dell'informazione	IT and communication law	ITA	1	6
8241	Diritto della concorrenza	Antitrust law	ITA	1	6
8243	Diritto dell'arbitrato interno e internazionale	Internal and international arbitration law	ITA	1	6
8302	Diritto ed economia del terzo settore	Right and economy of non profit organizations and social enterprises	ITA	1	6
8240	Diritto fallimentare	Bankruptcy law	ITA	1	6
8242	Diritto internazionale privato	International private law	ITA	1	6
8301	International and comparative taxation		ENG	1	6

2. Public sector and law (cod. 79)

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

Code	Course title	English translation	Language of instruction	Semester	CP
8271	Comparative business and corporate law		ENG	2	6
8235	Diritto costituzionale regionale	Regional constitutional law	ITA	1	6
8239	Diritto della comunicazione e dell'informazione	IT and communication law	ITA	1	6
8302	Diritto ed economia del terzo settore	Right and economy of non profit organizations and social enterprises	ITA	1	6
8242	Diritto internazionale privato	International private law	ITA	1	6
8244	Diritto pubblico dell'economia	Regulation in economics	ITA	1	6
8245	Diritto tributario (corso progredito 1) (Reddito d'impresa)	Tax law (advanced course 1) (Business taxation)	ITA	1	6
8301	International and comparative taxation		ENG	1	6
8236	International trade law		ENG	1	6

3. Free track (cod. 80)

The 12 credit points relative to the educational activities are divided into 2 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.

3.3 Foreign languages

3.3.1 The common European framework

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

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

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

	controlled use of organizational patterns, connectors and cohesive devices.
C2	Can understand with ease virtually everything heard or read. Can summarize information from different spoken and written sources, reconstructing arguments and accounts in a coherent presentation. Can express him/herself spontaneously, very fluently and precisely, differentiating finer shades of meaning even in more complex situations.

3.3.2 Program structure position

The program requirements of all master of science degrees in the fields of study “Management” and “Economics” (respectively 84/S and 64/S) include 2 European Union languages.

The program requirements of the master of science in Law (22/S) include only 1 European Union language. The second foreign language is optional and can be taken instead of “projects/seminars”.

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

Exams for both first and second languages are positioned in the first semester of the second year of the program.

As specified later in the chapter (see 3.3.6 “Language paths”), the language paths begin in the second semester in the first year.

Foreign language courses are awarded 4 credit points each, for economics and management programs and 6 credit points for the MSc in Law. Students obtain these credits when they pass the exam or record in their academic career one of the international language certificates recognized by the University.

3.3.3 Exit levels

The exit levels from the MSc programs are:

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

Please note that C1 is the compulsory exit level for English for all MSc programs taught in English and for Italian for all MSc programs taught in Italian (regardless of whether it is the first or second language).

3.3.4 Entry level

The University specifies the required initial levels of knowledge and skills for foreign languages and those that should be gained during graduate studies. This is based on the exit levels and relative contents (described in the course profiles and syllabuses for the languages) which are required to

complete the MSc degree program requirements.

The entry levels for the MSc degree programs are:

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

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

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

3.3.5 Method of choosing foreign languages

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

- the instruction language of the class group;
- the native language of the student (languages chosen must be different from the student's native language).

MSc degrees taught in Italian

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

The CLG-LS degree program requirements include only 1 foreign language. The first foreign language must be English because the CLG-LS class groups are taught in Italian and generally students are not native English speakers.

MSc degrees taught in English

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

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

The course codes are:

English **8099**, French **8100**, German **8101**, Italian **8103**, Portuguese **8267** and Spanish **8102**.

Students can choose their foreign languages when completing enrolment (13-19 September 2006; further information will be released on the website at <http://www.unibocconi.it/languagecentre>).

Students can change languages in first and second year.

In particular:

- First-year students: during the period 8-31 January 2006. Changes can be made via Punto Blu terminals or Virtual Punto Blu.
- Second-year students: during the period 1 August - 4 September 2006 and 9-31 January 2006 via Punto Blu terminals or Virtual Punto Blu.

3.3.6 Language paths

The teaching activities for studying languages offered by the Language Centre include curricular courses* at different levels:

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

The course level to be attended is determined when enrolment is completed (13–19 September 2006). This is based on the student's language skills which can be certified by either the exit level achieved during undergraduate studies or the international certificate 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 the language level.

The language paths are presented in the table below:

For the first language:

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

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

For the second language:

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

Curricular courses last for one academic year. They begin at the start of the second semester in the first year and finish at the end of the first 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 the best way to learn the language and to prepare for the exam.

Students enrolled in the course are encouraged to attend.

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

After students have completed enrolment in the academic year, they can check their class timetable at Punto Blu terminals or Virtual Punto Blu.

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**) are available on the website at <http://www.unibocconi.it/languagecenter> .

One class group of level B2 has been programmed in first semester of the 2006-2007 a.y. This class group will go over the language basics and aims to provide students with the best possible preparation to take on the curricular course which is scheduled in the second semester.

5 hours of classroom teaching per week are planned which should be complemented by individual study, mainly through multimedia learning technology.

Students can sign up for the course online via the yoU@B student diary (sign up for “Various Activities”)

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

The class group is only run if the minimum number of sign-up applications is reached.

* No curricular courses have been scheduled for the 2006-2007 a.y. because of the limited number of students with this language in the study plan. However, diverse ways of preparing for the final exam have been published on the website site at <http://www.unibocconi.it/languagecentre>.

3.3.7 Languages for Double Degrees

Double Degree programs involve the participation of both students enrolled at University Bocconi as well as students enrolled at partner institutions (incoming students).

For those students who are enrolled at Università Bocconi all the rules regarding foreign languages are indicated in this Guide (see 3.3 “Foreign languages”).

For those students who are enrolled at other institutions (and are not native Italian speakers) all the rules regarding foreign languages indicated in this **Guide** (see 3.3 “**Foreign languages**”) apply with the exception of the following:

Method of choosing foreign languages

- Exit levels

Method of choosing foreign languages

MSc degrees taught in Italian

- For students who are not native English speakers:
 - first language: English
 - second language: Italian
- For students who are native English speakers:
 - first and second languages chosen from among: French, Italian, German, Portuguese and Spanish

MSc degrees taught in English

- For students who are not native English speakers:

- first language: English
- second language: Italian
- For students who are native English speakers:
 - first and second languages chosen from among: French, Italian, German, Portuguese and Spanish
 - 1 of the 2 languages must be Italian

Exit levels

The exit levels for both MSc programs taught in Italian and English are:

- For the first language:
 - English: C1 business
 - French, Italian, German, Portuguese, and Spanish: B2 business or (by student's choice) C1 business
- For the second language:
 - Italian: A2 or (by student's choice) B1 business or B2 business
 - French, German, Portuguese, and Spanish: B1 business or (by student's choice) B2 business.

3.3.8 Method of assessing foreign language knowledge

Knowledge is assessed by one of the following methods:

- Bocconi exam, or
- international certificate from among those recognized by the University.

The Language Centre also offers a service which is designed to guide and assist students in developing self study methods and it also provides a diverse range of materials which are available for use from the language laboratories. This service is offered to all students (those taking Bocconi exam or preparing international certificates).

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 expressions adapted to the appropriate language level.

Exams are prepared in accordance with the same standards relating to international certificates.

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

The language level achieved will be specifically indicated on the official exam report and academic transcript.

MSc exit levels can be identified by taking into consideration the student's initial language skills and knowledge and, the curricular course attended during graduate studies.

Students are responsible for choosing their exit level and it can also be higher than those indicated in the table below.

For the first language:

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

For the second language:

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

Students nominate their desired exit level when they register for the exam at Punto Blu.

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

Furthermore, students can take a higher level exam (or submit a certificate) than the course attended (for example, students with B2 entry levels for the first language can register for an exam that is equal to or higher than B2 business).

Students can achieve higher exit levels than the curricular courses for both first and second languages. This is only possible through the registration of international certificates in the academic career from among those recognized by the University.

Students also have the opportunity for exemption from languages if they satisfy the requirements (specified in the table above). Students need to complete the application form at the Student Administration Centre in the periods 1 August - 29 September 2006 and 8-31 January 2007.

Transfer students can also apply for exemption from languages. However they must receive approval from the Language Centre. The Language Centre will determine if students meet the criteria. This is based on the supporting documentation presented which provides evidence of their language level (the exit level from undergraduate studies or international certificate recognized by Università Bocconi).

International certificates

Students can choose to take one of the international certificate exams suggested by the University for the MSc program studied instead of the Bocconi exam. Students will then apply to have the result achieved recorded in their student's academic career and converted into a mark out of thirty by the Language Centre secretariat (the mark conversion table is published on the website at <http://www.unibocconi.it/languagecentre> in International certificates).

International certificates can be presented from the first year of the program.

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

Students are responsible for the costs associated with sitting the exams for international certificates.

For the purpose of registering international certificates in the academic career, certificates are valid for a period three years from the achievement date.

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

The table published on the website at <http://www.unibocconi.it/languagecentre> > international certificates contains the recognized certificates however for some levels there are no certificates because for that level there are no institutes recognized by Università Bocconi.

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

3.4

Curricular internships

All master of science degrees include an internship or similar activity in the program requirements, they are classified as compulsory educational activities. Internships are worth:

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

3.4.1 Characteristics of curricular internships

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

Duration

At least 12 weeks, in Italy;

At least 10 weeks, abroad.

In particular circumstances, subject to the prior approval from the Program Director, a part-time internship (in Italy or abroad) could be considered an option. However, 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 work world.

Internships are more than a mere practical application of academic studies; they give individuals a real opportunity to grow both personally and professionally.

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

Location

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

Positioning

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

Generally students carry out internships after the end of the first year.

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

However, for all MSc programs 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 Program Director, following the normal authorization and validation procedures which are described later on. However, internship activities must not clash with classroom activities;

- before enrolment in MSc programs however, after graduation. In this case there are various authorization and validation procedures which are described later on.

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

3.4.2 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 paragraphs);
- Program directors.

Students can also find internships by themselves. In this case, the program directors will carefully monitor the internship opportunity. Students must contact the Career Service or the SRI International Internship Office well in advance and in any case before starting the internship.

The Career Service and the SRI - International Internship Office work together with program directors to ensure that the internship characteristics (host company environment and tasks to be undertaken) are aligned as closely as possible to the educational objectives of both the MSc program and academic path.

Whatever canal is used to find an internship, the host company or organization and Bocconi sign a convention and agree on the objectives and contents of the training period. As the promoter of the initiative the University will prepare all the necessary legal documentation, check the quality of the training projects, and provide insurance coverage.

Approval and validation of internships

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

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

Furthermore, during the internship period, the teacher assumes the tutor role.

In rare case involving distance or other real difficulties, the teacher's authorization may be carried out via email. However, first the Program Director must evaluate the documentation which certifies the contents of the internship.

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

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

- a final paper written by the student (3 to 5 pages);
- a final assessment report completed by the company/institution tutor (module prepared by the University);
- a certificate of internship participation for internships taken with the Career Service;

- a specific registration form that contains the initial internship approval and the teacher's final evaluation (necessary for registering the internship in the student's academic career).

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

Registration

The internship must be recorded in the student's academic career by the deadline for applying to graduate (coinciding with the date of the final exam). Generally, internships 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, validation must be completed within the time needed to record the internship in the student's academic career by the deadline for applying to graduate.

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 SRI - International Internship Office (for which no compensation is provided) some contributions are available due to the sponsorship of Università Bocconi: for allocation criteria and application forms see the website at www.unibocconi.it/financialaid in Download Area.

3.4.3 Other activities similar to internships and their recognition

Internships are the principal and priority educational activities aimed at aiding students in the choice of a profession however there are also other activities which are defined as "similar activities" to internships including:

- Other specialized work experiences which have contracts that are different from those of internships. For example, part-time and full-time positions, apprenticeships, traineeships, and "lavoro a progetto" positions. The rules regarding duration, positioning and individuals who may provide contracts which have already been established for internships, are adaptable to these experiences.

In order to obtain recognition of these activities and receive credit points, students must give a copy of the company contract to the Career Service - Internship Office. Accordingly, the Career Service will start the verification process regarding the contract, internship authorization form, final evaluation which is to be signed by the program director and then send it to the Student Administration Centre for registration;

- in-the-field projects administered by MSc direction. These projects are promoted by a professor 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), testimonials from professionals (for ex., applications of methodological tools). These classroom activities are not part of the coursework which is included in the program requirements.

- In-the-field activities monitored by professionals or by a professor: case analyses, elaborations and presentation of the work (group or individual) to an outside professional or to a professor.

Given that internships must last 10-12 weeks (about 400-480 work hours), the in-the-field activities mentioned above are structured in the same way as an internship, in terms of hours and commitment.

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 internship forms.

3.4.4 Internships in Italy or abroad organized by the Career Service

The Career Service is the University's point of contact for all internship activities, with exception of the programs organized by the SRI International Internship Office (see 3.4.5).

The Career Service promotes internship opportunities both in Italy and abroad with public and private institutions:

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

In addition, the Career Service organizes all administrative procedures required by current regulations.

For students wishing to broaden their research horizons, the Career Service gives out useful information to assist them identifying other opportunities based on specific needs and interests. The Service also helps students to present themselves in the most efficient manner through individual consultation, seminars and group activities.

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

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

Participation in internships

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

- **internship;**

- **International Arts and Culture Program:** a program offering internship opportunities at cultural institutions in Europe and the rest of the world;
- **Curricular Internship Special:** this semi-annual publication contains internship opportunities at companies belonging to the Partners for Development and Associated Companies Program at the University;
- **Bocconi&Jobs:** the semi-annual career fair which gives Bocconi students the opportunity to meet company representatives from all sectors;
- **Presentations made by companies at the University:** companies present themselves and describe their programs for hiring potential candidates. The calendar for presentations is fixed every six months;
- **National Internship Program:** in collaboration with national industrial unions, this program facilitates contact with businesses which are operating in a number of Italian provinces. Students can return to their hometowns in order to participate in educational internships;
- **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 upon the desired curriculum and personal characteristics based on the contents of the educational project. During the internship, each student is supervised by both a company tutor and a tutor from the University.

Moreover, the Career Service collaborates with the Program Directors in support of the internships procured by MSc direction and facilitates the realization of other proposals (such as in class initiatives) aimed at presenting the specific internship opportunities for each master of science program.

Documents

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

Before starting an internship, students must collect the Educational and Orientation Project from the Career Service - Internship Office and give it to the company or organization involved.

Information and support

For more information, and to participate in seminars and individual consultations, you can contact the Career Service at:

Infopoint - Career Service and Internship Office

via Sarfatti 25
tel. 02 5836.2658/5004
e-mail: infobienni@unibocconi.it

Career Service

viale Isonzo 25
tel. 02 5836.5999
<http://www.cs.unibocconi.it>

3.4.5 International internships organized by the International Relations Service

The International Relations Service (SRI) - International Internship Office of Università Bocconi offers three different international internship programs with 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 abroad: Embassies, Consulates, Italian Cultural Institutes, Italian Permanent Representatives belonging to International Institutions;

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

Participation in the programs

All students may take part in the International Internship Program as long as they satisfy the necessary language requirement. More specifically, the student must have a good command of the corporate language of the host institution.

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

For more information about specific requirements, consult the website at <http://www.ir.unibocconi.it/internship>.

Documents

Students who would like to take part in these programs must send the following documents by the given deadlines. Documents must be in Word (all in one file) and sent via email to international.internship@unibocconi.it:

- curriculum vitae and a motivation letter in Italian (one for each institution the student is applying for);
- curriculum vitae and a motivation letter written in the language used by the institution, (one for each institution the student is applying for) except for the Embassies Programs.

To complete their applications, students must also send the following documents in print form, by the given deadline:

- application form and the form regarding legal consent for the protection of personal data (collected from the SRI - International Internship Office or downloaded from <http://www.ir.unibocconi.it/internship>);
- photocopies of any language certificates;
- 2 photographs, signed on the back;
- certificate of enrollment or of graduation with academic career (can print at Punto Blu).

For the International Organizations Program students also need:

- forms from the individual institutions, if necessary (ask for them at the SRI - International Internship Office).

For the Embassies Program students also need:

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

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

Periods and deadlines

Internship opportunities procured by the SRI - International Internship Office are promoted through the “International Internship” newsletter 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 2007

Application deadline: 13 October 2006

Module 2

Internship period: April-June 2007

Application deadline: January 2007 (date to be finalised)

Module 3

Internship period: July-September 2007

Application deadline: March 2007 (to be finalised)

Module 4

Internship period: October-December 2007

Application deadline: June 2007 (to be finalised)

Embassies Program

3rd announcement 2006

Internship period: 15 January - 15 April 2007

Publication: 20 September 2006

Application online by: 9 October 2006

1st announcement 2007

Internship period (indicative): April - July 2007

Publication: January 2007 (to be finalized)

Application online by: January 2007 (to be finalized)

2nd announcement 2007

Internship period (indicative): September - December 2007

Publication: April 2007 (to be finalized)

Application online by: May 2007 (to be finalized)

Each week, offers for “Last Minute” internships may appear on the website.

Internet site

For updates and more information about the programs described herein, consult the website of the SRI - International Internship Office at: <http://www.ir.unibocconi.it/internship>. The website includes:

- the “International Internship” newsletter and “Last Minute” opportunities;
- all the reports from ex internees;
- possible changes to the aforementioned deadlines and information.

For more information

International Relations Service (SRI)

via Sarfatti 25 - 20136 Milan

second floor - room 226

<http://www.ir.unibocconi.it/internship>

tel. 02 5836.2253

fax. 02 5836.2207

e-mail: international.internship@unibocconi.it

3.5 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 teaching projects thus providing Bocconi students and teaching staff invaluable international experience.

Thanks to its network of international relations, Università Bocconi is able to offer its students opportunities to acquire the kind of business training necessary for dealing with global economic developments.

International study programs:

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

3.5.1 Long programs

Exchange Program

The Università Bocconi “Exchange Program” (including the Socrates/Erasmus networks) deals with student exchanges under bilateral agreements with over 150 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 field of management, economics and social sciences. In fact, Università Bocconi belongs to 2 of the most prestigious international networks, CEMS (Community of European Management Schools) and PIM (Partnership in International Management).

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

Eligibility and requirements

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

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

Application and deadlines

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

For detailed information about the Exchange Program, to read reflections written by students who have been abroad in the past few years and to check the list of recognized courses, students are invited to 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 5.12 “Credit for exams passed at universities abroad”.

Free-Mover Semester Program

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

Application procedure

Students should directly contact the host institution and ask for course programs and details of the

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

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

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

Exam recognition

Students can receive credit for a **maximum of 30 credit points**.

The credit approval procedure is explained in paragraph 5.12 “Credit for exams passed at universities abroad”.

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

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 at the end of their studies, both the Italian Master of Science degree from Università Bocconi and a foreign Graduate level degree from the partner University.

This program is characterized by its reciprocal recognition of credit for the exams taken at the partner university and the preparation of only one thesis. It requires more commitment overall than the standard duration of the program.

Application procedure

With reference to the 2007-2008 a. y. selection will take place in the months of March-May 2007. The selection rules will be released by February 2007.

Students who meet the selection criteria will be admitted, such criteria include:

- enrolment in the first year of the MSc program involved in the program;
- graduation grade equal to or greater than 100/110;
- English level of at least C1, verified by either an International language certificate, the Bocconi exam registered in 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

The complete list of partner universities and available destinations for the 2007-2008 a.y. will be available on the International Relations Service website at: <http://www.ir.unibocconi.it> in 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 world's leading companies. The objective of the master is to create multicultural and multilingual managers who have the ability to understand and adapt to diverse cultures and the know-how to operate in European and international business environments.

The program features, during the second year of the MSc, an exchange semester, an internship abroad as well as supplementary educational activities (skill seminars, week-long seminars in either Italy or broad, 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 superior than 99/110.

Students are admitted based on academic merit, language skills in at least two foreign languages, and interviews that should be held in the months of February-March.

For more information, dates and deadlines students can visit the webpage of the International Relations 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 (Barcellona), Freie Universitat 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 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 2007-2008 a.y. selection will take place in the months of March-May 2007. The participation rules will be released by February 2007.

Students who meet the selection criteria will be admitted, such criteria include:

- enrollment in the first year of the MSc in Law;
- excellent academic performance;
- English level of at least C1, verified by either an International language certificate, the Bocconi exam registered in 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.

3.5.2 Short programs

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

different cultural, social and economic environments.

Campus Abroad

The month-long Campus Abroad Programs are organized by Università Bocconi in collaboration with foreign partner schools, and are generally held during the period in which lessons are suspended. The programs aim to expose students to an international context by combining a Bocconi course with a series of “country specific” activities (seminars and visits to local companies and institutions).

Eligibility and requirements

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

Exam recognition

The exam passed as part of the Campus Abroad Program is a Bocconi exam therefore the “credit approval” procedure is not necessary. To have exams and credit points registered in academic careers students must pass the exam and participate in both lessons and related activities. Participation in all activities and presence for the entire period of the program is compulsory.

For the registration procedure see paragraph 5.12 “Credit for exams passed at universities abroad”.

3.6

Integrative activities: courses and seminars

Università Bocconi offers its students integrative activities which are designed to deepen their cultural understanding and complement the degree program requirements.

The portfolio of integrative activities includes:

- Research seminars organized by the Library – <http://www.unibocconi.it/library>
- Interdisciplinary courses which form part of the Sapere a Tutto Campo program <http://www.unibocconi.it/interdisciplinari> (Italian version)
- Language and culture courses organized by the Language Centre <http://www.unibocconi.it/languagecentre>

The portfolio of integrative activities for 2006-2007 is published around September (in any case before the start dates of any initiatives) at the address <http://www.unibocconi.it/integrativeactivities>: more detailed information including programs and calendars are published on the websites of the services who offer these activities.

For students enrolled in MSc programs participation in integrative activities is optional.

The general rules for integrative activities are set out below:

- **sign-up application procedure:** through the yoU@B student diary during 2 periods:
 - from 20 to 26 September 2006 for first semester activities;
 - from 8 to 19 January 2007 for second semester activities.

When signing up students can choose up to 3 choices (max) in decreasing order of preference.

Students can also indicate if they intend taking just 1 of the 3 indicated or if they intend taking 2 (if it is possible to assign everyone a course and there are still places available);

- **assigning courses:** sign-up applications are accepted on the basis of the course year at which the initiatives 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 second semester priority is given to students who missed out on their preferences (or who did not apply) in first 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 at initiatives, 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 also passed the final assessment item.

4. EDUCATIONAL ACTIVITIES

4.1

Teaching activities for courses included in the degree program requirements

4.1.1 Educational model

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

1 credit point corresponds, for courses included in the degree program requirements, to 8 hours of lessons.

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

Some courses also provide online technology as multimedia support to class teaching. These courses are specified in the annual teaching activities program. Furthermore, from 2006-2007 the webcasting and e-learning projects will be launched.

The webcasting project involves video recording all teaching sessions for a course allowing them to be transmitted on-line via the Internet.

The e-learning project makes use of multimedia to support traditional learning methods and creates a collaborative learning space. Tutors are involved in the preparation of websites and development of course-specific software.

4.1.2 Attendance at lessons

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

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

4.1.3 Class groups

The teaching activities are organized into class groups, for the 2006-2007 year, class groups for compulsory courses of all programs have around 100 students for each, with the exception of the CLG-LS program (around 120 students per class group) and the DES-LS program (around 80 students per class group).

For the 2006-2007 a.y. 20 class groups have been scheduled for compulsory courses. In particular:

	First year
class groups from 1 to 3	M-LS (in Italian)
class group 4	M-LS (international class group taught in English)
class groups 5 and 6	MM-LS
class group 7	OSI-LS
class groups 8 and 9	AFC-LS
class group 10	CLAPI-LS
class groups 11 and 12	CLEFIN-LS (in Italian)
class group 13	CLEFIN-LS (international class group taught in English)
class group 14	CLELI-LS
class group 15	CLEACC-LS
class group 16	DES-LS (in Italian)
class group 20	DES-LS (international class group taught in English)
class group 17	CLEMIT-LS
class groups 18 and 19	CLG-LS

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

The compulsory courses of the second year of the CLG-LS are assigned class groups 18 and 19.

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

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

4.1.4 English language refresher class groups

There are some level B2 class groups scheduled for the first semester of the 2006-2007 a.y. reserved for first-year students only. These courses go over the language basics and aim to give students an optimal preparation to help them take on the curriculum courses which are scheduled in the second

semester.

These courses provide 2 hours of classroom teaching per week which should be complemented by individual study via the use of multimedia learning systems.

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

Sign-ups are accepted in accordance with the sign-up order until the maximum number of 100 students per class group is reached.

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

4.1.5 Preparatory courses

Preparatory courses are offered before the start of first-year lessons (in the period 4-15 September 2006). They are designed particularly for those students who during undergraduate studies attended programs 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 list of course are published on the Internet at the address <http://www.unibocconi.it/classtimetable>.

The course profiles are published on-line at www.unibocconi.it/profiles.

4.1.6 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 in such a way that provides 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 program only). As a consequence, class timetable clashes between compulsory courses, electives and languages are avoided.

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

The second year class timetable

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

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

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

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

In addition, there are no teaching activities scheduled for another two specific time slots (Mondays and Thursdays 6:00pm-7:30pm) because in those times are dedicated to company presentations organized by the Career Service.

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

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 and computer skills bulletin boards in the same place).

After enrolment, students can see and print their **personalized class timetable** at Punto Blu terminals or through 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 2006-2007 a.y. will follow the schedule below:

- first semester: from Monday 18 September 2006 to Friday 22 December 2006;
- second semester: from Monday 19 February 2007 to Friday 1 June 2007.

There is a brief study period (from Saturday 2 June to Wednesday 6 June) after the end of the second semester and before 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.

4.1.7 Suspension of lessons

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

- Friday 6 October 2006
- Saturday 7 October 2006
- Friday 15 March 2006
- Saturday 16 December 2006

- Friday 16 March 2007
- Saturday 17 March 2007
- Friday 18 May 2007
- Saturday 19 May 2007

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

- first semester: from Thursday 2 November 2006 to Wednesday 8 November 2006;
- second semester: from Monday 2 April 2007 to Saturday 14 April 2007.

Teaching activities are also suspended on following days:

- Wednesday 1 November 2006
- From Thursday 7 December to Saturday 9 December 2006
- Wednesday 25 April 2007
- Monday 30 April 2007 and Tuesday 1 May 2007.

4.2 Support activities and academic representatives

4.2.1 Tutor assistance

There are 2 types of tutor assistance offered for graduate studies:

- course level assistance - which 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, realization of the 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 - this aims to provide students with guidance and support to ensure that they can be actively involved in the studying process during the whole course.

4.2.2 Student consultation hours

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

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

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

4.2.3 Evaluation

Bocconi has a detailed evaluation system designed to check the quality of the education process which also involves the student's direct input. From this point of view the main activities include:

- Interim controls carried out through the “**class group representatives**”. Each class group appoints 2 students to act as their own "representatives" who have the task of representing the entire class group by liaising with the teacher, acting as their spokesperson in presenting their observations and some suggestions and outlining any difficulties that may have arisen during the semester. The main role of the class representatives is to create an environment which favours more interaction between teachers and students. In fact, the Course Instructor is invited to periodically meet with these students and at the end of the semester they discuss the general outcome of the course and if needed, the results of the evaluation program.
- Gathering students opinions by issuing surveys which are organized at specific points during the student's university studies, including:
 - mid-semester (considered “partial evaluation”): survey carried out voluntarily by students at the teacher's request, aimed at gathering 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: survey carried out close to end of the teaching period; involves all teachers and courses activated in academic programs including language
 - end-of-year: survey carried at the end of the first year of study, aimed at gathering 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). This survey can be completed on-line (via the yoU@B diary) and it is made available to students when enrolling in the next academic year
 - overall university experience: survey of students about to complete their studies, aimed at gathering information on the quality and effectiveness of the curricula, on the study experiences and on the main support services (ISU Student Assistance and Financial Aid, Career Service, International Relations Service). In this case the questionnaire is completed on-line (via the yoU@B diary) and it is made available to students around one month before the deadline for completing the application to graduate.

4.2.4 Course Director

All courses offered have a **Course Director** that devises the course syllabus, assessment methods and textbooks and is responsible for ensuring coherency from both the point of view of the teaching and the assessment methods in all the class groups for which he or she is responsible. The Course Director is also responsible for organising the teaching staff in all the class groups where the course is taught. In addition the Course Director is in charge of the individual results of the course evaluation questionnaire filled in by students regarding the individual class groups of the course.

5. EXAMS

Introduction

Assessment methods such as exams and other types of exams 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 recognised by the University).

* With regards 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 Program Director or his/her delegate.

5.1 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/profiles> where students can read, print or save the profiles on file by following the indications given on the site. To help students in choosing courses on the basis of the course contents, the course profiles are published on the site well before the start of lessons. Substantial variations to the course profiles are not envisaged during the year, except for some minor changes to the textbooks that may be made as a consequence of new publications or updated material that were not available when the profile was finalized.

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

5.2

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 Institute secretariat 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 instructor.

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

- active class participation;
- quality of individual assignments completed during the semester;
- quality of group assignments;
- result(s) of exam(s), written and/or oral 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 masters of science is characterized by teaching activities which aim to encourage interaction between students and teachers.

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

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

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

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 according to the class group they attended.

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

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

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

5.3

Marks

Exams are marked out of thirty.

Assessments are always individual.

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

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

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

Exams that are awarded a sufficient mark are considered to have been passed and cannot be retaken.

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

5.4

Exam conduct

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

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

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

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

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

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

Only the exams passed are recorded.

5.5

Exam commissions

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

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

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.

5.6 Publication of exam results

Exams and other assessment items are public.

The results of written exams are available from the Institute secretariats responsible for the courses and also generally published on the Bocconi Internet site, where they can be accessed through 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.

5.7 Course prerequisites

There are no course prerequisites: however students are advised to follow the teaching activities of courses in order (first or second semester).

5.8 Exam calendar and timetables

The exam calendar is organized in periods that do not coincide with the periods when lessons are held.

All courses have 3 exam sessions scheduled during the year in which the teaching was offered, with the exception of foreign languages that have 5.

Exam distribution includes 2 sessions held at the end of the teaching semester and the third and last one is considered as 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.

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 plans has finished.

For all MSc students the exam periods and sessions are organized as follows in the table below:

Period		1 st semester courses	2 nd semester courses
From	To		
02/11/06	08/11/06	1 st partial exams	
Period I			
08/01/07	27/01/07	2 nd partial exams	
08/01/07	27/01/07	1 session	
29/01/07	17/02/07	1 session	
Period II			
02/04/07	14/04/07		1 st partial exams
Period III			
07/06/07	23/06/07		2 nd partial exams
07/06/07	23/06/07		1 session
25/06/07	28/07/07		1 session
Period IV			
03/09/07	15/09/07	1 session	

Note

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

The third session for second semester courses will be held in the period October - November 2007.

For students who are carrying out internships (in Italy or abroad) or participating in Exchange, Free-Mover, Master CEMS, Themis and Campus Abroad Programs over the summer of 2006 there are additional exam periods for second semester courses scheduled during the period 2-13 October 2006.

In addition, prior to the January 2007 session, there is an early session scheduled during in the period 11-21 December 2006 session organized for those students who:

- are participating in Exchange, Master CEMS, Themis and Free-Mover Programs in the second semester of the 2006-2007 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 period January - February 2007.

Please note that students can not sit exams for previous year's courses in such period.

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

The exam calendar and timetable for the period November 2006 - September 2007 are published in the second half of September 2006 on the University Internet site at <http://www.unibocconi.it/examtimetable>.

During the year the date or time of an exam session may be changed (only to a later date or time), in which case students do not need to re-register for the exam since their registration is automatically transferred to the new date/time.

Exam dates are updated daily on the Internet site, so that if the date or time is changed, the new date or time is displayed and students may check the original date or time of the exam session by clicking on the relative exam icons.

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. Through 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.).

Changes to the exam timetable are displayed on the “Exam Timetable Changes” bulletin board located on the ground floor of the University building at via Sarfatti 25.

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

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

The classrooms allocated for exams are released daily:

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

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

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

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

5.9

Exam registration procedure

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

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

- Saturdays and Sundays;
- holidays and periods when the University is closed, as indicated below:
 - for 2006: 1 November, 7 and 8 December and from 24 to 31 December;
 - for 2007: (up to the September period): 6 January and 2 June.

To register for exams students must have paid the university fees and taxes and have no academic penalties.

To register, select **IP exam registration**: a list of the un-passed courses included in the study plan appears. Students should select the type of exam they want to register for (**O** = oral; **S** = written, **I** = partial exam); it is possible to register and cancel.

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

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

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

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

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

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

5.10

Credit for international foreign language certificates

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

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

5.11

How to calculate the grade point average (GPA)

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

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

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

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

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

5.12

Credit for exams passed at universities abroad

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*, Master CEMS-MIM and Themis Programs 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 Program and 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 (unless they are international language certificates).

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 either the Exchange or Free-Mover Programs. Credit can be granted for a maximum of 4 courses and requires approval from the 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 the “credit approval” phase as long as referring to Bocconi courses.

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

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 who will receive the academic transcript from 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 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 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 Office.

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

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

On completion of the program, the International Relations 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.

6. THESIS

6.1 Contents

In order to obtain the master of science degree, the final exam requires students to **present** and **defend** their **written** thesis in front of the Degree Commission.

The thesis significantly shapes the student's educational experience. It is the result of research carried out under the supervision of the thesis advisor on a topic linked to the main discipline of the student's curriculum. The topic of the thesis does not necessarily have to be associated with a course included 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 relevant to the appropriate fields and analyze in-depth the topic in both a logical and original way. Whilst at the same time addressing the theoretical, applicative and empirical aspects.

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 IT procedure involving the assignment and submission steps. The Service may also offer guidance during the assignment step.

Students deal with the thesis 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 www.unibocconi.it/graduatedegrees in Thesis and graduation Z Guide to writing a master of science thesis. This guide was designed to aid students in the writing of their thesis. The Guide is published in 2 different volumes: one is for students studying economics and management program and the other one is for students studying the Law program. There may be additional indications for each single degree program, according to the specific topics studied in each program. Any such indications will be given by the Program Directors, and will in any case be communicated by the thesis supervisor as candidates write their theses.

The thesis is developed according to the following steps:

- assignment;
- preparation;
- administrative requirements for graduation (choosing the thesis title, entering the abstract, obtaining the approval for submitting the thesis, completing the application and submitting the thesis);

- acceptance into the graduation session;
- Degree Commissions;
- graduation and awarding of the graduation grade.

6.2 Assignment

The thesis is formally assigned by the thesis advisor, who will specifically supervise the progress of the thesis.

Students access the Thesis Procedure in order to check the names of all the thesis advisors according to their rank and qualifications which have been defined by the Faculty Council.

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 thesis presentation (defence). There is one discussant only.

The discussant is among the professors that can assume the role of thesis advisor according to his/her rank and qualifications which have been defined by the Faculty Council.

The Institute of reference for the thesis is the one that the thesis advisor belongs to.

Students can request to cancel the assignment. However, it is only possible to apply for another thesis with the same or different institute if the student has already requested cancellation.

Students can apply to have their thesis cancelled through the Thesis Service of the thesis advisor’s Institute of reference.

6.3 Preparation

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 degrees taught in Italian can opt to write the thesis in either Italian or English. Whereas, students enrolled in degrees taught in English must write the thesis in English.

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

The thesis also has an abstract which concisely summarizes the main topic of the thesis.

6.4 Administrative requirements for graduation

6.4.1 Choosing the thesis title

Final-year students:

- complete the “Choice of thesis title” form, 2 copies will be issued. The following details must be included on the form:
 - student ID
 - surname and name
 - program of study
 - academic year
 - year of study
 - thesis title
 - name of the thesis advisor
 - Institute of thesis advisor
 - name of the discussant
 - language of the thesis

This form must be signed by the thesis advisor. This “Choice of thesis title” form can be downloaded from the Bocconi website;

- 1 completed copy must be handed in at the Thesis Service of the thesis advisor’s Institute;
- 1 completed copy kept by the student.

6.4.2 Entering the abstract

Final-year students when nearing completion of the thesis should:

- access the thesis procedure and enter the abstract. The abstract concisely summarizes, in a fixed number of lines (around 250 words) the thesis topic and it can be modified up until the deadline for reserving the graduation session.

6.4.3 Submission approval

Final-year students:

- download and print the approval form 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 (the contents of the CD ROM have been written by the student and approved by the thesis advisor) and signed by the student;
- submit the following items 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 advisor's Institute of reference.

6.4.4 Application to graduate

Final-year students:

- **apply to graduate** via Punto Blu or Virtual Punto Blu, by selecting the “Application to graduate” option and respecting the deadlines.

Students can sit exams during this period and until the end of it. Students do not need to have already passed of all the exams in the program structure in order to complete the application to graduate. In fact, students are recommended to submit their application before submitting the thesis.

The “Application to graduate” option will check the following:

- inclusion of the title in the system/thesis procedure;
 - regularity of the student's status (administrative position):
 - enrolment in the **2005-2006 a.y.** for those students that intend to graduate in the first session of 2007 (16-17 March)
 - enrolment in the **2006-2007 a.y.** those students that intend to graduate in the second and following graduation session(s) of 2007 and by the first session of **2008** (as a guideline the first session will be held in March). Please note that students who intend to graduate:
 - in the second session of 2007 (18-19 May) are obliged to enrol in the 2006-2007 a.y. and pay the first instalment of university fees and taxes;
 - from the third session of 2007 (15-26-27 July) are obliged to enrol in the 2006-2007 a.y. and pay all university fees and taxes;
 - regularity of the student's financial position.
- **must declare**, when applying to graduate, that:
 - they do not have any ISU irregularities;

- they will not incur any Library irregularities by the end of the graduation session.
- Can **check** once the procedure has carried out the verification process:
 - see the thesis title;
 - see all the educational activities included in the program structure which need to be completed;
 - see the GPA;
- enter:
 - any changes to the mailing address to where the degree diploma will be sent;
 - the mailing address to where the printed copies 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, by the set deadlines **complete**:
 - from the day after the application to graduate has been completed **the placement form** designed to compile a “CV Book” that following graduation will be sent to Bocconi contacts including companies, public and private organizations as well as professional studios. This aims to enhance recruitment opportunities;
 - from around one month before the deadline for the graduation session, **the evaluation of the university experience questionnaire**. This questionnaire forms 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.

6.4.5 Final submission

Once the **approval form** has been handed in and the **application to graduate** completed, final-year students can go to the “Thesis Submission” assistance point indicated on the graduation calendar and:

- **submit** the thesis by the deadline which is indicated on the Graduation Calendar
 - the thesis must be submitted on CD-ROM in the correct pdf format;
 - the authorization for printing and binding;
 - 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 copies required for the thesis presentation.

Students accepted to graduate will be issued with two copies of their thesis around two weeks before the defence. They will be sent to the specific address provided when applying to graduate.

6.5

Graduation acceptance

After the period for completing applications to graduate 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 already been submitted;
- all educational activities included in degree curricular are registered (except for the credit points for the thesis);
- there are no ISU irregularities;
- there are no Library irregularities.

The thesis will only be submitted to the Degree Commission for assessment if all of the criteria to graduate are fulfilled.

Students will receive notification about acceptance to graduation via an online message sent to their yoU@B diary. This message will also contain the student's GPA.

6.6

Degree Commissions

The thesis is evaluated by the Degree Commission and the thesis advisor is also a member. The Commission consists of at least 5 members.

The Commissions are appointed by the Rector or one of his delegates, from among the heads of the academic faculty and are presided over by a tenured professor (level I or II), who can also take on the role of thesis advisor and/or discussant of one or more theses subject to assessment.

These Commissions are made up of professors, researchers and field experts such as experts on the thesis topic and educational activities included in the student's academic career.

The Commissions consist of at least 5 members including:

- the thesis advisor;
- the discussant;
- at least three other professors.

6.7

Graduation and awarding of the graduation grade

To perform the thesis presentation students must have already gained all the credit points for their degree curricular with the exception of those to be awarded for the thesis.

Students enrolled in degrees taught in Italian can opt to present and defend the thesis in either Italian or English. Whereas, students enrolled in degrees taught in English must present and defend the thesis in English.

The thesis presentation involves:

- the oral presentation (around 20 minutes);
- the defence involves answering questions and discussing issues raised by the members of the Degree Commission. In addition, those theses considered excellent will also have an extra element involving the discussant.

On completion of the presentation students will exit and then the Commission will determine the student's graduation grade.

The overall classification is expressed out of 110.

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

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

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

- in calculating the graduation grade a mark of 30 "cum laude" is awarded the value of 31;
- marks for courses taken to resolve Ministerial and Bocconi requirements are not taken into consideration;
- a maximum of 2 additional exams are taken into consideration (in cases where students have passed more than 2 additional exams, their 2 best results will be used);
- 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 the specific conversion table.

The **thesis is evaluated** on the quality of its contents, presentation and defence.

The contents of the thesis are evaluated on the level of clarity and accuracy of the written document as well as the student's ability to summarize. The score awarded is based on the complexity of the topics covered, the completeness and depth of analysis, the literature cited, the methodology applied and both the quality and accuracy of empirical analysis. Originality and degree of innovation are also important factors. In addition, the suitability of the conclusions reached is also assessed.

The presentation is evaluated on the student's ability to express oneself clearly, plan and organize a well structured presentation, apply critical reasoning, analytical skills and respond appropriately to the questions and issues raised by the Commission.

A high GPA does not guarantee that the student will receive a high score for the thesis. Moreover, a thesis that is profound and original can be awarded a high score, regardless of the student's GPA.

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

The Commission can unanimously award "lode" (cum laude) to students who satisfy the following conditions:

- have their score increased as a result of the evaluation of their thesis and overall curriculum equal to 7 points;
- graduation grade is 110.

On completion of the presentation students will exit and then the Commission will determine the student's graduation grade. Then, in the student's presence, the Commission will proclaim that the student has graduated and announce the graduation grade.

6.8 Important reminders

- The thesis presentation agenda (day, time, room and Degree Commission) can be checked from the student's diary yoU@B. It is also posted on the dedicated bulletin board 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 concludes students can ask the Commission to return the printed copies of the thesis. The Student Administration Centre will not return any copies.
- In general, from the **first** working day, following the thesis defence, graduates equipped with their Bocconi ID card, can print at Punto Blu terminals graduation certificates. Graduates who require an official certificate can request it at the Student Assistance Desk. Please note that the official certificate will only be issued if graduates bring along the correct '*marca da bollo*' (pre-paid stamp duty).
- The degree diploma will be sent to the graduate's address provided when the graduation session was reserved.
- If students cancel the thesis presentation they must repeat the procedure via Punto Blu or Virtual Punto Blu and reserve 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 at the Student Assistance Desk of the Student Administration Centre (Mondays to Fridays from 8am to 4pm). After re-enrolling in the new academic year and regularizing the financial position, students can submit another application to graduate.

6.9

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 submission of the thesis and the assistance point where to hand it in;
- deadline for taking the last exam.

7. ADMINISTRATIVE REGULATIONS AND DEADLINES

7.1

First year procedures and administrative deadlines

7.1.1 Choice of foreign languages

Students must choose the foreign languages and course levels they want to attend when completing enrolment (from 13 September to 29 September 2006).

Students enrolled in the MSc in Law 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 completing enrolment, in the second year they will be asked to confirm their choice made in the first year when enrolling in the academic year.

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

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

Over the period 8-31 January 2007, students must choose the compulsory courses (for the M-LS) or electives (for the DES-LS) that will be included in study plans. This can be carried out through Punto Blu or Virtual Punto Blu.

Students can also modify their choices in this same period.

7.2

Rules for the second year of the program

7.2.1 Access to program years following the first

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

After the first year of the program, students can enrol in the second year or in the first year as repeating or academic progress recovery students.

After the second year, students who have not yet completed their studies must enrol as supplementary year students; however they still have the possibility to enrol as repeating students. Only students who are enrolled in the academic year as “regular” or “repeating”

- are allocated a class group for lessons.

In addition, all students

- 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 certificates for the relevant academic year.

7.2.2 Administrative procedures and deadlines for enrolment in the second year

Enrolment must be carried out during the period **1 August - 4 September 2006** through Punto Blu or Virtual Punto Blu.

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

- their “enrolment” and “official academic transcript” certificates;
- their personalized class timetable;
- their personalized exam timetable.

Enrolment in the academic year is completed once the first instalment of the university fees and taxes has been paid and recorded in the student’s academic career. If the first instalment of the university fees and taxes is not paid by 15 September 2006 students will not be able to carry out any administrative or teaching activities or make use of any services offered to students.

Students who do not enrol by 4 September 2006, for whatever reason, can enrol during the period **11 September - 31 December 2006** * on payment of a late-enrolment fee (for detailed information go to 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 2006** enrolment is only possible as a “supplementary year” student or “academic progress” recovery students and only if the Rector agrees to accept a written justification and request for an extension of the payment deadline which must be submitted, together with payment of the relevant penalty fees, to the Student Assistance Desk of the Student Administration Centre.

* Since 31 December 2006 is a holiday, the deadline is extended to the next working day (2 January 2007).

7.2.3 Foreign languages – changes and application for exemption

Second-year students can change the first and/or second language via Punto Blu terminals or Virtual Punto Blu in the period 8-31 January 2007.

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

More information is available in chapter 3.3 “Foreign languages” and on the website at www.unibocconi.it/foreignlanguages.

7.2.4 Choice of a second foreign language for law students

Law students can add a second foreign language worth 6 credit points to their study plan instead of “seminars”. Please note that it is not possible to have credit points recognized for an international language certificate recorded in the student’s undergraduate academic career or a language taken as an additional course.

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 between **1 August – 4 September 2006**.

For further information about the choice of foreign languages and courses offered see chapter 3.3 “Foreign Languages” and the website at www.unibocconi.it/languagecentre.

7.2.5 Choice of electives

When enrolling in the second year students must **choose** their major and both first and second semester electives to be included in the study plan, when they enrol in the third year (1 August - 4 September 2006).

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

Before choosing the major and electives, students are advised to check the list of courses available, course profiles, class timetables, and the list of incompatible and prohibited courses published on the website at www.unibocconi.it/graduatedegrees in Incompatibile and prohibited courses.

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 9 September:

- allocation of first and second semester electives will take place for all students except those who have chosen the “free track” study path;
- students will receive a message about the result of allocation in their yoU@B student diary.

Students who choose the “personalized academic major free track” will not be able to see their chosen elective courses on Punto Blu or Virtual Punto Blu until after their study plan, approved and signed by the Program Director or his/her delegate, has been sent to the Student Administration Centre.

Allocation is based on a scale that takes into account the alternatives expressed by students and 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 15. For courses taught in English the minimum number is 10.

Elective courses must not have more than 120 students.

As a guideline the following courses have around 30 students: cod. 8171 Laboratorio di beni culturali e mercato dell’arte [Cultural heritage and the arts market workshop], cod. 8173

Laboratorio di editoria e media [Publishing and media workshop], cod. 8175 Laboratorio di spettacolo ed entertainment [Performing arts and entertainment workshop], 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 process for arts and media workshop]. Moreover, allocation is based on a scale that takes into account the alternatives expressed by students, sign-up position and gives priority to the students enrolled in the CLEACC.

The following students are not included in the abovementioned limits:

- “incoming” students participating in international programs.

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

During the period 11-29 September 2006:

- students who were not allocated either their preferred elective course or courses chosen as alternatives, and
- students who obtained permission to change their MSc degree;

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

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

Students who enrol in the academic year after 4 September and especially during the period 11 September 2006 - 31 December 2006 *, can choose their first and second semester electives from the list of electives that are still available at the time of enrolment.

* Since 31 December 2006 is a holiday, the deadline is extended to the next working day (2 January 2007).

7.2.6 Changing first and second semester courses with second semester courses

In the period 8-31 January 2007 students can change their first and second semester electives included in their study plans with other second semester electives of the current academic year. Changing electives is subject to the maximum number of 120 students.

7.2.7 Academic year enrolment procedures

The enrolment procedures are as follows:

- from the main menu at any Punto Blu terminal or Virtual Punto Blu select the “Enrolment in academic year” option;
- enter the enrolment data requested.

At this point, the procedure gives second-year students the option to choose electives. If the elective is taught in both Italian and English then students are asked to specify the language. In addition, MSc law students will be offered the possibility to add a second foreign language to their study plan instead of “seminars”.

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

7.2.8 Additional courses

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

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

Students can choose additional courses by completing the relevant form that can be collected from the Student Assistance Desk of the Student Administration Centre during the period 1 August 2006 - 31 January 2007.

Additional courses can be cancelled by submitting an application in writing to the Student Administration Centre.

7.3 Changing Master of Science program

7.3.1 Rules

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

After the completion of the first year, students who apply to change their MSc program may be admitted to the **first** year of the new MSc program, respecting any numerical limits that have been set.

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 program 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 degree are considered to be **equal** (some exams in common);
- exams are **to be integrated** if they are 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 program's 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**.

Please note that compulsory courses taken as part of the original degree which are not included in the program structure of the new degree can be recognized as additional or elective courses if approval is given by the program director.

7.3.2 Numerical limits to changing MSc program

The Faculty Council has set for the 2006-2007 a.y. the following numerical limits: 5 places 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 student's GPA, number of credit points gained and exam marks will be determined.

Applications will be evaluated by the Program Director.

7.3.3 Administrative procedures and deadlines

Students can submit the application to change MSc program (the application form can be collected and handed in at the Student Assistance Desk of the Student Administration Centre) during the period 1 August - 4 September 2006. The same deadline applies for cancelling or modifying the any applications previously submitted.

In order to submit the application to change MSc program students must already be enrolled in the 2006-2007 a.y. in their **original** degree.

The results will be released on **13 September 2006**. The lists, divided according to each MSc program, will show all student who have been:

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

7.4

Exercising the option to change to the Combined Bachelor and Master of Science program in Law

7.4.1 Rules

The Ministerial Decree of 25 November 2005 defines the class of the combined bachelor and master of science program in Law as a five-year path, aimed at professional competencies in law.

Students who enrolled in the undergraduate degree program in Law for the 2005-2006 a.y. or in previous years, may continue the undergraduate program and finish the educational path with the master of science program in Law which will remain active until completed, or transit to the five-year combined bachelor and master of science program with recovery of debits.

The following describes the administration criteria for Bocconi students and students from other universities who, enrolled in an undergraduate degree program in Law (field of study 31) or in a master of science program in Law (field of study 22/S), wish to be admitted to the combined five-year bachelor and master of science 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 program;
- students who have acquired at least 24 credits from the first year of the combined bachelor and master of science program may be admitted to the second year;
- students who have acquired at least 90 credits from the first and second year of the combined bachelor and master of science program may be admitted to the third year;
- for Bocconi students, there is no limit to the number of exams and credits which are 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 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 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 undergraduate degree program in Law or the master of science program in Law may exercise this option in any program year;

- 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
1 st Undergraduate (UG)	1st Five-year (F-Y)	1st F-Y	1st F-Y	1st F-Y	1st F-Y
2 nd UG	2 nd UG	2nd F-Y	2nd F-Y	2nd F-Y	2nd F-Y
3 rd UG	3 rd UG	3 rd UG	3rd F-Y	3rd F-Y	3rd F-Y
1 st Master of Science (MSc)	1 st MSc	1 st MSc	1 st MSc	4th F-Y	4th F-Y
2 nd MSc	2 nd MSc	2 nd MSc	2 nd MSc	2 nd MSc	5th F-Y

Therefore, please note that:

- for the 2006-2007 a.y., students may only be admitted to the first year of the combined bachelor and master of science program;
- for the 2007-2008 a.y., students may only be admitted to the first or second year of the combined bachelor and master of science program;
- for the 2008-2009 a.y. and those following, students may only be admitted to the first, second or third year of the combined bachelor and master of science program;
- students enrolled in the undergraduate program in Law (field of study 31) or the master of science program in Law (22/S) should keep in mind that teaching of the first year of the master of science program of the 22/S class will be active only up to the 2008-2009 a.y.

7.4.2 Numerical limits to options

For the 2006-2007 a.y., only 60 students may exercise this option; this number will increase when the number of students enrolled in the first year of the combined bachelor and master of science program in Law is less than the number of available places (300).

If the number of applications is greater than the number of places then a ranking list will be determined, based on the number of credit points gained and an average of the exams marks of exams passed by July 2006.

7.4.3 Procedures and administrative deadlines

The Evaluation Committee – comprised of a professor (the Program Director of the combined bachelor and master of science program in Law 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 2006-2007 a.y., applications for changing to the five-year system must be submitted during the period from 1 August to 4 September 2006.

The procedure for the administration of options includes the following steps:

- after students have enrolled in the current academic year they must fill out the written application which can be found at the Student Assistance Desk of the Student Administration Centre and submit it to the same office; at this time students may also renounce any applications which they have previously submitted;
- the Options Commission opens the dossier;
- application results will be published by 2 October 2006 and students will be contacted by phone or email;
- according to regulations, students have 5 days to go to the 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.

7.5

Transferring to another university

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

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

Students who submit a transfer request during the period 1 August - 29 September 2006 do not have to enrol in the 2006-2007 a.y., while students who submit a transfer request after 2 October 2006 (and in any case before 31 December 2006 *) must enrol for the 2006-2007 a.y.

Enrolled students who have submitted a transfer application should contact the University Fees Office (TCA) for information regarding taxes and university fees.

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 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 available from the Student Administration Centre (Student Assistance Desk).

* Since 31 December 2006 is a holiday, the deadline is extended to the next working day (2 January 2007).

7.6 Suspension, temporary interruption and resumption of university studies

Suspension

Students are suspended if they have not gained any credit points for a period of time equal to the standard program duration. Suspension applies to both those students who are enrolled in the academic year but not gain any credit points as well as those who do not enrol in the academic year.

The suspension will result in students being unable to carry out any administrative or educational activities or make use of any services offered to students.

If students intend to resume their studies after being suspended, they must submit a written formal reinstatement request. The Degree Council will evaluate the validity of any credit points previously gained in the same program and will also decide which program year they must enrol in. If the suspension is the result of the student's failure to re-enrol in the academic year then all the years without enrolment will count towards disqualification. Students who resume studies must consult the TCA University Fees Office for issues regarding university fees and taxes.

If students after their reinstatement do not gain any credit points during their first year of the program, they will be once again suspended for the following years until disqualification.

Temporary interruption

Students who during the academic year are involved with duties for military service, civil service, female students who give birth to a child and students who are forced to interrupt studies because of serious illness and certified prolonged medical conditions can apply to temporarily interrupt their studies in accordance with D.P.C.M. 09/04/2001.

Interrupting studies 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 that period of time students are required to pay a fixed sum for each year as set by the TCA University Fees Office.

The period of time due to the temporary interruption of studies in accordance with D.P.C.M. 09/04/2001 (military service, civil service, year if child birth and serious illness and certified prolonged medical conditions) is not included when calculating the maximum number of years enrolled as supplementary and repeating students.

7.7

Disqualification

The maximum number of enrolment in supplementary years and repeating years is equal to 3 academic years.

Students who exceed the maximum number of supplementary and/or repeating years allowed will be disqualified and have their status as a Bocconi student cancelled.

Students who have been disqualified from their degree can obtain certificates attesting to their university career and number of credit points gained. If students should eventually resume their studies, the credit points previously gained will be evaluated to determine if they are still valid.

Disqualification does not apply to those students who have passed all exams and only miss the final degree exam.

7.8

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 certificates attesting to their university career and credit points gained.

The written intention to withdraw from studies must be submitted to the Student Assistance Desk of the Student Administration Centre (the appropriate form can also be collected from there). The form must be accompanied by:

- unofficial academic transcript and Bocconi ID card;
- declaration from the Università Bocconi Library that the student does not have any books still out on loan;
- authorization from ISU;
- authorization from the University Fees Office (TCA).

As far as university fees and taxes due from students who submit the withdrawal form are concerned, contact the University Fees Office (TCA).

8. CERTIFICATES

8.1 Certificates

Students can request the following certificates/documents:

- **enrolment in academic year**, that is also valid for applying for child benefits;
- **official academic transcript**;
- **unofficial academic transcript**;
- **financial aid**, that contains a declaration of exemption from university fees and taxes;
- university fees and taxes paid by students in the previous academic year.

Students can print all certificates/documents at Punto Blu terminals (see chapter 1) providing that they have paid their university fees and taxes and are correctly enrolled in the current academic year.

Students who do not enrol in the current academic year (2006-2007) will receive, from 5 September 2006 to 2 January 2007, a certificate containing the sentence “he/she was enrolled for the 2005-2006 a.y. in...”.

The same certificate if requested after 2 January will contain in addition to the sentence “was enrolled for the 2005-2006 a.y. in...” also the phrase “has not been re-enrolled”.

Graduates can request the following certificates:

- **degree**, that includes the conferral date and graduation grade;
- **official graduate academic transcript**, that specifies the conferral date, graduation grade and also the list of educational activities pursued;
- **diploma supplement** (see next paragraph);
- **resumption of university studies**, that is valid for the resumption of university years for pension purposes.

It is also possible to print certificates for undergraduate studies at Punto Blu terminals as long as the Bocconi ID card still functions correctly.

Certificates/Documents, on top on the PuntoBlu option, students **can also request** them at the Student Assistance Desk of the Student Administration Centre.

Students/Graduates who cannot go in person to the Student Assistance Desk of the Student Administration Centre can empower, by **written authorisation**, another person with the task of requesting or picking up the certificates.

This written authorisation must contain:

- name and surname (family name) of the student;
- personal details;
- the personal details of the authorised person;
- the type of certificate required and the number of copies;
- the signature of the student;
- a photocopy of the student's entire identity card, or similar proof of identity document.

The authorised person must go to the Student Assistance Desk of the Student Administration Centre with the documents mentioned above and also with their own identity card or similar proof of identity document (e.g. passport).

Students/Graduates can also **apply for any of the certificates via fax** to the number 02 5836.2041. Students must fax the signed request specifying their name and surname (family name), student ID and a contact number, type of certificate required, number of copies and also attach a complete copy of their identity card.

The certificates requested will be sent by post to the address specified on the request.

8.2 Diploma supplement

The diploma supplement is an official document that is issued on completion of a university or higher education institute qualification and conforms to the European template developed by the European Commission, the Council of Europe and UNESCO - CEPES.

In accordance with the regulations the bilingual edition of the diploma supplement is issued (Italian and English).

The diploma supplement aims to make the student's level of qualification more "transparent" by supplementing the students with a curriculum of the studies carried out, thereby making it easier for potential employers to understand and evaluate new academic titles and simplifying the academic and professional recognition of Italian higher education qualifications abroad and the free international circulation of our graduates.

It is a document that only contains official data about the academic career and it does not contain any value-judgements, equivalence statements or suggestions about 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. Master of Science in xxx, field of study yyy; name of institution that issued the qualification, address of university, legally recognised university, etc.);
- level of qualification (e.g. second 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.

9. LIST OF COURSES

9.1

List of courses in alphabetical order

Course are listed in alphabetical order with indication of the graduate program, credit points, semester when offered, Institute and department they pertain to plus, Course Director and other teaching staff.

Below is a list of Institutes with their abbreviation:

Centro di servizi didattici per l'informatica	IT Education Services Centre	SEDIN
Centro linguistico	Language Centre	C. LINGUISTICO
Istituto di Amministrazione, finanza e controllo	Institute of Accounting, Finance and Control	IAFC
Istituto di Diritto comparato "A. Sraffa"	Institute of Comparative Law "A. Sraffa"	IDC
Istituto di Economia dei mercati e degli intermediari finanziari "G. Dell'Amore"	Institute of Financial Markets and Institutions "G. Dell'Amore"	IEMIF
Istituto di Economia e gestione delle imprese "G. Pivato"	Institute of Corporate Economics and Management "G. Pivato"	IEGI
Istituto di Economia politica "E. Bocconi"	Institute of Economics "E. Bocconi"	IEP
Istituto di Metodi quantitativi	Institute of Quantitative Methods	IMQ
Istituto di Organizzazione e sistemi informativi	Institute of Business Organisation and Information Systems	IOSI
Istituto di Pubblica amministrazione e sanità "C. Masini"	Institute of Public Administration and Health Care Management "C. Masini"	IPAS
Istituto di Storia economica	Institute of Economic History	ISE
Istituto di Strategia ed economia aziendale "G. Zappa"	Institute of Strategic Management "G. Zappa"	ISEA
Dipartimento di Economia aziendale	Department of Business Administration	DEA
Dipartimento di Economia politica	Department of Economics	DEP

The course profiles can be consulted at <http://www.unibocconi.it/profiles>.

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ACTUARIAL MATHEMATICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.M.Q.) (DEP)

Lorenzo Peccati

Rita Bacinello - Enrico Biffis

8309

ADVANCED MACROECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Francesco Giavazzi

8158

ADVERTISING MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Cristian Chizzoli - Richard Elliott - Anna Uslenghi

8137

AMMINISTRAZIONE E CONTROLLO NELLE IMPRESE MULTINAZIONALI

ACCOUNTING AND CONTROL IN MNCS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Andrea Dossi

Massimo Brunelli

8138

AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

ACCOUNTING AND CONTROL FOR SMES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Annamaria Arcari

Gianluca Lombardi Stocchetti - Lucrezia Songini

8288

ANALISI DELLE PERFORMANCE DI MARKETING

MARKETING PERFORMANCE ANALYSIS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Antonella Caru'

Antonella Cugini - Fabrizio Zerbini

8053

ANALISI DELLE POLITICHE PUBBLICHE NAZIONALI E INTERNAZIONALI
ANALYSIS OF NATIONAL AND INTERNATIONAL PUBLIC POLICIES

(cp: CLAPI-LS 6)

(II sem.) (I.E.P.) (DEP)

Paolo Roberto Graziano

8139

ANALISI DI BILANCIO (corso progredito) (Financial statements analysis)

FINANCIAL STATEMENTS ANALYSIS (advanced course)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Nicola Pecchiari

Giuseppe Pogliani

8032

ANALISI DI BILANCIO E REVISIONE NELLE P.A. E NELLE ISTITUZIONI
INTERNAZIONALI

FINANCIAL STATEMENT ANALYSIS AND AUDITING IN GOVERNMENTS AND
INTERNATIONAL INSTITUTIONS

(cp: GM-LS 8 - 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)

(I sem.) (I.P.A.S.) (DEA)

Ileana Steccolini

Elena Cantu' -

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

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Stefano Zorzoli

Sergio Paci

8026

ANALISI E VALUTAZIONI FINANZIARIE

FINANCIAL ANALYSIS AND VALUATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 8 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger

Massimo Buongiorno - Maurizio Lombardi

8023

ANALISI PER LE DECISIONI FINANZIARIE

CORPORATE FINANCIAL MANAGEMENT AND BUSINESS EVALUATION

(cp: AFC-LS 4)

(I sem.) (I.A.F.C.) (DEA)

Mauro Bini

Paolo Maurizio Iovenitti

8093

ARTE E CULTURA

INTERCULTURAL STUDIES

(cp: CLEACC-LS 6)

(II sem.) (I.S.E.) (DEP)

Stefano Baia Curioni

8188

ASSET MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Marco Navone

8231

BAYESIAN STATISTICAL METHODS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Pietro Muliere

8222

BEHAVIOURAL MODELS IN ECONOMICS AND FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Erio Castagnoli

Fabio Angelo Maccheroni

8140

BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

CONSOLIDATED FINANCIAL STATEMENTS AND GROUP PERFORMANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Alberto Bertoni

Paola Buso - Antonio Tessitore - Alfredo Vigano'

8018

BILANCIO E COMUNICAZIONE ECONOMICA

FINANCIAL REPORTING AND INTERNATIONAL ACCOUNTING STANDARDS

(cp: AFC-LS 8)

(I sem.) (I.A.F.C.) (DEA)

Maurizio Maria Pini

Nicola Pecchiari - Giuseppe Pogliani - Alfredo Vigano'

8021

BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

FINANCIAL REPORTING AND DISCLOSURE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Massimiliano Nova

Luigi Borre' - Alessandra Feller - Sabino Fortunato - Maria Chiara Mosca

8028

BILANCIO E OPERAZIONI DI GESTIONE STRAORDINARIA

ACCOUNTING FOR BUSINESS COMBINATIONS

(cp: CLELI-LS 8)

(II sem.) (I.A.F.C.) (DEA)

Riccardo Perotta

8146

BOND AND EQUITY OFFERINGS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Mauro Bini

Francesco Momente' - Francesco Reggiani

8159

BRAND MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Bruno Giuseppe Busacca

Maria Carmela Ostillio

8160

BtoB MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Stefania Borghini

Bernard Cova

8030

#RIF!

(cp: M-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Elio Borgonovi

Fabio Michele Amatucci - Luca Giovanni Brusati - Manuela Brusoni - Luca Buccoliero - Federico Lega - Francesco Longo - Marta Marsilio - Valentina Mele - Jeffrey Straussman

8040

CAMBIAMENTO ORGANIZZATIVO

ORGANIZATIONAL CHANGE

(cp: OSI-LS 4)

(II sem.) (I.O.S.I.) (DEA)

Giacomo Silvestri

8141

CAPITAL BUDGETING E GESTIONE DEL CIRCOLANTE

CAPITAL BUDGETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Paolo Ghiringhelli

8161

CHANNEL AND TRADE MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Sandro Castaldo

Guido Moellering - Katia Premazzi

8009

CHANNEL MARKETING (Evoluzione del commercio; analisi e progettazione)

CHANNEL MARKETING (Trade evolution analysis and planning)

(cp: MM-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Sandro Castaldo

Rossano Eusebio - Elisabetta Merlo - Karin Maria Laura Zaghi

8271

COMPARATIVE BUSINESS AND CORPORATE LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Catherine Rogers

8248

COMPARATIVE BUSINESS HISTORY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.) (DEP)

Franco Amatori

Andrea Colli

8196

COMPARATIVE FINANCIAL SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Marco Onado

8008

COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

COMPETITIVE ANALYSIS (Competitive intelligence and regulation)

(cp: MM-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Cristian Chizzoli - Giovanna Padula - Fabrizio Zerbini

8304

COMPETITIVE ANALYSIS AND BUSINESS SCENARIOS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.A.) (DEA)

Antonio Martelli

Paolo Morosetti

8035

COMPORAMENTO ORGANIZZATIVO

ORGANIZATIONAL BEHAVIOUR

(cp: OSI-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Vincenzo Perrone

8162

COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

CORPORATE COMMUNICATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Barbara Del Bosco - Vito Di Bari - Stefano Pace

8012

CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

CONSUMER BEHAVIOUR

(cp: MM-LS 5)

(I sem.) (I.E.G.I.) (DEA)

Bruno Giuseppe Busacca

Edoardo Borruso - Cristian Chizzoli - Cinzia Martignone - Maria Carmela Ostillo

8038

COORDINAMENTO ORGANIZZATIVO E TECNOLOGIE

TECHNOLOGY MEDIATED COORDINATION SYSTEMS

(cp: OSI-LS 4)

(I sem.) (I.O.S.I.) (DEA)

Luigi Proserpio

8001

CORPORATE GOVERNANCE

(cp: CLELI-LS 8 - M-LS 6)

(II sem.) (I.S.E.A.) (DEA)

Alessandro Zattoni

Marco Carone - Francesco Chiappetta - Alessandro De Nicola - Michel Greiche - Paolo Montalenti
- Patrick O'malley - Catherine Rogers - Mario Stella Richter - Fabio Zona

8298

CORPORATE GOVERNANCE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI
CORPORATE GOVERNANCE IN GOVERNMENTS AND PUBLIC INSTITUTIONS

(cp: CLAPI-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Giovanni Valotti

Daniela Cristofoli

8163

CORPORATE SOCIAL RESPONSIBILITY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Francesco Perrini

Antonio Tencati

8306

CRISI D'IMPRESA E PROCESSI DI RISTRUTTURAZIONE

CORPORATE DISTRESS AND TURNAROUND MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger

- Alessandro Danovi

8164

CRM AND LOYALTY MANAGEMENT

(cp: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-
LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Fabio Ancarani

Vijay Mahajan - Fabrizio Zerbini

8166

CULTURE, MEDIA E CONSUMO

CULTURES, MEDIA AND CONSUMPTION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Stefano Podesta'

Daniele Dalli - Stefano Pace - Margherita Pagani

8233

DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.M.Q.) (DEP)

Francesco Billari

Jane Klobas - Stefano Renzi

8045

#RIF!

(cp: CLEFIN-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Francesco Saita

Mascia Bedendo - Davide Maspero

8096

DEVELOPMENT ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Eliana La Ferrara

8082

DIRITTI DI PROPRIETA' INTELLETTUALE E CONCORRENZA

INTELLECTUAL PROPERTY AND COMPETITION LAW

(cp: CLEMIT-LS 6)

(II sem.) (I.D.C.) (DEP)

Federico Ghezzi

Laurent Manderieux

8086

DIRITTO AMMINISTRATIVO (corso progredito)

ADVANCED ADMINISTRATIVE LAW

(cp: CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Fabrizio Fracchia

Luigi Gili - Massimo Occhiena

8083

DIRITTO CIVILE

CIVIL LAW

(cp: CLG-LS 8)

(II sem.) (I.D.C.) (DEP)

Giovanni Iudica

Salvatore Patti - Vincenzo Roppo

8071

#RIF!

(cp: CLEFIN-LS 6 - CLELI-LS 6 - CLG-LS 8 - M-LS 6)

(II sem. - I sem.) (I.D.C.) (DEP)

Filippo Annunziata - Mario Notari - Piergaetano Marchetti - Vincenzo Allegri

Luigi Ardizzone - Giannina Baldussi - Luigi Arturo Bianchi - Andrea Caraco' - Marco Carone -

Carmelo Massimo De Iuliis - Alessandro De Nicola - Matteo Erede - Andrea Giannelli - Corrado

Malberti - Maria Chiara Mosca - Giovanni Strampelli - Marco Ventoruzzo

8235

DIRITTO COSTITUZIONALE REGIONALE

REGIONAL CONSTITUTIONAL LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

Lorenzo Cuocolo

8080

DIRITTO DEGLI ENTI NON PROFIT

REGULATION OF NON-PROFIT ENTITIES

(cp: CLEACC-LS 6)

(II sem.) (I.D.C.) (DEP)

Giovanni Iudica

Roberto Randazzo

8079

DIRITTO DEI BENI IMMATERIALI (corso progredito)

ADVANCED INTELLECTUAL PROPERTY LAW

(cp: CLEACC-LS 6)

(I sem.) (I.D.C.) (DEP)

Paola Magnani

Gustavo Ghidini - Maria Montagnani

8078

DIRITTO DEI MERCATI E DEGLI STRUMENTI FINANZIARI

CORPORATE LAW AND FINANCIAL MARKETS REGULATION

(cp: CLELI-LS 6)

(II sem.) (I.D.C.) (DEP)

Marco Ventoruzzo

8073

DIRITTO DEL LAVORO

LABOUR LAW

(cp: OSI-LS 8)

(II sem.) (I.D.C.) (DEP)

Stefano Liebman

Maurizio Del Conte

8098

DIRITTO DEL LAVORO (corso progredito)

LABOUR LAW (advanced course)

(cp: CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Stefano Liebman

Maurizio Del Conte

8239

DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE

IT AND COMMUNICATION LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)
Giuseppe Franco Ferrari
Oreste Pollicino - Luca Sanfilippo

8241

DIRITTO DELLA CONCORRENZA

ANTITRUST LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Federico Ghezzi

Giuseppina Maria Mangione - Federico Morando

8243

DIRITTO DELL'ARBITRATO INTERNO E INTERNAZIONALE

INTERNAL AND INTERNATIONAL ARBITRATION LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giovanni Iudica

Stefano Azzali

8074

DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

BUSINESS LAW (SELECTED CORPORATE AND TAX ISSUES IN MANAGEMENT AND INTERNAL AUDITING)

(cp: AFC-LS 6)

(I sem.) (I.D.C.) (DEP)

Silvia Gaia Balp

Angelo Contrino

8081

#RIF!

(cp: DES-LS 6)

(I sem.) (I.D.C.) (DEP)

Federico Ghezzi

Corrado Malberti - Federico Morando

8302

DIRITTO ED ECONOMIA DEL TERZO SETTORE

RIGHT AND ECONOMY OF NON PROFIT ORGANIZATIONS AND SOCIAL ENTERPRISES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giovanni Iudica

Angelo Busani - Giorgio Fiorentini

8240

DIRITTO FALLIMENTARE

BANKRUPTCY LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -

CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
Edoardo Staunovo Polacco

8242

DIRITTO INTERNAZIONALE PRIVATO

INTERNATIONAL PRIVATE LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Maria Paola Mariani

Giorgio Sacerdoti

8088

DIRITTO PENALE

CRIMINAL LAW

(cp: CLG-LS 8)

(I sem.) (I.D.C.) (DEP)

Alberto Alessandri

Francesca Chiara Bevilacqua - Elena Garavaglia - Francesco Mucciarelli

8072

DIRITTO PER IL MARKETING

LEGAL ISSUES IN MARKETING

(cp: MM-LS 6)

(II sem.) (I.D.C.) (DEP)

Maria Montagnani

Elisa Brodi - Massimo Maggiore - Laurent Manderieux

8084

DIRITTO PROCESSUALE CIVILE

CIVIL PROCEDURE

(cp: CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Angelo Castagnola

Claudio Consolo - Michelle Vanzetti

8244

DIRITTO PUBBLICO DELL'ECONOMIA

REGULATION IN ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

8257

DIRITTO ROMANO

ROMAN LAW

(cp: CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Federico Pergami

Lorenzo Gagliardi

8245

DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

TAX LAW (advanced course 1) (Business taxation)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Carlo Garbarino

Angelo Contrino - Claudio Legnazzi

8246

DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

TAX LAW (advanced course 2) (Advanced topics)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Carlo Garbarino

Patrizio Braccioni - Andrea Manzitti

8247

DIRITTO TRIBUTARIO INTERNAZIONALE

INTERNATIONAL TAX LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Carlo Garbarino

Marco Bernasconi

8258

DIRITTO UNIONE EUROPEA

EUROPEAN UNION LAW

(cp: CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Maria Paola Mariani

Massimo Benedettelli - Gaetano Iorio Fiorelli

8294

DOING BUSINESS IN ITALY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Markus Venzin

Carlo Altomonte - Olga Annushkina - Luana Carcano

8144

**EARNINGS QUALITY, ANALISI DI BILANCIO E INFORMAZIONI PRICE SENSITIVE
EARNINGS QUALITY, FINANCIAL STATEMENTS ANALYSIS AND PRICE SENSITIVE
INFORMATION**

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)
Maurizio Maria Pini

8255

#RIF!

(cp: CLEFIN-LS 6)
(II sem.) (I.E.P.) (DEP)
Carlo Ambrogio Favero
Barbara Chizzolini

8004

ECONOMETRIA AVANZATA
ADVANCED ECONOMETRICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Bruno Sitzia

8300

ECONOMETRIC METHODS FOR INNOVATION STUDIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Maria Luisa Mancusi
Roberto Fontana - Sergio Venturini - Andrea Vezzulli

8254

ECONOMIA DELLA CULTURA E DEL TERRITORIO
CULTURAL ECONOMICS AND LAND USE ISSUES

(cp: CLEACC-LS 6)
(II sem.) (I.E.P.) (DEP)
Magda Antonioli
Nicola Fabbri - Giovanni Vigano'

8165

ECONOMIA DELLA DISTRIBUZIONE COMMERCIALE
RETAIL MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Sandro Castaldo
Karin Maria Laura Zaghi

8049

ECONOMIA DELLE RISORSE UMANE
PERSONNEL ECONOMICS

(cp: OSI-LS 8)
(I sem.) (I.E.P.) (DEP)
Michele Pellizzari
Silvia Redaelli

8019

ECONOMIA DELL'ENERGIA

ENERGY ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Luigi De Paoli

8059

ECONOMIA DELL'IMPRESA E CORPORATE GOVERNANCE

THEORY OF THE FIRM AND CORPORATE GOVERNANCE

(cp: CLEMIT-LS 6)

(I sem.) (I.E.P.) (DEP)

Fausto Panunzi

8060

ECONOMIA DELL'INNOVAZIONE (Crescita economica e cambiamento strutturale)

ECONOMICS OF INNOVATION (Economic growth and structural change)

(cp: CLEMIT-LS 8)

(I sem.) (I.E.P.) (DEP)

Stefano Breschi

Franco Malerba

8287

ECONOMIA E GESTIONE DELLE PUBLIC UTILITIES

MANAGEMENT OF PUBLIC UTILITIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Andrea Gilardoni

Daniela Cristofoli

8262

ECONOMIA E MANAGEMENT DELLA CONOSCENZA

ECONOMICS AND MANAGEMENT OF KNOWLEDGE

(cp: CLEMIT-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Alfonso Gambardella

8057

ECONOMIA INTERNAZIONALE (Globalizzazione, competitivita' e crescita)

INTERNATIONAL TRADE (Globalization and growth)

(cp: CLEMIT-LS 8)

(I sem.) (I.E.P.) (DEP)

Fabrizio Onida

- Paolo Epifani

8203

ECONOMICS OF EUROPEAN INTEGRATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)
Carlo Altomonte
Mario Nava - Francesco Passarelli

8118

E-GOVERNMENT STRATEGIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Greta Nasi
Luca Buccoliero

8167

E-MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Emanuela Prandelli
Margherita Pagani

8292

ENTREPRENEURIAL FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Stefano Caselli
Filippo Ippolito

8204

ENTREPRENEURSHIP, FINANCE AND INNOVATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Laura Bottazzi
Stefano Caselli - Stefano Gatti

8260

FINANCIAL STATEMENT ANALYSIS

(cp: CLEFIN-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Annalisa Precipe
Patrizia Tettamanzi - Daniela Travella

8024

#RIF!

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Mario Massari
- Antonio Salvi - Laura Zanetti

8027

FINANZA STRATEGICA

STRATEGIC FINANCE

(cp: CLELI-LS 8)

(II sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger

Paolo Maurizio Iovenitti

8223

FIXED INCOME (Advanced methods)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Fulvio Ortu

Damiano Brigo - Gianluca Fusai - Fabio Mercurio

8308

FORENSIC ACCOUNTING, FRAUDS AND LITIGATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Giuseppe Pogliani

Marco Mariani - Nicola Pecchiari

8092

FORME D'IMPRESA E COMPETIZIONE GLOBALE (Confronto tra organizzazioni nella seconda meta' del XX secolo: Stati Uniti, Europa, Giappone)

FORMS OF ENTERPRISE AND GLOBAL COMPETITION (A comparison among United States, Europe and Japan. 1950-2000)

(cp: OSI-LS 6)

(II sem.) (I.S.E.) (DEP)

Franco Amatori

8310

FRANCESE (II lingua - CLG-LS)

FRENCH SECOND LANGUAGE - CLG/LS

(cfu: CLG - LS 6)

(I/II sem.) (Cl) (--)

Da definire

8283

GAME THEORY: ANALYSIS OF STRATEGIC THINKING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Pierpaolo Battigalli

8189

GESTIONE DEI PRESTITI E CREDIT RISK MANAGEMENT

LOANS AND CREDIT RISK MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -

CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.M.I.F.) (DEA)
Giacomo De Laurentis
Renato Maino

8190

GESTIONE DEI RISCHI E MODELLI DI ALM PER LE ASSICURAZIONI

RISK MANAGEMENT AND ALM MODELS FOR INSURANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Giuseppe Corvino

8044

#RIF!

(cp: CLEFIN-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Andrea Sironi

Giuseppe Corvino - Sergio Paci - Andrea Cesare Resti

8002

#RIF!

(cp: M-LS 8)

(II sem.) (I.S.E.A.) (DEA)

Vittorio Coda

Guido Corbetta - Giorgio Invernizzi - Paolo Morosetti - Carlo Salvato - Giovanni Valentini

8109

GESTIONE STRATEGICA NEI DISTRETTI

STRATEGIC MANAGEMENT IN DISTRICTS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Federico Visconti

Carmine Tripodi

8150

GOVERNANCE, RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

GOVERNANCE, RISK ASSESSMENT AND INTERNAL CONTROL SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Nicola Pecchiari

Sergio Beretta - Dino Martinazzoli

8128

I SISTEMI INFORMATIVI INTEGRATI (ERP)

ENTERPRISE RESOURCE PLANNING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola
Stefano Basaglia - Roberto Dona'

8110

#RIF!

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Carlo Brugnoli

Carlo Salvato

8224

INCOME DISTRIBUTION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Pietro Muliere

Conchita D'ambrosio

8205

INDUSTRIAL DYNAMICS AND INTERNATIONAL COMPETITIVENESS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Franco Malerba

Mariana Mazzucato

8289

INDUSTRIAL ECONOMICS AND COMPETITION POLICY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Chiara Fumagalli

Angelo Marcello Cardani - Michele Polo

8048

INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione)

INDUSTRY ANALYSIS (Industrial economics and economics of innovation)

(cp: MM-LS 8)

(I sem.) (I.E.P.) (DEP)

Nicoletta Corrocher

Marco Guerzoni - Franco Malerba - Fabio Montobbio

8284

INFORMATION AND THE ARCHITECTURE OF FINANCIAL MARKETS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Barbara Rindi

Bruno Biais

8129

INFORMATION SECURITY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

Leonardo Caporarello - Massimo Magni

8168

INNOVATION AND TECHNOLOGY MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Alfonso Gambardella

Andrea Fosfuri

8296

INNOVATION MANAGEMENT

(cp: CLEMIT-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Boris Durisin

8170

INNOVAZIONE NEL RETAILING

RETAILING INNOVATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Daniele Fornari

Charles Hofacker - Roberto Ravazzoni

8301

INTERNATIONAL AND COMPARATIVE TAXATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Carlo Garbarino

Giovanni Rolle

8111

INTERNATIONAL BUSINESS MANAGEMENT (Advanced topics in international business)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Markus Venzin

Elisabetta Marafioti - Torben Pedersen

8145

INTERNATIONAL CORPORATE FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)
Alberto Bertoni
Stefano Bonini - Stefano Gatti - Ombretta Pettinato

8193

INTERNATIONAL FINANCIAL MARKETS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Manuela Geranio

8264

INTERNATIONAL MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Enrico Valdani

Eleonora Cattaneo - Rolf Seringhaus

8291

INTERNATIONAL TRADE

(cp: GM-LS 6 - 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)

(I sem.) (I.E.P.) (DEP)

Paolo Epifani

8236

INTERNATIONAL TRADE LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giorgio Sacerdoti

Gianluca Rubagotti

8042

INVESTMENT BANKING

(cp: CLEFIN-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Giancarlo Forestieri - Stefano Caselli

- John Doukas - Stefano Gatti - Giuliano Orlando Iannotta

8191

#RIF!

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Stefano Gatti

Andrea Fabbri

8130

IS GOVERNANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

Paola Bielli - Severino Meregalli

8311

ITALIANO (II lingua - CLG-LS)

ITALIAN SECOND LANGUAGE - CLG/LS

(cfu: CLG - LS 6)

(I/II sem.) (Cl) (--)

Da definire

8282

LA VALUTAZIONE DEI BENI INTANGIBILI

THE VALUATION OF INTANGIBLES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Alessandro Frova

Giulio Nencioni

8171

LABORATORIO DI BENI CULTURALI E MERCATO DELL'ARTE

CULTURAL HERITAGE AND THE ARTS MARKET WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Guido Guerzoni

8172

LABORATORIO DI COMUNICAZIONE

WORKSHOP IN COMMUNICATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Suman Basuroy - Diego Rinallo

8173

LABORATORIO DI EDITORIA E MEDIA

PUBLISHING AND MEDIA WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Paola Dubini

Carlo Antonelli - Alberto Cantoni - Giuseppe Delmestri - Carmelo Marabello - Adolfo Massazza - Andrea Ordanini - Fabrizio Perretti - Bernardino Provera

8249

LABORATORIO DI FONTI DEI DATI PER LA RICERCA ECONOMICA E SOCIALE:

DAI MEDIA TRADIZIONALI A INTERNET

DATA SOURCES FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP: FROM TRADITIONAL MEDIA TO THE INTERNET

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.S.E.) (DEP)

Guido Alfani

8290**LABORATORIO DI MICROECONOMETRIA APPLICATA**

APPLIED MICROECONOMETRICS

(cp: DES-LS 3 - CLEMIT-LS 3)

(II sem.) (I.E.P.) (DEP)

Giovanni Bruno

8174**LABORATORIO DI MODA E DESIGN**

FASHION AND DESIGN WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Salvatore Testa

Stefania Saviolo

8263**LABORATORIO DI PROGRAMMAZIONE DEI CALCOLATORI PER LE SCIENZE ECONOMICHE E SOCIALI**

COMPUTER PROGRAMMING FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.M.Q.) (DEP)

Fabrizio Iozzi

Paolo Cadringer

8175**LABORATORIO DI SPETTACOLO ED ENTERTAINMENT**

PERFORMING ARTS AND ENTERTAINMENT WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Anna Maria Merlo

Claudia Tacchino

8216**LABORATORIO DI STAMPA ED ECONOMIA**

PRESS AND ECONOMICS WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.M.Q.) (DEP)

Francesco Billari

Marco Liera

8217**LABORATORIO DI STRUMENTI PER L'ATTIVITA' DI RICERCA**

RESEARCH TOOLS WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.E.P.) (DEP)

Stefano Breschi

Anna Creti'

8176

LABORATORIO DI TURISMO E TERRITORIO

TOURISM AND LOCAL DEVELOPMENT WORKSHOP

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Magda Antonioli

Nicola Fabbri - Giovanni Vigano'

8295

LABORATORIO SUI SISTEMI PRODUTTIVI PER LE ARTI E I MEDIA

PRODUCTION SYSTEMS FOR ARTS AND MEDIA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Severino Salvemini

Carlo Antonelli - Rossella Cappetta

8104

LABOUR ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Tito Michele Boeri

8100

LINGUA FRANCESE

FRENCH LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Bianca Maria San Pietro

Patrizia Esposito - Madeleine Leonard - Isabelle Morel - Helene Raccah - Claudia Zoratti

8099

LINGUA INGLESE

ENGLISH LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Michael Thompson

Andrew Cannon - Francesco Caruso - Dermot Costello - Giuliana Di Gregorio - Judith Gorham - Dennis Marino - John Mchardy Clark - Canice Murray - David Park - Anne Virginia Rees - James Rock - James Tierney - Helen Tooke

8103

LINGUA ITALIANA

ITALIAN LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Elisa Turra

8267

LINGUA PORTOGHESE

PORTUGUESE LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Da definire

8102

LINGUA SPAGNOLA

SPANISH LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Marta Martinez Peres

Miguel Angel Campos - Ana Maria Fernandez - Maria Gilarranz La Pena - M. Gilarranz - Carmen Gimenez - Marilena Gnocchi - David Gomez Moreno

8101

LINGUA TEDESCA

GERMAN LANGUAGE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Anna Dal Collo

- Hans Georg Hahn

8177

LOGISTICS MANAGEMENT AND STRATEGY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Alberto Grando

8131

MANAGEMENT CONSULTING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

Carlo Alberto Carnevale Maffe' - Bernardino Provera

8259

MANAGEMENT DEI PROCESSI DI FUND RAISING

MANAGEMENT OF FUND RAISING PROCESSES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Francesco Manfredi

Erika Mallarini

8119

MANAGEMENT DELLA SUSSIDIARIETA': NON PROFIT, COOPERATIVE E ORGANIZZAZIONI NON GOVERNATIVE (ONG)

MANAGEMENT OF SUBSIDIARITY: NON PROFIT ORGANIZATIONS, COOPERATIVES AND NGO'S

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Giorgio Fiorentini

Antonello Garzoni

8178

MANAGEMENT DELLE ACQUISIZIONI

ACQUISITION MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Valter Conca

Angeloantonio Russo

8112

MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi operativi

MANAGEMENT OF FASHION AND DESIGN COMPANIES: operational processes

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Stefania Saviolo

Antonio Catalani - Salvatore Testa

8113

MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

MANAGEMENT OF FASHION AND DESIGN COMPANIES: strategic processes

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.A.) (DEA)

Salvatore Testa

Antonio Catalani - Stefania Saviolo

8299

MANAGEMENT DELL'INNOVAZIONE NELLE ISTITUZIONI PUBBLICHE NAZIONALI E INTERNAZIONALI

CHANGE MANAGEMENT IN NATIONAL AND INTERNATIONAL PUBLIC ADMINISTRATIONS

(cp: CLAPI-LS 6)
(I sem.) (I.P.A.S.) (DEA)
Francesco Longo

8121

MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI **FINANCIAL MANAGEMENT OF EUROPEAN AND INTERNATIONAL PROJECTS**

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Francesco Longo
Paolo Crugnola - Veronica Vecchi

8122

MANAGEMENT E GESTIONE DEI SERVIZI SOCIO-SANITARI **MANAGEMENT OF HEALTH AND SOCIAL CARE**

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Giovanni Fattore
Mara Barbara Bergamaschi

8261

MANAGEMENT OF INTERNATIONAL INSTITUTIONS

(cp: CLAPI-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Stefano Olmeti
Paolo Roberto Graziano

8013

MARKETING (corso progredito)

MARKETING (advanced course)

(cp: CLEACC-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Michela Addis
Isabella Soscia

8179

MARKETING DEI SERVIZI

SERVICES MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Antonella Caru'
Annamma Joy - Stefano Pace

8180

MARKETING ESPERIENZIALE

EXPERIENTIAL MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)
Antonella Caru'
Bernard Cova

8181

MARKETING INTERNAZIONALE

INTERNATIONAL MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Enrico Valdani
Margherita Pagani

8006

MARKETING MANAGEMENT

(cp: M-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Bruno Giuseppe Busacca
Fabio Ancarani - Alessandro Arbore - Michael Gibbert - David Mario Dino Jarach - David Mazursky - Ottavia Pelloni

8068

#RIF!

(cp: DES-LS 8)

(I sem.) (I.M.Q.) (DEP)

Sandro Salsa
Anna Maria Squellati - Federico Vegni

8043

MERCATI E INTERMEDIARI FINANZIARI

FINANCIAL MARKETS AND INSTITUTION

(cp: AFC-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Giacomo De Laurentis
Jacopo Mattei - Edmondo Tudini - Claudio Zara

8307

MERGERS AND ACQUISITIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger
Renzo Cenciarini - Maurizio Dallochio - Dolly Predovic

8228

METHODS FOR FINANCIAL RISK MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Fabio Angelo Maccheroni
Mascia Bedendo - Gino Favero - Francesco Saita

8125

METODI E STRUMENTI DI MANAGEMENT DELLE ISTITUZIONI EUROPEE E INTERNAZIONALI

MANAGEMENT TOOLS OF EUROPEAN AND INTERNATIONAL INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Elio Borgonovi

8062

METODI QUANTITATIVI PER IL MARKETING

QUANTITATIVE METHODS FOR MARKETING

(cp: MM-LS 6)

(II sem.) (I.M.Q.) (DEP)

Luca Molteni

Elena Feltrinelli - Alberto Saccardi

8064

METODI QUANTITATIVI PER LE PREVISIONI E LE DECISIONI

QUANTITATIVE METHODS FOR FORECASTS AND DECISIONS

(cp: CLAPI-LS 6)

(I sem.) (I.M.Q.) (DEP)

Gabriele Gurioli

Benedetto Matarazzo

8070

METODI STATISTICI PER L'ECONOMIA APPLICATA

STATISTICAL METHODS FOR ECONOMICS AND BUSINESS (Multivariate analysis)

(cp: CLEMIT-LS 8)

(II sem.) (I.M.Q.) (DEP)

Raffaella Piccarreta

8036

METODOLOGIE E TECNICHE DI ANALISI ORGANIZZATIVA

ORGANIZATIONAL ANALYSIS

(cp: OSI-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Rossella Cappetta

8097

MICROECONOMETRICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Michele Pellizzari

8076

MICROECONOMIA AVANZATA

ADVANCED MICROECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -

CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Aldo Montesano

8123

MODELLI DI FINANZIAMENTO E GESTIONE FINANZIARIA NELLE P.A.

FUNDING AND FINANCIAL MANAGEMENT IN THE PUBLIC SECTOR

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Luca Buccoliero

Marta Marsilio

8020

MODELLI DI PIANIFICAZIONE E CONTROLLO

PERFORMANCE MEASUREMENT AND CONTROL SYSTEMS

(cp: AFC-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Sergio Beretta

Marco Agliati

8065

#RIF!

(cp: CLEFIN-LS 6)

(I sem.) (I.M.Q.) (DEP)

Fulvio Ortu

Anna Battauz - Marzia De Donno

8229

NUMERICAL METHODS IN FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Anna Battauz

Fabrizio Iozzi

8132

ORGANIZZAZIONE DELLE PICCOLE E MEDIE IMPRESE

SMALL BUSINESS ORGANIZATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Paolo Preti

Marina Puricelli

8133

ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI

CROSS CULTURAL MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Cataldo Ruta
Giuseppe Delmestri

8058

ORGANIZZAZIONE INDUSTRIALE

INDUSTRIAL ORGANIZATION (Antitrust and regulation)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Michele Polo

8034

PEOPLE MANAGEMENT

(cp: M-LS 8)

(II sem.) (I.O.S.I.) (DEA)

Silvia Bagdadli

Eugenia Cacciatori - Nicola Gurrado - James Hayton - Giacomo Silvestri

8016

#RIF!

(cp: M-LS 8)

(I sem.) (I.A.F.C.) (DEA)

Franco Amigoni

Angelo Ditillo - Andrea Dossi - Biones Ferrari - Gianluca Lombardi Stocchetti - Antonio Marra - Giuseppe Pezzino - Patrizia Tettamanzi

8305

PERFORMANCE MEASUREMENT, INCENTIVES AND MANAGEMENT CONTROL

(cp: GM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Angelo Ditillo

Pietro Micheli - Lorenzo Patelli

8212

POLITICA COMPARATA

COMPARATIVE POLITICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Paolo Roberto Graziano

Corrado Molteni - Benedetta Trivellato

8085

POLITICA MONETARIA

MONETARY POLICY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Roberto Perotti

8077

POLITICAL ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Guido Tabellini

8017

#RIF!

(cp: AFC-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Mauro Bini - Alessandro Nova

- Alberto Micalizzi - Francesco Reggiani

8051

POLITICHE PER LO SVILUPPO TERRITORIALE E URBANO

REGIONAL AND URBAN DEVELOPMENT POLICIES

(cp: CLAPI-LS 6)

(II sem.) (I.E.P.) (DEP)

Alberto Bramanti

Massimiliano Riggi - Massimo Zucca-lowicki

8232

POPULATION DYNAMICS AND ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Francesco Billari

Hans-peter Kohler

8312

PORTOGHESE (II lingua - CLG-LS)

PORTUGUESE SECOND LANGUAGE - CLG/LS

(cfu: CLG - LS 6)

(I/II sem.) (Cl) (--)

Da definire

8025

PRINCIPI CONTABILI INTERNAZIONALI

INTERNATIONAL ACCOUNTING STANDARDS

(cp: CLELI-LS 8)

(I sem.) (I.A.F.C.) (DEA)

Lorenzo Pozza

Michele Caso' - Cesare Conti

8219

PRINCIPLES OF FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Andrea Beltratti

8194

#RIF!

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Andrea Cesare Resti

Barbara Alemanni - Philip Molyneux

8195

PRIVATE EQUITY AND VENTURE CAPITAL

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Stefano Caselli

Emilia Garcia Appendini - Filippo Ippolito

8089

PROCEDURA PENALE

CRIMINAL PROCEDURE

(cp: CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Massimo Ceresa-gastaldo

Maria Luisa Balzarotti - Corso Bovio - Giovanna Ichino - Guglielmo Leo - Carlo Melzi D'eril - Pierpaolo Rivello

8297

PRODUCT AND MARKETING INNOVATION

(cp: MM-LS 5)

(II sem.) (I.E.G.I.) (DEA)

Salvatore Vicari

Paola Cillo - Luigi Mario De Luca

8075

**PROFILI PROCEDIMENTALI E ORGANIZZATIVI DELLA RIFORMA
AMMINISTRATIVA**

ORGANIZATIONAL AND PROCEDURAL ASPECTS OF ADMINISTRATIVE LAW REFORM

(cp: CLAPI-LS 6)

(I sem.) (I.D.C.) (DEP)

Massimo Occhiena

Fabrizio Fracchia - Francesca Mattassoglio

8033

**PROGETTAZIONE DEI SISTEMI DI CONTROLLO E VALUTAZIONE DEI RISULTATI
NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI**

DESIGNING MANAGEMENT CONTROL AND PERFORMANCE EVALUATION SYSTEMS
IN PUBLIC ORGANIZATIONS AND INTERNATIONAL INSTITUTIONS

(cp: GM-LS 8 - 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)

(II sem.) (I.P.A.S.) (DEA)

Fabrizio Pezzani

Geert Bouckaert - Laura Maria Caccia -

8037

PROGETTAZIONE DEI SISTEMI INFORMATIVI (I.S. Development)

I.S. DEVELOPMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Paola Bielli

- Ferdinando Pennarola

8039

PROGETTAZIONE ORGANIZZATIVA

ORGANIZATIONAL DESIGN

(cp: OSI-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Anna Grandori

8041

PROJECT AND TEAM MANAGEMENT

(cp: CLEACC-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Cataldo Ruta

8029

PROJECT FINANCING E BUSINESS PLAN

PROJECT FINANCING AND BUSINESS PLAN

(cp: CLEACC-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Maurizio Dallochio

Antonello Garzoni - Stefano Salvatori - Emanuele Teti

8134

PROJECT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

Massimo Magni - Marco Sampietro

8183

PROTEZIONE DELLE RISORSE E DELL'AMBIENTE

PROTECTION OF RESOURCES AND ENVIRONMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Sergio Pivato

Nicola Misani

8202

PUBLIC ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Alessandra Casarico

Robert Dur

8285

PUBLIC MANAGEMENT FOR COMPETITIVENESS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Greta Nasi

Emanuele Antonio Vendramini

8286

PUBLIC-PRIVATE PARTNERSHIP IN LIFE SCIENCES SECTOR

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Francesco Longo

Claudio Jommi

8280

QUANTITATIVE APPROACHES AND POLICY ANALYSIS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - 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.) (DEP)

Francesco Billari

Rebecca Graziani - Paolo Roberto Graziano

8230

QUANTITATIVE METHODS FOR SOCIAL SCIENCES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Pietro Muliere

8142

REAL ESTATE FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Armando Borghi

Giacomo Morri

8215

REGOLAMENTAZIONE DEI MERCATI FINANZIARI

REGULATION OF FINANCIAL MARKETS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Angelo Porta
Franco Bruni - Donato Masciandaro

8052

**REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE
POLITICHE PUBBLICHE**

PUBLIC UTILITIES REGULATION AND POLICY EVALUATION

(cp: CLAPI-LS 8)

(I sem.) (I.E.P.) (DEP)

Lanfranco Senn

Marco Alderighi - Marco Percoco

8184

RESEARCH AND DEVELOPMENT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Vincenzo Baglieri

Silvia Zamboni

8185

SALES AND KEY ACCOUNT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Paolo Guenzi

Maria Gabriella Bagnato - Artur Baldauf - Manfred Krafft

8047

#RIF!

(cp: M-LS 6)

(I sem.) (I.E.P.) (DEP)

Lanfranco Senn

Luigi De Paoli - Marco Maffezzoli - Marco Merelli - Massimiliano Riggi - Carlo Secchi

8186

SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

SEMIOTICS OF CONSUMPTION AND COMMUNICATION THEORIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Francesca Golfetto

Arianna Brioschi - Paola Maria Milanese

8022

SISTEMI DI AMMINISTRAZIONE E CONTROLLO

SYSTEMS AND PROCESSES FOR ACCOUNTING AND CONTROL

(cp: AFC-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Franco Flavio Miroglio

Francesco Aldo De Luca - Nicola Pecchiari - Federico Suss

8003

SISTEMI DI CORPORATE GOVERNANCE

CORPORATE GOVERNANCE

(cp: AFC-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Giuseppe Airoidi

Andrea Colli - Alessandro Minichilli

8154

SISTEMI DI COST MANAGEMENT

COST MANAGEMENT SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Marco Agliati

Giovanni Paolo Tomasi

8135

SISTEMI DI SVILUPPO DEL PERSONALE

HUMAN RESOURCE DEVELOPMENT SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Silvia Bagdadli

Maria Gabriella Bagnato - Barbara Imperatori

8126

**SISTEMI DI VALUTAZIONE DELLE PERFORMANCE PER LE AZIENDE NON PROFIT
E PER LE ORGANIZZAZIONI NON GOVERNATIVE**

PERFORMANCE EVALUATION OF NONPROFIT AND NONGOVERNMENT

ORGANISATIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Alex Turrini

Anna Maria Merlo

8136

SISTEMI DI VALUTAZIONE E DI RICOMPENSA

ASSESSMENT AND COMPENSATION SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Silvia Bagdadli

Simone Brero

8015

SISTEMI INFORMATIVI PER IL MARKETING

MARKETING INFORMATION TECHNOLOGY

(cp: MM-LS 6)

(I sem.) (I.E.G.I.) (DEA)
Chiara Mauri
Luca Molteni - Maurizio Poli

8250

SOCIOLOGIA E STORIA (corso monografico)

SOCIOLOGY AND HISTORY (monographic course)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.) (DEP)

Achille Marzio Romani

Marco Cattini - Sandro Roventi

8313

SPAGNOLO (II lingua - CLG-LS)

SPANISH SECOND LANGUAGE - CLG/LS

(cfu: CLG - LS 6)

(I/II sem.) (Cl) (--)

Da definire

8256

#RIF!

(cp: CLEFIN-LS 6)

(I sem.) (I.M.Q.) (DEP)

Francesco Corielli

Sandra Fortini

8069

#RIF!

(cp: DES-LS 8)

(I sem.) (I.M.Q.) (DEP)

Piero Veronese

- Rebecca Graziani

8067

STATISTICA ECONOMICA

ADVANCED METHODS SURVEY SAMPLING IN ECONOMICS

(cp: CLEACC-LS 4)

(I sem.) (I.M.Q.) (DEP)

Fausta Luscia

Valeria Severini - Cristiano Toni

8063

STATISTICA PER L'ANALISI ORGANIZZATIVA

STATISTICS FOR ORGANIZATIONAL ANALYSIS

(cp: OSI-LS 6)

(I sem.) (I.M.Q.) (DEP)

Sonia Petrone

Paola Cerchiello - Bruno Scarpa

8303

STOCHASTIC CALCULUS WITH APPLICATIONS TO FINANCE AND ECONOMICS
STOCHASTIC CALCULUS WITH APPLICATIONS TO FINANCE AND
ECONOMI CS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Donato Michele Cifarelli

8090

STORIA DELLE CODIFICAZIONI
HISTORY OF CODIFICATIONS

(cp: CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Attilio Guarneri

Annamaria Monti

8095

STORIA ECONOMICA (Dinamiche di sviluppo delle imprese innovative)

BUSINESS HISTORY (Evolutive dynamics of innovative enterprises)

(cp: CLEMIT-LS 6)

(II sem.) (I.S.E.) (DEP)

Andrea Colli

Francesca Polese

8094

#RIF!

(cp: DES-LS 8)

(I sem.) (I.S.E.) (DEP)

Marco Cattini

Marco Bianchini - Luca Fantacci - Guido Guerzoni

8251

STORIA, ISTITUZIONI E CRISI DEL SISTEMA FINANZIARIO GLOBALE

HISTORY, INSTITUTIONS AND CRISES OF THE GLOBAL FINANCIAL SYSTEM

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.) (DEP)

Massimo Amato

Luca Fantacci

8115

STRATEGIA DELLE AZIENDE FAMILIARI

STRATEGIC MANAGEMENT OF FAMILY BUSINESSES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Guido Corbetta

Daniela Montemerlo

8005

STRATEGIA E GOVERNANCE DELLE AZIENDE CULTURALI

STRATEGY AND GOVERNANCE OF CULTURAL ORGANIZATIONS

(cp: CLEACC-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Paola Dubini

Anna Maria Merlo

8197

STRATEGIA E ORGANIZZAZIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

STRATEGIES AND ORGANISATION OF FINANCIAL AND INSURANCE INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Paolo Mottura

Sergio Paci

8116

STRATEGIC BUSINESS MODELLING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Luca Gnan

Leonardo Caporarello

8114

STRATEGIC DESIGN OF THE MULTINATIONAL FIRM

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Markus Venzin

8156

STRATEGIC MANAGEMENT ACCOUNTING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Franco Amigoni

Antonello Garzoni

8127

STRATEGIC MANAGEMENT OF PUBLIC INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Federico Lega

Stefano Villa

8011

STRATEGIC MARKETING

(cp: MM-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Enrico Valdani
Alessandro Arbore

8187

SUPPLY CHAIN MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Raffaele Secchi
Francesco Gallmann

8091

**TASSAZIONE COMPARATA
COMPARATIVE TAXATION**

(cp: CLELI-LS 8)

(I sem.) (I.D.C.) (DEP)

Carlo Garbarino
Daniel Gutmann

8281

TECHNOLOGY AND PRODUCT INNOVATION MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Gianmario Verona
Hans Hinterhuber - Giuseppe Stabilini

8314

TEDESCO (II lingua - CLG-LS)

GERMAN SECOND LANGUAGE - CLG/LS

(cfu: CLG - LS 6)

(I/II sem.) (Cl) (--)

Da definire

8050

TEMI AVANZATI DI ECONOMIA

ADVANCED TOPICS IN ECONOMICS

(cp: AFC-LS 6)

(II sem.) (I.E.P.) (DEP)

Francesco Gulli'
Gianluca Cassese

8056

TEMI DI ECONOMIA DELL'ARTE E DELLA CULTURA

TOPICS IN ECONOMICS OF ART AND CULTURAL

(cp: CLEACC-LS 8)

(I sem.) (I.E.P.) (DEP)

Roberto Artoni
Luca Micheletto

8054

#RIF!

(cp: CLEFIN-LS 6)
(I sem.) (I.E.P.) (DEP)
Paolo Colla
Andreas Madestam

8007**TEORIA GENERALE DEI CONSUMI (Consumo e antropologia culturale)**

CONSUMPTION THEORY (Consumption and cultural anthropology)

(cp: MM-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Stefano Podesta'
Stefania Borghini - Lisa Penaloza - Luca Massimiliano Visconti

8157**TESORERIA E GESTIONE DEI RISCHI FINANZIARI D'IMPRESA**

TREASURY AND FINANCIAL RISK MANAGEMENT: A CORPORATE PERSPECTIVE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.A.F.C.) (DEA)
Cesare Conti
Emanuele Facile

8220**THE ECONOMICS AND ORGANIZATION OF INTER-FIRM NETWORKS**

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.P.) (DEP)
Stefano Breschi
Stefano Brusoni

8221**TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA**

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.M.Q.) (DEP)
Sonia Petrone
Patrizia Campagnoli - Luca Molteni

8252**UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETA', ISTITUZIONI**

ECONOMICS, SOCIETY AND INSTITUTIONS: A PERSPECTIVE VIEW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.S.E.) (DEP)
Marco Cattini
Giuseppe Berta

9.2

List of courses in numerical order by code

Courses are listed in numerical order by code with indication of the graduate program, credit points, semester when offered, Institute and department they pertain to plus, the Course Director and other teaching staff.

Below is a list of Institutes with their abbreviation:

Centro di servizi didattici per l'informatica	IT Education Services Centre	SEDIN
Centro linguistico	Language Centre	C. LINGUISTICO
Istituto di Amministrazione, finanza e controllo	Institute of Accounting, Finance and Control	IAFC
Istituto di Diritto comparato "A. Sraffa"	Institute of Comparative Law "A. Sraffa"	IDC
Istituto di Economia dei mercati e degli intermediari finanziari "G. Dell'Amore"	Institute of Financial Markets and Institutions "G. Dell'Amore"	IEMIF
Istituto di Economia e gestione delle imprese "G. Pivato"	Institute of Corporate Economics and Management "G. Pivato"	IEGI
Istituto di Economia politica "E. Bocconi"	Institute of Economics "E. Bocconi"	IEP
Istituto di Metodi quantitativi	Institute of Quantitative Methods	IMQ
Istituto di Organizzazione e sistemi informativi	Institute of Business Organisation and Information Systems	IOSI
Istituto di Pubblica amministrazione e sanità "C. Masini"	Institute of Public Administration and Health Care Management "C. Masini"	IPAS
Istituto di Storia economica	Institute of Economic History	ISE
Istituto di Strategia ed economia aziendale "G. Zappa"	Institute of Strategic Management "G. Zappa"	ISEA
Dipartimento di Economia aziendale	Department of Business Administration	DEA
Dipartimento di Economia politica	Department of Economics	DEP

The course profiles can be consulted at <http://www.unibocconi.it/profiles>.

8001

CORPORATE GOVERNANCE

(cp: CLELI-LS 8 - M-LS 6)

(II sem.) (I.S.E.A.) (DEA)

Alessandro Zattoni

Marco Carone - Francesco Chiappetta - Alessandro De Nicola - Michel Greiche - Paolo Montalenti
- Patrick O'malley - Catherine Rogers - Mario Stella Richter - Fabio Zona

8002

GESTIONE STRATEGICA / STRATEGIC MANAGEMENT

(cp: M-LS 8)

(II sem.) (I.S.E.A.) (DEA)

Guido Corbetta - Giorgio Invernizzi - Paolo Morosetti - Carlo Salvato - Giovanni Valentini
Vittorio Coda

8003

SISTEMI DI CORPORATE GOVERNANCE

(cp: AFC-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Andrea Colli - Alessandro Minichilli

CORPORATE GOVERNANCE

Giuseppe Airoldi

8004

ECONOMETRIA AVANZATA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

ADVANCED ECONOMETRICS

Bruno Sitzia

8005

STRATEGIA E GOVERNANCE DELLE AZIENDE CULTURALI

(cp: CLEACC-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Anna Maria Merlo

Paola Dubini

STRATEGY AND GOVERNANCE OF CULTURAL ORGANIZATIONS

8006

MARKETING MANAGEMENT

(cp: M-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Bruno Giuseppe Busacca

Fabio Ancarani - Alessandro Arbore - Michael Gibbert - David Mario Dino Jarach - David

Mazursky - Ottavia Pelloni

8007

TEORIA GENERALE DEI CONSUMI (Consumo e antropologia culturale)

(cp: MM-LS 6)

(II sem.) (I.E.G.I.) (DEA)

CONSUMPTION THEORY (Consumption and cultural anthropology)

Stefania Borghini - Lisa Penaloza - Luca Massimiliano Visconti

Stefano Podesta'

8008

COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

(cp: MM-LS 6)

(I sem.) (I.E.G.I.) (DEA)

COMPETITIVE ANALYSIS (Competitive intelligence and regulation)

Cristian Chizzoli - Giovanna Padula - Fabrizio Zerbini

Francesca Golfetto

8009

CHANNEL MARKETING (Evoluzione del commercio; analisi e progettazione)

(cp: MM-LS 6)

(II sem.) (I.E.G.I.) (DEA)

CHANNEL MARKETING (Trade evolution analysis and planning)

Rossano Eusebio - Elisabetta Merlo - Karin Maria Laura Zaghi

Sandro Castaldo

8011

STRATEGIC MARKETING

(cp: MM-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Alessandro Arbore

Enrico Valdani

8012

CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

(cp: MM-LS 5)

(I sem.) (I.E.G.I.) (DEA)

Bruno Giuseppe Busacca

CONSUMER BEHAVIOUR

Edoardo Borruso - Cristian Chizzoli - Cinzia Martignone - Maria Carmela Ostillio

8013

MARKETING (corso progredito)

(cp: CLEACC-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Isabella Soscia

MARKETING (advanced course)

Michela Addis

8015

SISTEMI INFORMATIVI PER IL MARKETING

(cp: MM-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Chiara Mauri

Luca Molteni - Maurizio Poli

MARKETING INFORMATION TECHNOLOGY

8016

PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance) /

PERFORMANCE MEASUREMENT (Performance evaluation and management)

(cp: M-LS 8)

(I sem.) (I.A.F.C.) (DEA)

Angelo Ditillo - Andrea Dossi - Bioness Ferrari - Gianluca Lombardi Stocchetti - Antonio Marra -
Giuseppe Pezzino - Patrizia Tettamanzi
Franco Amigoni

8017

POLITICHE FINANZIARIE DI IMPRESA / CORPORATE FINANCE

(cp: AFC-LS 6 - M-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Alberto Micalizzi - Francesco Reggiani
Mauro Bini - Alessandro Nova

8018

BILANCIO E COMUNICAZIONE ECONOMICA

(cp: AFC-LS 8)

(I sem.) (I.A.F.C.) (DEA)

FINANCIAL REPORTING AND INTERNATIONAL ACCOUNTING STANDARDS
Maurizio Maria Pini
Nicola Pecchiari - Giuseppe Pogliani - Alfredo Vigano'

8019

ECONOMIA DELL'ENERGIA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

ENERGY ECONOMICS
Luigi De Paoli

8020

MODELLI DI PIANIFICAZIONE E CONTROLLO

(cp: AFC-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Marco Agliati
PERFORMANCE MEASUREMENT AND CONTROL SYSTEMS
Sergio Beretta

8021

BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

FINANCIAL REPORTING AND DISCLOSURE
Luigi Borre' - Alessandra Feller - Sabino Fortunato - Maria Chiara Mosca
Massimiliano Nova

8022

SISTEMI DI AMMINISTRAZIONE E CONTROLLO

(cp: AFC-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Francesco Aldo De Luca - Nicola Pecchiari - Federico Suss
Franco Flavio Miroglio

SYSTEMS AND PROCESSES FOR ACCOUNTING AND CONTROL

8023

ANALISI PER LE DECISIONI FINANZIARIE

(cp: AFC-LS 4)

(I sem.) (I.A.F.C.) (DEA)

CORPORATE FINANCIAL MANAGEMENT AND BUSINESS EVALUATION

Mauro Bini

Paolo Maurizio Iovenitti

8024

FINANZA AZIENDALE (Introduzione alle valutazioni) / CORPORATE FINANCE

(Business valuation)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Antonio Salvi - Laura Zanetti

Mario Massari

8025

PRINCIPI CONTABILI INTERNAZIONALI

(cp: CLELI-LS 8)

(I sem.) (I.A.F.C.) (DEA)

INTERNATIONAL ACCOUNTING STANDARDS

Lorenzo Pozza

Michele Caso' - Cesare Conti

8026

ANALISI E VALUTAZIONI FINANZIARIE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 8 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

FINANCIAL ANALYSIS AND VALUATION

Gualtiero Brugger

Massimo Buongiorno - Maurizio Lombardi

8027

FINANZA STRATEGICA

(cp: CLELI-LS 8)

(II sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger

Paolo Maurizio Iovenitti

STRATEGIC FINANCE

8028

BILANCIO E OPERAZIONI DI GESTIONE STRAORDINARIA

(cp: CLELI-LS 8)

(II sem.) (I.A.F.C.) (DEA)

ACCOUNTING FOR BUSINESS COMBINATIONS

Riccardo Perotta

8029

PROJECT FINANCING E BUSINESS PLAN

(cp: CLEACC-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Antonello Garzoni - Stefano Salvatori - Emanuele Teti

Maurizio Dallochio

PROJECT FINANCING AND BUSINESS PLAN

8030

BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato) / BUSINESS - GOVERNMENT RELATIONS

(cp: M-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Elio Borgonovi

Fabio Michele Amatucci - Luca Giovanni Brusati - Manuela Brusoni - Luca Buccoliero - Federico

Lega - Francesco Longo - Marta Marsilio - Valentina Mele - Jeffrey Straussman

8032

ANALISI DI BILANCIO E REVISIONE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

(cp: GM-LS 8 - 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)

(I sem.) (I.P.A.S.) (DEA)

Elena Cantu' -

FINANCIAL STATEMENT ANALYSIS AND AUDITING IN GOVERNMENTS AND INTERNATIONAL INSTITUTIONS

Ileana Steccolini

8033

PROGETTAZIONE DEI SISTEMI DI CONTROLLO E VALUTAZIONE DEI RISULTATI NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

(cp: GM-LS 8 - 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)

(II sem.) (I.P.A.S.) (DEA)

DESIGNING MANAGEMENT CONTROL AND PERFORMANCE EVALUATION SYSTEMS IN PUBLIC ORGANIZATIONS AND INTERNATIONAL INSTITUTIONS

Fabrizio Pezzani

Geert Bouckaert - Laura Maria Caccia -

8034

PEOPLE MANAGEMENT

(cp: M-LS 8)

(II sem.) (I.O.S.I.) (DEA)

Eugenia Cacciatori - Nicola Gurrado - James Hayton - Giacomo Silvestri

Silvia Bagdadli

8035

COMPORTEMENTO ORGANIZZATIVO

(cp: OSI-LS 6)

(I sem.) (I.O.S.I.) (DEA)

ORGANIZATIONAL BEHAVIOUR

Vincenzo Perrone

8036

METODOLOGIE E TECNICHE DI ANALISI ORGANIZZATIVA

(cp: OSI-LS 6)

(I sem.) (I.O.S.I.) (DEA)

ORGANIZATIONAL ANALYSIS

Rossella Cappetta

8037

PROGETTAZIONE DEI SISTEMI INFORMATIVI (I.S. Development)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Ferdinando Pennarola

I.S. DEVELOPMENT

Paola Bielli

8038

COORDINAMENTO ORGANIZZATIVO E TECNOLOGIE

(cp: OSI-LS 4)

(I sem.) (I.O.S.I.) (DEA)

Luigi Proserpio

TECHNOLOGY MEDIATED COORDINATION SYSTEMS

8039

PROGETTAZIONE ORGANIZZATIVA

(cp: OSI-LS 6)

(II sem.) (I.O.S.I.) (DEA)

Anna Grandori

ORGANIZATIONAL DESIGN

8040

CAMBIAMENTO ORGANIZZATIVO

(cp: OSI-LS 4)

(II sem.) (I.O.S.I.) (DEA)

Giacomo Silvestri

ORGANIZATIONAL CHANGE

8041

PROJECT AND TEAM MANAGEMENT

(cp: CLEACC-LS 6)

(I sem.) (I.O.S.I.) (DEA)

Cataldo Ruta

8042

INVESTMENT BANKING

(cp: CLEFIN-LS 6 - M-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Giancarlo Forestieri - Stefano Caselli

John Doukas - Stefano Gatti - Giuliano Orlando Iannotta

8043

MERCATI E INTERMEDIARI FINANZIARI

(cp: AFC-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

FINANCIAL MARKETS AND INSTITUTION

Giacomo De Laurentis

Jacopo Mattei - Edmondo Tudini - Claudio Zara

8044

GESTIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE / MANAGEMENT OF FINANCIAL INSTITUTIONS AND INSURANCE COMPANIES

(cp: CLEFIN-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Andrea Sironi

Giuseppe Corvino - Sergio Paci - Andrea Cesare Resti

8045

DERIVATI / DERIVATIVES

(cp: CLEFIN-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Francesco Saita

Mascia Bedendo - Davide Maspero

8047

SCENARI ECONOMICI / ECONOMIC PROSPECTS

(cp: M-LS 6)

(I sem.) (I.E.P.) (DEP)

Lanfranco Senn

Luigi De Paoli - Marco Maffezzoli - Marco Merelli - Massimiliano Riggi - Carlo Secchi

8048

INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione)

(cp: MM-LS 8)

(I sem.) (I.E.P.) (DEP)

INDUSTRY ANALYSIS (Industrial economics and economics of innovation)

Marco Guerzoni - Franco Malerba - Fabio Montobbio

Nicoletta Corrocher

8049

ECONOMIA DELLE RISORSE UMANE

(cp: OSI-LS 8)

(I sem.) (I.E.P.) (DEP)

Michele Pellizzari

PERSONNEL ECONOMICS

Silvia Redaelli

8050

TEMI AVANZATI DI ECONOMIA

(cp: AFC-LS 6)

(II sem.) (I.E.P.) (DEP)

ADVANCED TOPICS IN ECONOMICS

Francesco Gulli'
Gianluca Cassese

8051

POLITICHE PER LO SVILUPPO TERRITORIALE E URBANO

(cp: CLAPI-LS 6)
(II sem.) (I.E.P.) (DEP)

Alberto Bramanti
Massimiliano Riggi - Massimo Zucca-lowicki
REGIONAL AND URBAN DEVELOPMENT POLICIES

8052

**REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE
POLITICHE PUBBLICHE**

(cp: CLAPI-LS 8)
(I sem.) (I.E.P.) (DEP)

Lanfranco Senn
Marco Alderighi - Marco Percoco
PUBLIC UTILITIES REGULATION AND POLICY EVALUATION

8053

ANALISI DELLE POLITICHE PUBBLICHE NAZIONALI E INTERNAZIONALI

(cp: CLAPI-LS 6)
(II sem.) (I.E.P.) (DEP)

ANALYSIS OF NATIONAL AND INTERNATIONAL PUBLIC POLICIES
Paolo Roberto Graziano

8054

TEORIA DELLA FINANZA / THEORY OF FINANCE

(cp: CLEFIN-LS 6)
(I sem.) (I.E.P.) (DEP)

Andreas Madestam
Paolo Colla

8056

TEMI DI ECONOMIA DELL'ARTE E DELLA CULTURA

(cp: CLEACC-LS 8)
(I sem.) (I.E.P.) (DEP)

Luca Micheletto
Roberto Artoni
TOPICS IN ECONOMICS OF ART AND CULTURAL

8057

ECONOMIA INTERNAZIONALE (Globalizzazione, competitivita' e crescita)

(cp: CLEMIT-LS 8)
(I sem.) (I.E.P.) (DEP)

Fabrizio Onida
INTERNATIONAL TRADE (Globalization and growth)
Paolo Epifani

8058

ORGANIZZAZIONE INDUSTRIALE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

INDUSTRIAL ORGANIZATION (Antitrust and regulation)

Michele Polo

8059

ECONOMIA DELL'IMPRESA E CORPORATE GOVERNANCE

(cp: CLEMIT-LS 6)

(I sem.) (I.E.P.) (DEP)

Fausto Panunzi

THEORY OF THE FIRM AND CORPORATE GOVERNANCE

8060

ECONOMIA DELL'INNOVAZIONE (Crescita economica e cambiamento strutturale)

(cp: CLEMIT-LS 8)

(I sem.) (I.E.P.) (DEP)

ECONOMICS OF INNOVATION (Economic growth and structural change)

Franco Malerba

Stefano Breschi

8062

METODI QUANTITATIVI PER IL MARKETING

(cp: MM-LS 6)

(II sem.) (I.M.Q.) (DEP)

Elena Feltrinelli - Alberto Saccardi

Luca Molteni

QUANTITATIVE METHODS FOR MARKETING

8063

STATISTICA PER L'ANALISI ORGANIZZATIVA

(cp: OSI-LS 6)

(I sem.) (I.M.Q.) (DEP)

Paola Cerchiello - Bruno Scarpa

Sonia Petrone

STATISTICS FOR ORGANIZATIONAL ANALYSIS

8064

METODI QUANTITATIVI PER LE PREVISIONI E LE DECISIONI

(cp: CLAPI-LS 6)

(I sem.) (I.M.Q.) (DEP)

Benedetto Matarazzo

Gabriele Gurioli

QUANTITATIVE METHODS FOR FORECASTS AND DECISIONS

8065

MODELLI QUANTITATIVI PER LA FINANZA / QUANTITATIVE METHODS FOR FINANCE

(cp: CLEFIN-LS 6)

(I sem.) (I.M.Q.) (DEP)
Anna Battauz - Marzia De Donno
Fulvio Ortu

8067

STATISTICA ECONOMICA

(cp: CLEACC-LS 4)

(I sem.) (I.M.Q.) (DEP)

ADVANCED METHODS SURVEY SAMPLING IN ECONOMICS

Fausta Luscia

Valeria Severini - Cristiano Toni

8068

**MATEMATICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI /
ADVANCED MATHEMATICS FOR ECONOMICS AND SOCIAL SCIENCES**

(cp: DES-LS 8)

(I sem.) (I.M.Q.) (DEP)

Anna Maria Squellati - Federico Vegni

Sandro Salsa

8069

**STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI / ADVANCED
STATISTICS FOR ECONOMICS AND SOCIAL SCIENCES**

(cp: DES-LS 8)

(I sem.) (I.M.Q.) (DEP)

Piero Veronese

Rebecca Graziani

8070

METODI STATISTICI PER L'ECONOMIA APPLICATA

(cp: CLEMIT-LS 8)

(II sem.) (I.M.Q.) (DEP)

Raffaella Piccarreta

STATISTICAL METHODS FOR ECONOMICS AND BUSINESS (Multivariate analysis)

8071

**DIRITTO COMMERCIALE (corso progredito) / COMPANY AND BUSINESS LAW
(advanced course)**

(cp: CLEFIN-LS 6 - CLELI-LS 6 - CLG-LS 8 - M-LS 6)

(II sem. - I sem.) (I.D.C.) (DEP)

Filippo Annunziata - Mario Notari - Piergaetano Marchetti - Vincenzo Allegri

Luigi Ardizzone - Giannina Baldussi - Luigi Arturo Bianchi - Andrea Caraco' - Marco Carone -

Carmelo Massimo De Iuliis - Alessandro De Nicola - Matteo Erede - Andrea Giannelli - Corrado

Malberti - Maria Chiara Mosca - Giovanni Strampelli - Marco Ventoruzzo

8072

DIRITTO PER IL MARKETING

(cp: MM-LS 6)

(II sem.) (I.D.C.) (DEP)

Elisa Brodi - Massimo Maggiore - Laurent Manderieux

LEGAL ISSUES IN MARKETING

Maria Montagnani

8073

DIRITTO DEL LAVORO

(cp: OSI-LS 8)

(II sem.) (I.D.C.) (DEP)

LABOUR LAW

Maurizio Del Conte

Stefano Liebman

8074

DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

(cp: AFC-LS 6)

(I sem.) (I.D.C.) (DEP)

Angelo Contrino

BUSINESS LAW (SELECTED CORPORATE AND TAX ISSUES IN MANAGEMENT AND INTERNAL AUDITING)

Silvia Gaia Balp

8075

PROFILI PROCEDIMENTALI E ORGANIZZATIVI DELLA RIFORMA AMMINISTRATIVA

(cp: CLAPI-LS 6)

(I sem.) (I.D.C.) (DEP)

Fabrizio Fracchia - Francesca Mattassoglio

Massimo Occhiena

ORGANIZATIONAL AND PROCEDURAL ASPECTS OF ADMINISTRATIVE LAW REFORM

8076

MICROECONOMIA AVANZATA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

ADVANCED MICROECONOMICS

Aldo Montesano

8077

POLITICAL ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Guido Tabellini

8078

DIRITTO DEI MERCATI E DEGLI STRUMENTI FINANZIARI

(cp: CLELI-LS 6)

(II sem.) (I.D.C.) (DEP)

CORPORATE LAW AND FINANCIAL MARKETS REGULATION

Marco Ventoruzzo

8079

DIRITTO DEI BENI IMMATERIALI (corso progredito)

(cp: CLEACC-LS 6)

(I sem.) (I.D.C.) (DEP)

ADVANCED INTELLECTUAL PROPERTY LAW

Gustavo Ghidini - Maria Montagnani

Paola Magnani

8080

DIRITTO DEGLI ENTI NON PROFIT

(cp: CLEACC-LS 6)

(II sem.) (I.D.C.) (DEP)

Giovanni Iudica

REGULATION OF NON-PROFIT ENTITIES

Roberto Randazzo

8081

DIRITTO DELL'IMPRESA E DEL MERCATO / COMPETITION LAW

(cp: DES-LS 6)

(I sem.) (I.D.C.) (DEP)

Corrado Malberti - Federico Morando

Federico Ghezzi

8082

DIRITTI DI PROPRIETA' INTELLETTUALE E CONCORRENZA

(cp: CLEMIT-LS 6)

(II sem.) (I.D.C.) (DEP)

Federico Ghezzi

INTELLECTUAL PROPERTY AND COMPETITION LAW

Laurent Manderieux

8083

DIRITTO CIVILE

(cp: CLG-LS 8)

(II sem.) (I.D.C.) (DEP)

CIVIL LAW

Giovanni Iudica

Salvatore Patti - Vincenzo Roppo

8084

DIRITTO PROCESSUALE CIVILE

(cp: CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Angelo Castagnola

CIVIL PROCEDURE

Claudio Consolo - Michelle Vanzetti

8085

POLITICA MONETARIA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

MONETARY POLICY
Roberto Perotti

8086

DIRITTO AMMINISTRATIVO (corso progredito)

(cp: CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

ADVANCED ADMINISTRATIVE LAW

Fabrizio Fracchia

Luigi Gili - Massimo Occhiena

8088

DIRITTO PENALE

(cp: CLG-LS 8)

(I sem.) (I.D.C.) (DEP)

Alberto Alessandri

CRIMINAL LAW

Francesca Chiara Bevilacqua - Elena Garavaglia - Francesco Mucciarelli

8089

PROCEDURA PENALE

(cp: CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

CRIMINAL PROCEDURE

Maria Luisa Balzarotti - Corso Bovio - Giovanna Ichino - Guglielmo Leo - Carlo Melzi D'eril -
Pierpaolo Rivello

Massimo Ceresa-gastaldo

8090

STORIA DELLE CODIFICAZIONI

(cp: CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Annamaria Monti

Attilio Guarneri

HISTORY OF CODIFICATIONS

8091

TASSAZIONE COMPARATA

(cp: CLELI-LS 8)

(I sem.) (I.D.C.) (DEP)

Carlo Garbarino

COMPARATIVE TAXATION

Daniel Gutmann

8092

FORME D'IMPRESA E COMPETIZIONE GLOBALE (Confronto tra organizzazioni nella seconda meta' del XX secolo: Stati Uniti, Europa, Giappone)

(cp: OSI-LS 6)

(II sem.) (I.S.E.) (DEP)

FORMS OF ENTERPRISE AND GLOBAL COMPETITION (A comparison among United States, Europe and Japan. 1950-2000)

Franco Amatori

8093

ARTE E CULTURA

(cp: CLEACC-LS 6)

(II sem.) (I.S.E.) (DEP)

INTERCULTURAL STUDIES

Stefano Baia Curioni

8094

STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate) / ECONOMIC HISTORY AND SOCIAL DYNAMICS (Comparative civilizations)

(cp: DES-LS 8)

(I sem.) (I.S.E.) (DEP)

Marco Bianchini - Luca Fantacci - Guido Guerzoni

Marco Cattini

8095

STORIA ECONOMICA (Dinamiche di sviluppo delle imprese innovative)

(cp: CLEMIT-LS 6)

(II sem.) (I.S.E.) (DEP)

Andrea Colli

BUSINESS HISTORY (Evolutive dynamics of innovative enterprises)

Francesca Polese

8096

DEVELOPMENT ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Eliana La Ferrara

8097

MICROECONOMETRICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Michele Pellizzari

8098

DIRITTO DEL LAVORO (corso progredito)

(cp: CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

LABOUR LAW (advanced course)

Maurizio Del Conte

Stefano Liebman

8099

LINGUA INGLESE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Andrew Cannon - Francesco Caruso - Dermot Costello - Giuliana Di Gregorio - Judith Gorham - Dennis Marino - John Mchardy Clark - Canice Murray - David Park - Anne Virginia Rees - James Rock - James Tierney - Helen Tooke

ENGLISH LANGUAGE

Michael Thompson

8100

LINGUA FRANCESE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Bianca Maria San Pietro

FRENCH LANGUAGE

Patrizia Esposito - Madeleine Leonard - Isabelle Morel - Helene Raccah - Claudia Zoratti

8101

LINGUA TEDESCA

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Anna Dal Collo

GERMAN LANGUAGE

Hans Georg Hahn

8102

LINGUA SPAGNOLA

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Marta Martinez Peres

Miguel Angel Campos - Ana Maria Fernandez - Maria Gilarranz La Pena - M. Gilarranz - Carmen Gimenez - Marilena Gnocchi - David Gomez Moreno

SPANISH LANGUAGE

8103

LINGUA ITALIANA

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Elisa Turra

ITALIAN LANGUAGE

8104

LABOUR ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Tito Michele Boeri

8109

GESTIONE STRATEGICA NEI DISTRETTI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Carmine Tripodi

Federico Visconti

STRATEGIC MANAGEMENT IN DISTRICTS

8110

IMPRENDITORIALITA' E BUSINESS PLANNING / ENTREPRENEURSHIP AND BUSINESS PLANNING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Carlo Brugnoli

Carlo Salvato

8111

INTERNATIONAL BUSINESS MANAGEMENT (Advanced topics in international business)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Elisabetta Marafioti - Torben Pedersen

Markus Venzin

8112

MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi operativi

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Antonio Catalani - Salvatore Testa

MANAGEMENT OF FASHION AND DESIGN COMPANIES: operational processes

Stefania Saviolo

8113

MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.A.) (DEA)

Antonio Catalani - Stefania Saviolo

MANAGEMENT OF FASHION AND DESIGN COMPANIES: strategic processes

Salvatore Testa

8114

STRATEGIC DESIGN OF THE MULTINATIONAL FIRM

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Markus Venzin

8115

STRATEGIA DELLE AZIENDE FAMILIARI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Daniela Montemerlo

Guido Corbetta

STRATEGIC MANAGEMENT OF FAMILY BUSINESSES

8116

STRATEGIC BUSINESS MODELLING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Leonardo Caporarello

Luca Gnan

8118

E-GOVERNMENT STRATEGIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Greta Nasi

Luca Buccoliero

8119

MANAGEMENT DELLA SUSSIDIARIETA': NON PROFIT, COOPERATIVE E ORGANIZZAZIONI NON GOVERNATIVE (ONG)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Antonello Garzoni

Giorgio Fiorentini

MANAGEMENT OF SUBSIDIARITY: NON PROFIT ORGANIZATIONS, COOPERATIVES AND NGO'S

8121

MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

FINANCIAL MANAGEMENT OF EUROPEAN AND INTERNATIONAL PROJECTS

Francesco Longo

Paolo Crugnola - Veronica Vecchi

8122

MANAGEMENT E GESTIONE DEI SERVIZI SOCIO-SANITARI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Giovanni Fattore

MANAGEMENT OF HEALTH AND SOCIAL CARE

Mara Barbara Bergamaschi

8123

MODELLI DI FINANZIAMENTO E GESTIONE FINANZIARIA NELLE P.A.

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

FUNDING AND FINANCIAL MANAGEMENT IN THE PUBLIC SECTOR

Luca Buccoliero

Marta Marsilio

8125

METODI E STRUMENTI DI MANAGEMENT DELLE ISTITUZIONI EUROPEE E INTERNAZIONALI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Elio Borgonovi

MANAGEMENT TOOLS OF EUROPEAN AND INTERNATIONAL INSTITUTIONS

8126

SISTEMI DI VALUTAZIONE DELLE PERFORMANCE PER LE AZIENDE NON PROFIT E PER LE ORGANIZZAZIONI NON GOVERNATIVE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Alex Turrini

Anna Maria Merlo

PERFORMANCE EVALUATION OF NONPROFIT AND NONGOVERNMENT ORGANISATIONS

8127

STRATEGIC MANAGEMENT OF PUBLIC INSTITUTIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.P.A.S.) (DEA)

Federico Lega

Stefano Villa

8128

I SISTEMI INFORMATIVI INTEGRATI (ERP)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)

ENTERPRISE RESOURCE PLANNING

Ferdinando Pennarola

Stefano Basaglia - Roberto Dona'

8129

INFORMATION SECURITY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -

CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.O.S.I.) (DEA)
Ferdinando Pennarola
Leonardo Caporarello - Massimo Magni

8130

IS GOVERNANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.O.S.I.) (DEA)
Ferdinando Pennarola
Paola Bielli - Severino Meregalli

8131

MANAGEMENT CONSULTING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.O.S.I.) (DEA)
Carlo Alberto Carnevale Maffe' - Bernardino Provera
Ferdinando Pennarola

8132

ORGANIZZAZIONE DELLE PICCOLE E MEDIE IMPRESE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.O.S.I.) (DEA)
Marina Puricelli
Paolo Preti
SMALL BUSINESS ORGANIZATION

8133

ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.O.S.I.) (DEA)
Cataldo Ruta
CROSS CULTURAL MANAGEMENT
Giuseppe Delmestri

8134

PROJECT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.O.S.I.) (DEA)
Ferdinando Pennarola
Massimo Magni - Marco Sampietro

8135

SISTEMI DI SVILUPPO DEL PERSONALE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.O.S.I.) (DEA)
HUMAN RESOURCE DEVELOPMENT SYSTEMS
Maria Gabriella Bagnato - Barbara Imperatori
Silvia Bagdadli

8136

SISTEMI DI VALUTAZIONE E DI RICOMPENSA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.O.S.I.) (DEA)

ASSESSMENT AND COMPENSATION SYSTEMS

Silvia Bagdadli
Simone Brero

8137

AMMINISTRAZIONE E CONTROLLO NELLE IMPRESE MULTINAZIONALI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

ACCOUNTING AND CONTROL IN MNCS

Andrea Dossi
Massimo Brunelli

8138

AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

ACCOUNTING AND CONTROL FOR SMES

Annamaria Arcari
Gianluca Lombardi Stocchetti - Lucrezia Songini

8139

ANALISI DI BILANCIO (corso progredito) (Financial statements analysis)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

FINANCIAL STATEMENTS ANALYSIS (advanced course)

Giuseppe Pogliani
Nicola Pecchiari

8140

BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Alberto Bertoni

CONSOLIDATED FINANCIAL STATEMENTS AND GROUP PERFORMANCE

Paola Buso - Antonio Tessitore - Alfredo Vigano'

8141

CAPITAL BUDGETING E GESTIONE DEL CIRCOLANTE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

CAPITAL BUDGETING

Paolo Ghiringhelli

8142

REAL ESTATE FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Armando Borghi

Giacomo Morri

8144

EARNINGS QUALITY, ANALISI DI BILANCIO E INFORMAZIONI PRICE SENSITIVE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

EARNINGS QUALITY, FINANCIAL STATEMENTS ANALYSIS AND PRICE SENSITIVE INFORMATION

Maurizio Maria Pini

8145

INTERNATIONAL CORPORATE FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Alberto Bertoni

Stefano Bonini - Stefano Gatti - Ombretta Pettinato

8146

BOND AND EQUITY OFFERINGS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Francesco Momente' - Francesco Reggiani

Mauro Bini

8150

GOVERNANCE, RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

GOVERNANCE, RISK ASSESSMENT AND INTERNAL CONTROL SYSTEMS

Nicola Pecchiari

Sergio Beretta - Dino Martinazzoli

8154

SISTEMI DI COST MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

COST MANAGEMENT SYSTEMS

Giovanni Paolo Tomasi

Marco Agliati

8156

STRATEGIC MANAGEMENT ACCOUNTING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Antonello Garzoni

Franco Amigoni

8157

TESORERIA E GESTIONE DEI RISCHI FINANZIARI D'IMPRESA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Cesare Conti

Emanuele Facile

TREASURY AND FINANCIAL RISK MANAGEMENT: A CORPORATE PERSPECTIVE

8158

ADVERTISING MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Cristian Chizzoli - Richard Elliott - Anna Uslenghi

Francesca Golfetto

8159

BRAND MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Bruno Giuseppe Busacca

Maria Carmela Ostillio

8160

BtoB MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Bernard Cova

Stefania Borghini

8161

CHANNEL AND TRADE MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -

CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Guido Moellering - Katia Premazzi
Sandro Castaldo

8162

COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Barbara Del Bosco - Vito Di Bari - Stefano Pace
CORPORATE COMMUNICATION
Francesca Golfetto

8163

CORPORATE SOCIAL RESPONSIBILITY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Antonio Tencati
Francesco Perrini

8164

CRM AND LOYALTY MANAGEMENT

(cp: MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-
LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Fabio Ancarani
Vijay Mahajan - Fabrizio Zerbini

8165

ECONOMIA DELLA DISTRIBUZIONE COMMERCIALE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Karin Maria Laura Zaghi
RETAIL MANAGEMENT
Sandro Castaldo

8166

CULTURE, MEDIA E CONSUMO

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
CULTURES, MEDIA AND CONSUMPTION
Daniele Dalli - Stefano Pace - Margherita Pagani
Stefano Podesta'

8167

E-MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -

CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Emanuela Prandelli
Margherita Pagani

8168

INNOVATION AND TECHNOLOGY MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Alfonso Gambardella
Andrea Fosfuri

8170

INNOVAZIONE NEL RETAILING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Charles Hofacker - Roberto Ravazzoni
Daniele Fornari
RETAILING INNOVATION

8171

LABORATORIO DI BENI CULTURALI E MERCATO DELL'ARTE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
CULTURAL HERITAGE AND THE ARTS MARKET WORKSHOP
Guido Guerzoni

8172

LABORATORIO DI COMUNICAZIONE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Francesca Golfetto
Suman Basuroy - Diego Rinallo
WORKSHOP IN COMMUNICATION

8173

LABORATORIO DI EDITORIA E MEDIA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.E.G.I.) (DEA)
Carlo Antonelli - Alberto Cantoni - Giuseppe Delmestri - Carmelo Marabello - Adolfo Massazza -
Andrea Ordanini - Fabrizio Perretti - Bernardino Provera
Paola Dubini
PUBLISHING AND MEDIA WORKSHOP

8174

LABORATORIO DI MODA E DESIGN

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

FASHION AND DESIGN WORKSHOP

Salvatore Testa

Stefania Saviolo

8175

LABORATORIO DI SPETTACOLO ED ENTERTAINMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Anna Maria Merlo

Claudia Tacchino

PERFORMING ARTS AND ENTERTAINMENT WORKSHOP

8176

LABORATORIO DI TURISMO E TERRITORIO

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Magda Antonioli

Nicola Fabbri - Giovanni Vigano'

TOURISM AND LOCAL DEVELOPMENT WORKSHOP

8177

LOGISTICS MANAGEMENT AND STRATEGY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Alberto Grando

8178

MANAGEMENT DELLE ACQUISIZIONI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

ACQUISITION MANAGEMENT

Angeloantonio Russo

Valter Conca

8179

MARKETING DEI SERVIZI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Annamma Joy - Stefano Pace

Antonella Caru'

SERVICES MARKETING

8180

MARKETING ESPERIENZIALE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Antonella Caru'

Bernard Cova

EXPERIENTIAL MARKETING

8181

MARKETING INTERNAZIONALE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Enrico Valdani

INTERNATIONAL MARKETING

Margherita Pagani

8183

PROTEZIONE DELLE RISORSE E DELL'AMBIENTE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Nicola Misani

PROTECTION OF RESOURCES AND ENVIRONMENT

Sergio Pivato

8184

RESEARCH AND DEVELOPMENT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Silvia Zamboni

Vincenzo Baglieri

8185

SALES AND KEY ACCOUNT MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Maria Gabriella Bagnato - Artur Baldauf - Manfred Krafft

Paolo Guenzi

8186

SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Arianna Brioschi - Paola Maria Milanese

Francesca Golfetto

SEMIOTICS OF CONSUMPTION AND COMMUNICATION THEORIES

8187

SUPPLY CHAIN MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Francesco Gallmann

Raffaele Secchi

8188

ASSET MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Marco Navone

8189

GESTIONE DEI PRESTITI E CREDIT RISK MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Giacomo De Laurentis

LOANS AND CREDIT RISK MANAGEMENT

Renato Maino

8190

GESTIONE DEI RISCHI E MODELLI DI ALM PER LE ASSICURAZIONI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Giuseppe Corvino

RISK MANAGEMENT AND ALM MODELS FOR INSURANCE

8191

INVESTMENT BANKING E FINANZA STRUTTURATA / INVESTMENT BANKING AND STRUCTURED FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Andrea Fabbri

Stefano Gatti

8193

INTERNATIONAL FINANCIAL MARKETS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Manuela Geranio

8194

PRIVATE BANKING E GESTIONE DEI PATRIMONI ISTITUZIONALI / PRIVATE BANKING AND MONEY MANAGEMENT FOR INSTITUTIONAL INVESTORS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

Andrea Cesare Resti

Barbara Alemanni - Philip Molyneux

8195

PRIVATE EQUITY AND VENTURE CAPITAL

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Emilia Garcia Appendini - Filippo Ippolito

Stefano Caselli

8196

COMPARATIVE FINANCIAL SYSTEMS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Marco Onado

8197

STRATEGIA E ORGANIZZAZIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Paolo Mottura

Sergio Paci

STRATEGIES AND ORGANISATION OF FINANCIAL AND INSURANCE INSTITUTIONS

8202

PUBLIC ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Alessandra Casarico

Robert Dur

8203

ECONOMICS OF EUROPEAN INTEGRATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Carlo Altomonte

Mario Nava - Francesco Passarelli

8204

ENTREPRENEURSHIP, FINANCE AND INNOVATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)
Laura Bottazzi
Stefano Caselli - Stefano Gatti

8205

INDUSTRIAL DYNAMICS AND INTERNATIONAL COMPETITIVENESS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Franco Malerba
Mariana Mazzucato

8212

POLITICA COMPARATA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

COMPARATIVE POLITICS

Corrado Molteni - Benedetta Trivellato
Paolo Roberto Graziano

8215

REGOLAMENTAZIONE DEI MERCATI FINANZIARI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Angelo Porta

Franco Bruni - Donato Masciandaro

REGULATION OF FINANCIAL MARKETS

8216

LABORATORIO DI STAMPA ED ECONOMIA

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.M.Q.) (DEP)

Francesco Billari

Marco Liera

PRESS AND ECONOMICS WORKSHOP

8217

LABORATORIO DI STRUMENTI PER L'ATTIVITA' DI RICERCA

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.E.P.) (DEP)

Anna Creti'

RESEARCH TOOLS WORKSHOP

Stefano Breschi

8219

PRINCIPLES OF FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Andrea Beltratti

8220

THE ECONOMICS AND ORGANIZATION OF INTER-FIRM NETWORKS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Stefano Breschi

Stefano Brusoni

8221

TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.M.Q.) (DEP)

Patrizia Campagnoli - Luca Molteni

Sonia Petrone

8222

BEHAVIOURAL MODELS IN ECONOMICS AND FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Erio Castagnoli

Fabio Angelo Maccheroni

8223

FIXED INCOME (Advanced methods)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Damiano Brigo - Gianluca Fusai - Fabio Mercurio

Fulvio Ortu

8224

INCOME DISTRIBUTION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Conchita D'ambrosio

Pietro Muliere

8227

ACTUARIAL MATHEMATICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.M.Q.) (DEP)

Lorenzo Peccati

Rita Bacinello - Enrico Biffis

8228

METHODS FOR FINANCIAL RISK MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Fabio Angelo Maccheroni

Mascia Bedendo - Gino Favero - Francesco Saita

8229

NUMERICAL METHODS IN FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Anna Battauz

Fabrizio Iozzi

8230

QUANTITATIVE METHODS FOR SOCIAL SCIENCES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Pietro Muliere

8231

BAYESIAN STATISTICAL METHODS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Pietro Muliere

8232

POPULATION DYNAMICS AND ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Francesco Billari

Hans-peter Kohler

8233

DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.M.Q.) (DEP)

Francesco Billari

Jane Klobas - Stefano Renzi

8235

DIRITTO COSTITUZIONALE REGIONALE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

Lorenzo Cuocolo

REGIONAL CONSTITUTIONAL LAW

8236

INTERNATIONAL TRADE LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Gianluca Rubagotti

Giorgio Sacerdoti

8239

DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giuseppe Franco Ferrari

IT AND COMMUNICATION LAW

Oreste Pollicino - Luca Sanfilippo

8240

DIRITTO FALLIMENTARE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

BANKRUPTCY LAW

Edoardo Staunovo Polacco

8241

DIRITTO DELLA CONCORRENZA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

ANTITRUST LAW

Federico Ghezzi

Giuseppina Maria Mangione - Federico Morando

8242

DIRITTO INTERNAZIONALE PRIVATO

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giorgio Sacerdoti

INTERNATIONAL PRIVATE LAW

Maria Paola Mariani

8243

DIRITTO DELL'ARBITRATO INTERNO E INTERNAZIONALE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Giovanni Iudica

INTERNAL AND INTERNATIONAL ARBITRATION LAW
Stefano Azzali

8244

DIRITTO PUBBLICO DELL'ECONOMIA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
Giuseppe Franco Ferrari
REGULATION IN ECONOMICS

8245

DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
Angelo Contrino - Claudio Legnazzi
Carlo Garbarino
TAX LAW (advanced course 1) (Business taxation)

8246

DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.D.C.) (DEP)
Carlo Garbarino
Patrizio Braccioni - Andrea Manzitti
TAX LAW (advanced course 2) (Advanced topics)

8247

DIRITTO TRIBUTARIO INTERNAZIONALE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.D.C.) (DEP)
Carlo Garbarino
INTERNATIONAL TAX LAW
Marco Bernasconi

8248

COMPARATIVE BUSINESS HISTORY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(I sem.) (I.S.E.) (DEP)
Andrea Colli
Franco Amatori

8249

**LABORATORIO DI FONTI DEI DATI PER LA RICERCA ECONOMICA E SOCIALE:
DAI MEDIA TRADIZIONALI A INTERNET**

(cp: DES-LS 3 - CLEMIT-LS 3)
(I sem.) (I.S.E.) (DEP)

DATA SOURCES FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP: FROM
TRADITIONAL MEDIA TO THE INTERNET

Guido Alfani

8250

SOCIOLOGIA E STORIA (corso monografico)

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.) (DEP)

Achille Marzio Romani

Marco Cattini - Sandro Roventi

SOCIOLOGY AND HISTORY (monographic course)

8251

STORIA, ISTITUZIONI E CRISI DEL SISTEMA FINANZIARIO GLOBALE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.) (DEP)

HISTORY, INSTITUTIONS AND CRISES OF THE GLOBAL FINANCIAL SYSTEM

Luca Fantacci

Massimo Amato

8252

UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETA', ISTITUZIONI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.) (DEP)

ECONOMICS, SOCIETY AND INSTITUTIONS: A PERSPECTIVE VIEW

Giuseppe Berta

Marco Cattini

8254

ECONOMIA DELLA CULTURA E DEL TERRITORIO

(cp: CLEACC-LS 6)

(II sem.) (I.E.P.) (DEP)

CULTURAL ECONOMICS AND LAND USE ISSUES

Magda Antonioli

Nicola Fabbri - Giovanni Vigano'

8255

ECONOMETRIA / ECONOMETRICS

(cp: CLEFIN-LS 6)

(II sem.) (I.E.P.) (DEP)

Barbara Chizzolini

Carlo Ambrogio Favero

8256

STATISTICA / STATISTICS

(cp: CLEFIN-LS 6)

(I sem.) (I.M.Q.) (DEP)

Francesco Corielli

Sandra Fortini

8257

DIRITTO ROMANO

(cp: CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
Federico Pergami
Lorenzo Gagliardi
ROMAN LAW

8258

DIRITTO UNIONE EUROPEA

(cp: CLG-LS 6)
(I sem.) (I.D.C.) (DEP)
EUROPEAN UNION LAW
Maria Paola Mariani
Massimo Benedettelli - Gaetano Iorio Fiorelli

8259

MANAGEMENT DEI PROCESSI DI FUND RAISING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)
(II sem.) (I.P.A.S.) (DEA)
Erika Mallarini
Francesco Manfredi
MANAGEMENT OF FUND RAISING PROCESSES

8260

FINANCIAL STATEMENT ANALYSIS

(cp: CLEFIN-LS 6)
(I sem.) (I.A.F.C.) (DEA)
Annalisa Prencipe
Patrizia Tettamanzi - Daniela Travella

8261

MANAGEMENT OF INTERNATIONAL INSTITUTIONS

(cp: CLAPI-LS 6)
(II sem.) (I.P.A.S.) (DEA)
Paolo Roberto Graziano
Stefano Olmeti

8262

ECONOMIA E MANAGEMENT DELLA CONOSCENZA

(cp: CLEMIT-LS 6)
(II sem.) (I.E.G.I.) (DEA)
Alfonso Gambardella
ECONOMICS AND MANAGEMENT OF KNOWLEDGE

8263

**LABORATORIO DI PROGRAMMAZIONE DEI CALCOLATORI PER LE SCIENZE
ECONOMICHE E SOCIALI**

(cp: DES-LS 3 - CLEMIT-LS 3)

(I sem.) (I.M.Q.) (DEP)

COMPUTER PROGRAMMING FOR ECONOMIC AND SOCIAL RESEARCH WORKSHOP

Fabrizio Iozzi

Paolo Cadringer

8264

INTERNATIONAL MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Eleonora Cattaneo - Rolf Seringhaus

Enrico Valdani

8267

LINGUA PORTOGHESE

(cp: GM-LS 4 - MM-LS 4 - OSI-LS 4 - AFC-LS 4 - CLAPI-LS 4 - CLEFIN-LS 4 - CLELI-LS 4 - CLEACC-LS 4 - DES-LS 4 - CLEMIT-LS 4 - CLG-LS 4)

(I/II sem.) (Cl) (--)

Da definire

PORTUGUESE LANGUAGE

8271

COMPARATIVE BUSINESS AND CORPORATE LAW

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.D.C.) (DEP)

Catherine Rogers

8280

QUANTITATIVE APPROACHES AND POLICY ANALYSIS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - 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.) (DEP)

Francesco Billari

Rebecca Graziani - Paolo Roberto Graziano

8281

TECHNOLOGY AND PRODUCT INNOVATION MANAGEMENT

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Gianmario Verona

Hans Hinterhuber - Giuseppe Stabilini

8282

LA VALUTAZIONE DEI BENI INTANGIBILI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Alessandro Frova

Giulio Nencioni
THE VALUATION OF INTANGIBLES

8283

GAME THEORY: ANALYSIS OF STRATEGIC THINKING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Pierpaolo Battigalli

8284

INFORMATION AND THE ARCHITECTURE OF FINANCIAL MARKETS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Barbara Rindi

Bruno Biais

8285

PUBLIC MANAGEMENT FOR COMPETITIVENESS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Emanuele Antonio Vendramini

Greta Nasi

8286

PUBLIC-PRIVATE PARTNERSHIP IN LIFE SCIENCES SECTOR

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.P.A.S.) (DEA)

Claudio Jommi

Francesco Longo

8287

ECONOMIA E GESTIONE DELLE PUBLIC UTILITIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Andrea Gilardoni

Daniela Cristofoli

MANAGEMENT OF PUBLIC UTILITIES

8288

ANALISI DELLE PERFORMANCE DI MARKETING

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Antonella Caru'

Antonella Cugini - Fabrizio Zerbini

MARKETING PERFORMANCE ANALYSIS

8289

INDUSTRIAL ECONOMICS AND COMPETITION POLICY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Angelo Marcello Cardani - Michele Polo

Chiara Fumagalli

8290

LABORATORIO DI MICROECONOMETRIA APPLICATA

(cp: DES-LS 3 - CLEMIT-LS 3)

(II sem.) (I.E.P.) (DEP)

APPLIED MICROECONOMETRICS

Giovanni Bruno

8291

INTERNATIONAL TRADE

(cp: GM-LS 6 - 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)

(I sem.) (I.E.P.) (DEP)

Paolo Epifani

8292

ENTREPRENEURIAL FINANCE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.M.I.F.) (DEA)

Filippo Ippolito

Stefano Caselli

8293

ANALISI E VALUTAZIONE DELLE INFORMAZIONI DI MERCATO DELLE BANCHE E DELLE ASSICURAZIONI

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.M.I.F.) (DEA)

INFORMATION AND FINANCIAL REPORTING OF BANKS AND INSURANCE

COMPANIES: ANALYSIS AND EVALUATION

Sergio Paci

Stefano Zorzoli

8294

DOING BUSINESS IN ITALY

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.S.E.A.) (DEA)

Carlo Altomonte - Olga Annushkina - Luana Carcano

Markus Venzin

8295

LABORATORIO SUI SISTEMI PRODUTTIVI PER LE ARTI E I MEDIA

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.G.I.) (DEA)

Carlo Antonelli - Rossella Cappetta

PRODUCTION SYSTEMS FOR ARTS AND MEDIA

Severino Salvemini

8296

INNOVATION MANAGEMENT

(cp: CLEMIT-LS 6)

(I sem.) (I.E.G.I.) (DEA)

Boris Durisin

8297

PRODUCT AND MARKETING INNOVATION

(cp: MM-LS 5)

(II sem.) (I.E.G.I.) (DEA)

Paola Cillo - Luigi Mario De Luca

Salvatore Vicari

8298

CORPORATE GOVERNANCE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

(cp: CLAPI-LS 6)

(I sem.) (I.P.A.S.) (DEA)

CORPORATE GOVERNANCE IN GOVERNMENTS AND PUBLIC INSTITUTIONS

Daniela Cristofoli

Giovanni Valotti

8299

MANAGEMENT DELL'INNOVAZIONE NELLE ISTITUZIONI PUBBLICHE NAZIONALI E INTERNAZIONALI

(cp: CLAPI-LS 6)

(I sem.) (I.P.A.S.) (DEA)

CHANGE MANAGEMENT IN NATIONAL AND INTERNATIONAL PUBLIC ADMINISTRATIONS

Francesco Longo

8300

ECONOMETRIC METHODS FOR INNOVATION STUDIES

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.E.P.) (DEP)

Maria Luisa Mancusi

Roberto Fontana - Sergio Venturini - Andrea Vezzulli

8301

INTERNATIONAL AND COMPARATIVE TAXATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Carlo Garbarino
Giovanni Rolle

8302

DIRITTO ED ECONOMIA DEL TERZO SETTORE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.D.C.) (DEP)

Angelo Busani - Giorgio Fiorentini

Giovanni Iudica

RIGHT AND ECONOMY OF NON PROFIT ORGANIZATIONS AND SOCIAL ENTERPRISES

8303

STOCHASTIC CALCULUS WITH APPLICATIONS TO FINANCE AND ECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.M.Q.) (DEP)

Donato Michele Cifarelli

STOCHASTIC CALCULUS WITH APPLICATIONS TO FINANCE AND
ECONOMI CS

8304

COMPETITIVE ANALYSIS AND BUSINESS SCENARIOS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.S.E.A.) (DEA)

Antonio Martelli

Paolo Morosetti

8305

PERFORMANCE MEASUREMENT, INCENTIVES AND MANAGEMENT CONTROL

(cp: GM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS
6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Angelo Ditillo

Pietro Micheli - Lorenzo Patelli

8306

CRISI D'IMPRESA E PROCESSI DI RISTRUTTURAZIONE

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(II sem.) (I.A.F.C.) (DEA)

Alessandro Danovi

CORPORATE DISTRESS AND TURNAROUND MANAGEMENT

Gualtiero Brugger

8307

MERGERS AND ACQUISITIONS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 -
CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Gualtiero Brugger
Renzo Cenciarini - Maurizio Dallochio - Dolly Predovic

8308

FORENSIC ACCOUNTING, FRAUDS AND LITIGATION

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.A.F.C.) (DEA)

Giuseppe Pogliani

Marco Mariani - Nicola Pecchiari

8309

ADVANCED MACROECONOMICS

(cp: GM-LS 6 - MM-LS 6 - OSI-LS 6 - AFC-LS 6 - CLAPI-LS 6 - CLEFIN-LS 6 - CLELI-LS 6 - CLEACC-LS 6 - DES-LS 6 - CLEMIT-LS 6 - CLG-LS 6)

(I sem.) (I.E.P.) (DEP)

Francesco Giavazzi

8310

FRANCESE (II lingua - CLG-LS)

FRENCH SECOND LANGUAGE - CLG/LS

ITALIAN SECOND LANGUAGE - CLG/LS

PORTUGUESE SECOND LANGUAGE - CLG/LS

SPANISH SECOND LANGUAGE - CLG/LS

8311

GERMAN SECOND LANGUAGE - CLG/LS

(cfu: CLG - LS 6)

(I/II sem.) (Cl) (--)

Da definire

ITALIAN SECOND LANGUAGE - CLG/LS

8312

PORTOGHESE (II lingua - CLG-LS)

(cfu: CLG - LS 6)

(I/II sem.) (Cl) (--)

Da definire

PORTUGUESE SECOND LANGUAGE - CLG/LS

8313

SPAGNOLO (II lingua - CLG-LS)

(cfu: CLG - LS 6)

(I/II sem.) (Cl) (--)

Da definire

SPANISH SECOND LANGUAGE - CLG/LS

8314

TEDESCO (II lingua - CLG-LS)

(cfu: CLG - LS 6)

(I/II sem.) (Cl) (--)

Da definire
GERMAN SECOND LANGUAGE - CLG/LS

9.3

List of courses by instructor in alphabetical order

The course profiles can be consulted at <http://www.unibocconi.it/profiles>.

ADDIS MICHELA

8013 - MARKETING (corso progredito)

AGLIATI MARCO

8154 - SISTEMI DI COST MANAGEMENT

8020 - MODELLI DI PIANIFICAZIONE E CONTROLLO

AIROLDI GIUSEPPE

8003 - SISTEMI DI CORPORATE GOVERNANCE

ALDERIGHI MARCO

8052 - REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE
POLITICHE PUBBLICHE

ALEMANNI BARBARA

8194 - PRIVATE BANKING E GESTIONE DEI PATRIMONI ISTITUZIONALI

ALESSANDRI ALBERTO

8088 - DIRITTO PENALE

ALFANI GUIDO

8249 - LABORATORIO DI FONTI DEI DATI PER LA RICERCA ECONOMICA E SOCIALE:
DAI MEDIA TRADIZIONALI A INTERNET

ALLEGRI VINCENZO

8071 - DIRITTO COMMERCIALE (corso progredito)

ALTOMONTE CARLO

8203 - ECONOMICS OF EUROPEAN INTEGRATION

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

8248 - COMPARATIVE BUSINESS HISTORY

8092 - FORME D'IMPRESA E COMPETIZIONE GLOBALE (Confronto tra organizzazioni nella seconda meta' del XX secolo: Stati Uniti, Europa, Giappone)

AMATUCCI FABIO MICHELE

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

AMIGONI FRANCO

8016 - PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance)

8156 - STRATEGIC MANAGEMENT ACCOUNTING

ANCARANI FABIO

8164 - CRM AND LOYALTY MANAGEMENT

8006 - MARKETING MANAGEMENT

ANNUNZIATA FILIPPO

8071 - DIRITTO COMMERCIALE (corso progredito)

ANNUSHKINA OLGA

8294 - DOING BUSINESS IN ITALY

ANTONELLI CARLO

8173 - LABORATORIO DI EDITORIA E MEDIA

8295 - LABORATORIO SUI SISTEMI PRODUTTIVI PER LE ARTI E I MEDIA

ANTONIOLI MAGDA

8176 - LABORATORIO DI TURISMO E TERRITORIO

8254 - ECONOMIA DELLA CULTURA E DEL TERRITORIO

ARBORE ALESSANDRO

8006 - MARKETING MANAGEMENT

8011 - STRATEGIC MARKETING

ARCARI ANNAMARIA

8138 - AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

ARDIZZONE LUIGI

8071 - DIRITTO COMMERCIALE (corso progredito)

ARTONI ROBERTO

8056 - TEMI DI ECONOMIA DELL'ARTE E DELLA CULTURA

AZZALI STEFANO

8243 - DIRITTO DELL'ARBITRATO INTERNO E INTERNAZIONALE

BACINELLO RITA

8227 - ACTUARIAL MATHEMATICS

BAGDADLI SILVIA

8034 - PEOPLE MANAGEMENT

8135 - SISTEMI DI SVILUPPO DEL PERSONALE

8136 - SISTEMI DI VALUTAZIONE E DI RICOMPENSA

BAGLIERI VINCENZO

8184 - RESEARCH AND DEVELOPMENT MANAGEMENT

BAGNATO MARIA GABRIELLA

8135 - SISTEMI DI SVILUPPO DEL PERSONALE

8185 - SALES AND KEY ACCOUNT MANAGEMENT

BAIA CURIONI STEFANO

8093 - ARTE E CULTURA

8173 - LABORATORIO DI EDITORIA E MEDIA

BALDAUF ARTUR

8185 - SALES AND KEY ACCOUNT MANAGEMENT

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)

BASUROY SUMAN

8172 - LABORATORIO DI COMUNICAZIONE

BATTAUZ ANNA

8229 - NUMERICAL METHODS IN FINANCE

8065 - MODELLI QUANTITATIVI PER LA FINANZA

BATTIGALLI PIERPAOLO

8283 - GAME THEORY: ANALYSIS OF STRATEGIC THINKING

BEDENDO MASCIA

8045 - DERIVATI

8228 - METHODS FOR FINANCIAL RISK MANAGEMENT

BELTRATTI ANDREA

8219 - PRINCIPLES OF FINANCE

BENEDETTELLI MASSIMO

8258 - DIRITTO UNIONE EUROPEA

BERETTA SERGIO

8020 - MODELLI DI PIANIFICAZIONE E CONTROLLO

8150 - GOVERNANCE, RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

BERGAMASCHI MARA BARBARA

8122 - MANAGEMENT E GESTIONE DEI SERVIZI SOCIO-SANITARI

BERNASCONI MARCO

8247 - DIRITTO TRIBUTARIO INTERNAZIONALE

BERTA GIUSEPPE

8252 - UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETA', ISTITUZIONI

BERTONI ALBERTO

8140 - BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

BERTONI ALBERTO

8145 - INTERNATIONAL CORPORATE FINANCE

BEVILACQUA FRANCESCA CHIARA

8088 - DIRITTO PENALE

BIAIS BRUNO

8284 - INFORMATION AND THE ARCHITECTURE OF FINANCIAL MARKETS

BIANCHI LUIGI ARTURO

8071 - DIRITTO COMMERCIALE (corso progredito)

BIANCHINI MARCO

8094 - STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate)

BIELLI PAOLA

8037 - PROGETTAZIONE DEI SISTEMI INFORMATIVI (I.S. Development)

8130 - IS GOVERNANCE

BIFFIS ENRICO

8227 - ACTUARIAL MATHEMATICS

BILLARI FRANCESCO

8280 - QUANTITATIVE APPROACHES AND POLICY ANALYSIS

8232 - POPULATION DYNAMICS AND ECONOMICS

8216 - LABORATORIO DI STAMPA ED ECONOMIA

8233 - DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

BINI MAURO

8146 - BOND AND EQUITY OFFERINGS

8017 - POLITICHE FINANZIARIE DI IMPRESA

8023 - ANALISI PER LE DECISIONI FINANZIARIE

BOERI TITO MICHELE

8104 - LABOUR ECONOMICS

BONINI STEFANO

8145 - INTERNATIONAL CORPORATE FINANCE

BORGHI ARMANDO

8142 - REAL ESTATE FINANCE

BORGHINI STEFANIA

8160 - BtoB MARKETING

8007 - TEORIA GENERALE DEI CONSUMI (Consumo e antropologia culturale)

BORGONOVİ ELIO

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

8125 - METODI E STRUMENTI DI MANAGEMENT DELLE ISTITUZIONI EUROPEE E INTERNAZIONALI

BORRE' LUIGI

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

BORRUSO EDOARDO

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

BOTTAZZI LAURA

8204 - ENTREPRENEURSHIP, FINANCE AND INNOVATION

BOUCKAERT GEERT

8033 - PROGETTAZIONE DEI SISTEMI DI CONTROLLO E VALUTAZIONE DEI RISULTATI NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

BOVIO CORSO

8089 - PROCEDURA PENALE

BRACCIONI PATRIZIO

8246 - DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

BRAMANTI ALBERTO

8051 - POLITICHE PER LO SVILUPPO TERRITORIALE E URBANO

BRERO SIMONE

8136 - SISTEMI DI VALUTAZIONE E DI RICOMPENSA

BRESCHI STEFANO

8220 - THE ECONOMICS AND ORGANIZATION OF INTER-FIRM NETWORKS

8060 - ECONOMIA DELL'INNOVAZIONE (Crescita economica e cambiamento strutturale)

8217 - LABORATORIO DI STRUMENTI PER L'ATTIVITA' DI RICERCA

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

8307 - MERGERS AND ACQUISITIONS
8306 - CRISI D'IMPRESA E PROCESSI DI RISTRUTTURAZIONE
8026 - ANALISI E VALUTAZIONI FINANZIARIE
8027 - FINANZA STRATEGICA

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

BRUSATI LUCA GIOVANNI

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

BRUSONI STEFANO

8220 - THE ECONOMICS AND ORGANIZATION OF INTER-FIRM NETWORKS

BRUSONI MANUELA

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

BUCCOLIERO LUCA

8123 - MODELLI DI FINANZIAMENTO E GESTIONE FINANZIARIA NELLE P.A.
8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)
8118 - E-GOVERNMENT STRATEGIES

BUONGIORNO MASSIMO

8026 - ANALISI E VALUTAZIONI FINANZIARIE

BUSACCA BRUNO GIUSEPPE

8006 - MARKETING MANAGEMENT
8159 - BRAND MANAGEMENT
8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

BUSANI ANGELO

8302 - DIRITTO ED ECONOMIA DEL TERZO SETTORE

BUSO PAOLA

8140 - BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

CACCIA LAURA MARIA

8033 - PROGETTAZIONE DEI SISTEMI DI CONTROLLO E VALUTAZIONE DEI
RISULTATI NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

CACCIATORI EUGENIA

8034 - PEOPLE MANAGEMENT

CADRINGER PAOLO

8263 - LABORATORIO DI PROGRAMMAZIONE DEI CALCOLATORI PER LE SCIENZE ECONOMICHE E SOCIALI

CAGLIO ARIELA

8016 - PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance)

CAMPAGNOLI PATRIZIA

8221 - TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA

CAMPOS MIGUEL ANGEL

8102 - LINGUA SPAGNOLA

CANNON ANDREW

8099 - LINGUA INGLESE

CANTONI ALBERTO

8173 - LABORATORIO DI EDITORIA E MEDIA

CANTU' ELENA

8032 - ANALISI DI BILANCIO E REVISIONE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

CAPORARELLO LEONARDO

8116 - STRATEGIC BUSINESS MODELLING

8129 - INFORMATION SECURITY

CAPPETTA ROSSELLA

8036 - METODOLOGIE E TECNICHE DI ANALISI ORGANIZZATIVA

8295 - LABORATORIO SUI SISTEMI PRODUTTIVI PER LE ARTI E I MEDIA

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

8001 - CORPORATE GOVERNANCE

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

8292 - ENTREPRENEURIAL FINANCE

8042 - INVESTMENT BANKING

8195 - PRIVATE EQUITY AND VENTURE CAPITAL

8204 - ENTREPRENEURSHIP, FINANCE AND INNOVATION

CASO' MICHELE

8025 - PRINCIPI CONTABILI INTERNAZIONALI

CASSESE GIANLUCA

8050 - TEMI AVANZATI DI ECONOMIA

CASTAGNOLA ANGELO

8084 - DIRITTO PROCESSUALE CIVILE

CASTAGNOLI ERIO

8222 - BEHAVIOURAL MODELS IN ECONOMICS AND FINANCE

CASTALDO SANDRO

8161 - CHANNEL AND TRADE MARKETING

8165 - ECONOMIA DELLA DISTRIBUZIONE COMMERCIALE

8009 - CHANNEL MARKETING (Evoluzione del commercio, analisi e progettazione)

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

8252 - UNA STORIA PER IL FUTURO: ECONOMIA, SOCIETA', ISTITUZIONI

8094 - STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate)

8250 - SOCIOLOGIA E STORIA (corso monografico)

CENCIARINI RENZO

8307 - MERGERS AND ACQUISITIONS

CERCHIELLO PAOLA

8063 - STATISTICA PER L'ANALISI ORGANIZZATIVA

CERESA-GASTALDO MASSIMO

8089 - PROCEDURA PENALE

CHIAPPETTA FRANCESCO

8001 - CORPORATE GOVERNANCE

CHIZZOLI CRISTIAN

8008 - COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

8158 - ADVERTISING MANAGEMENT

CHIZZOLINI BARBARA

8255 - ECONOMETRIA

CIFARELLI DONATO MICHELE

8303 - STOCHASTIC CALCULUS WITH APPLICATIONS TO FINANCE AND ECONOMICS

CILLO PAOLA

8297 - PRODUCT AND MARKETING INNOVATION

CODA VITTORIO

8002 - GESTIONE STRATEGICA

COLLA PAOLO

8054 - TEORIA DELLA FINANZA

COLLI ANDREA

8095 - STORIA ECONOMICA (Dinamiche di sviluppo delle imprese innovative)

8003 - SISTEMI DI CORPORATE GOVERNANCE

8248 - COMPARATIVE 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

8025 - PRINCIPI CONTABILI INTERNAZIONALI

CONTRINO ANGELO

8074 - DIRITTO DELL'IMPRESA (Temi societari e tributari di amministrazione e controllo)

8245 - DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

CORBETTA GUIDO

8115 - STRATEGIA DELLE AZIENDE FAMILIARI

8002 - GESTIONE STRATEGICA

CORIELLI FRANCESCO

8256 - STATISTICA

CORROCHER NICOLETTA

8048 - INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione)

CORVINO GIUSEPPE

8190 - GESTIONE DEI RISCHI E MODELLI DI ALM PER LE ASSICURAZIONI

8044 - GESTIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

COSTELLO DERMOT

8099 - LINGUA INGLESE

COVA BERNARD

8160 - BtoB MARKETING

8180 - MARKETING ESPERIENZIALE

CRETI' ANNA

8217 - LABORATORIO DI STRUMENTI PER L'ATTIVITA' DI RICERCA

CRISTOFOLI DANIELA

8287 - ECONOMIA E GESTIONE DELLE PUBLIC UTILITIES

8298 - CORPORATE GOVERNANCE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

CRUGNOLA PAOLO

8121 - MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

CUGINI ANTONELLA

8288 - ANALISI DELLE PERFORMANCE DI MARKETING

CUOCOLO LORENZO

8235 - DIRITTO COSTITUZIONALE REGIONALE

D'AMBROSIO CONCHITA

8224 - INCOME DISTRIBUTION

DAL COLLO ANNA

8101 - LINGUA TEDESCA

DALLI DANIELE

8166 - CULTURE, MEDIA E CONSUMO

DALLOCCIO MAURIZIO

8029 - PROJECT FINANCING E BUSINESS PLAN

8307 - MERGERS AND ACQUISITIONS

DANESI GIOVANNI

8125 - METODI E STRUMENTI DI MANAGEMENT DELLE ISTITUZIONI EUROPEE E INTERNAZIONALI

DANOVI ALESSANDRO

8306 - CRISI D'IMPRESA E PROCESSI DI RISTRUTTURAZIONE

DE DONNO MARZIA

8065 - MODELLI QUANTITATIVI PER LA FINANZA

DE IULIIS CARMELO MASSIMO

8071 - DIRITTO COMMERCIALE (corso progredito)

DE LAURENTIS GIACOMO

8189 - GESTIONE DEI PRESTITI E CREDIT RISK MANAGEMENT

8043 - MERCATI E INTERMEDIARI FINANZIARI

DE LUCA FRANCESCO ALDO

8022 - SISTEMI DI AMMINISTRAZIONE E CONTROLLO

DE LUCA LUIGI MARIO

8297 - PRODUCT AND MARKETING INNOVATION

DE NICOLA ALESSANDRO

8001 - CORPORATE GOVERNANCE

8071 - DIRITTO COMMERCIALE (corso progredito)

DE PAOLI LUIGI

8019 - ECONOMIA DELL'ENERGIA

8047 - SCENARI ECONOMICI

DEL BOSCO BARBARA

8162 - COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

DEL CONTE MAURIZIO

8073 - DIRITTO DEL LAVORO

8098 - DIRITTO DEL LAVORO (corso progredito)

DELMESTRI GIUSEPPE

8133 - ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI

8173 - LABORATORIO DI EDITORIA E MEDIA

DI BARI VITO

8162 - COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

DI GREGORIO GIULIANA

8099 - LINGUA INGLESE

DITILLO ANGELO

8305 - PERFORMANCE MEASUREMENT, INCENTIVES AND MANAGEMENT CONTROL

DONA' ROBERTO

8128 - I SISTEMI INFORMATIVI INTEGRATI (ERP)

DOSSI ANDREA

8137 - AMMINISTRAZIONE E CONTROLLO NELLE IMPRESE MULTINAZIONALI

8016 - PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance)

DOUKAS JOHN

8042 - INVESTMENT BANKING

DUBINI PAOLA

8173 - LABORATORIO DI EDITORIA E MEDIA

8005 - STRATEGIA E GOVERNANCE DELLE AZIENDE CULTURALI

DUR ROBERT

8202 - PUBLIC ECONOMICS

DURISIN BORIS

8296 - INNOVATION MANAGEMENT

ELLIOTT RICHARD

8158 - ADVERTISING MANAGEMENT

EPIFANI PAOLO

8291 - INTERNATIONAL TRADE

8057 - ECONOMIA INTERNAZIONALE (Globalizzazione, competitivita' e crescita)

EREDE MATTEO

8071 - DIRITTO COMMERCIALE (corso progredito)

ESPOSITO PATRIZIA

8100 - LINGUA FRANCESE

EUSEBIO ROSSANO

8009 - CHANNEL MARKETING (Evoluzione del commercio, analisi e progettazione)

FABBRI NICOLA

8176 - LABORATORIO DI TURISMO E TERRITORIO

8254 - ECONOMIA DELLA CULTURA E DEL TERRITORIO

FABBRI ANDREA

8191 - INVESTMENT BANKING E FINANZA STRUTTURATA

FACILE EMANUELE

8157 - TESORERIA E GESTIONE DEI RISCHI FINANZIARI D'IMPRESA

FANTACCI LUCA

8094 - STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate)

8251 - STORIA, ISTITUZIONI E CRISI DEL SISTEMA FINANZIARIO GLOBALE

FATTORE GIOVANNI

8122 - MANAGEMENT E GESTIONE DEI SERVIZI SOCIO-SANITARI

FAVERO GINO

8228 - METHODS FOR FINANCIAL RISK MANAGEMENT

FAVERO CARLO AMBROGIO

8255 - ECONOMETRIA

FELLER ALESSANDRA

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

FELTRINELLI ELENA

8062 - METODI QUANTITATIVI PER IL MARKETING

FERNANDEZ ANA MARIA

8102 - LINGUA SPAGNOLA

FERRARI BIONES

8016 - PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance)

FERRARI GIUSEPPE FRANCO

8235 - DIRITTO COSTITUZIONALE REGIONALE

8239 - DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE

8244 - DIRITTO PUBBLICO DELL'ECONOMIA

FIorentini GIORGIO

8119 - MANAGEMENT DELLA SUSSIDIARIETA': NON PROFIT, COOPERATIVE E ORGANIZZAZIONI NON GOVERNATIVE (ONG)

8302 - DIRITTO ED ECONOMIA DEL TERZO SETTORE

FONTANA ROBERTO

8300 - ECONOMETRIC METHODS FOR INNOVATION STUDIES

FORESTIERI GIANCARLO

8042 - INVESTMENT BANKING

FORNARI DANIELE

8170 - INNOVAZIONE NEL RETAILING

FORTINI SANDRA

8256 - STATISTICA

FORTUNATO SABINO

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

FOSFURI ANDREA

8168 - INNOVATION AND TECHNOLOGY MANAGEMENT

FRACCHIA FABRIZIO

8086 - DIRITTO AMMINISTRATIVO (corso progredito)

8075 - PROFILI PROCEDIMENTALI E ORGANIZZATIVI DELLA RIFORMA AMMINISTRATIVA

FROVA ALESSANDRO

8282 - LA VALUTAZIONE DEI BENI INTANGIBILI

FUSAI GIANLUCA

8223 - FIXED INCOME (Advanced methods)

GAGLIARDI LORENZO
8257 - DIRITTO ROMANO

GALLMANN FRANCESCO
8187 - SUPPLY CHAIN MANAGEMENT

GAMBARDELLA ALFONSO
8168 - INNOVATION AND TECHNOLOGY MANAGEMENT
8262 - ECONOMIA E MANAGEMENT DELLA CONOSCENZA

GARAVAGLIA ELENA
8088 - DIRITTO PENALE

GARBARINO CARLO
8301 - INTERNATIONAL AND COMPARATIVE TAXATION
8245 - DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)
8246 - DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)
8247 - DIRITTO TRIBUTARIO INTERNAZIONALE
8091 - TASSAZIONE COMPARATA

GARCIA APPENDINI EMILIA
8195 - PRIVATE EQUITY AND VENTURE CAPITAL

GARZONI ANTONELLO
8029 - PROJECT FINANCING E BUSINESS PLAN
8119 - MANAGEMENT DELLA SUSSIDIARIETA': NON PROFIT, COOPERATIVE E ORGANIZZAZIONI NON GOVERNATIVE (ONG)
8156 - STRATEGIC MANAGEMENT ACCOUNTING

GATTI STEFANO
8191 - INVESTMENT BANKING E FINANZA STRUTTURATA
8042 - INVESTMENT BANKING
8145 - INTERNATIONAL CORPORATE FINANCE
8204 - ENTREPRENEURSHIP, FINANCE AND INNOVATION

GERANIO MANUELA
8193 - INTERNATIONAL FINANCIAL MARKETS

GHEZZI FEDERICO
8241 - DIRITTO DELLA CONCORRENZA
8082 - DIRITTI DI PROPRIETA' INTELLETTUALE E CONCORRENZA
8081 - DIRITTO DELL'IMPRESA E DEL MERCATO

GHIDINI GUSTAVO
8079 - DIRITTO DEI BENI IMMATERIALI (corso progredito)

GHIRINGHELLI PAOLO
8141 - CAPITAL BUDGETING E GESTIONE DEL CIRCOLANTE

GIANNELLI ANDREA
8071 - DIRITTO COMMERCIALE (corso progredito)

GIAVAZZI FRANCESCO

8309 - ADVANCED MACROECONOMICS

GIBBERT MICHAEL

8006 - MARKETING MANAGEMENT

GILARDONI ANDREA

8287 - ECONOMIA E GESTIONE DELLE PUBLIC UTILITIES

GILARRANZ LA PENA MARIA

8102 - LINGUA SPAGNOLA

GILARRAZ M.

8102 - LINGUA SPAGNOLA

GILI LUIGI

8086 - DIRITTO AMMINISTRATIVO (corso progredito)

GIMENEZ CARMEN

8102 - LINGUA SPAGNOLA

GNAN LUCA

8116 - STRATEGIC BUSINESS MODELLING

GNOCCHI MARILENA

8102 - LINGUA SPAGNOLA

GOLFETTO FRANCESCA

8158 - ADVERTISING MANAGEMENT

8162 - COMUNICAZIONE D'IMPRESA E GESTIONE DELLA CORPORATE IMAGE

8172 - LABORATORIO DI COMUNICAZIONE

8186 - SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

8008 - COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

GOMEZ MORENO DAVID

8102 - LINGUA SPAGNOLA

GORHAM JUDITH

8099 - LINGUA INGLESE

GRANDO ALBERTO

8177 - LOGISTICS MANAGEMENT AND STRATEGY

GRANDORI ANNA

8039 - PROGETTAZIONE ORGANIZZATIVA

GRAZIANI REBECCA

8069 - STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

8280 - QUANTITATIVE APPROACHES AND POLICY ANALYSIS

GRAZIANO PAOLO ROBERTO

8212 - POLITICA COMPARATA

8053 - ANALISI DELLE POLITICHE PUBBLICHE NAZIONALI E INTERNAZIONALI

8261 - MANAGEMENT OF INTERNATIONAL INSTITUTIONS

8280 - QUANTITATIVE APPROACHES AND POLICY ANALYSIS

GREICHE MICHEL

8001 - CORPORATE GOVERNANCE

GUARNERI ATTILIO

8090 - STORIA DELLE CODIFICAZIONI

GUENZI PAOLO

8185 - SALES AND KEY ACCOUNT MANAGEMENT

GUERZONI GUIDO

8171 - LABORATORIO DI BENI CULTURALI E MERCATO DELL'ARTE

8094 - STORIA ECONOMICA E DINAMICA SOCIALE (Civiltà' comparate)

GUERZONI MARCO

8048 - INDUSTRY ANALYSIS (Economia dei settori industriali e dell'innovazione)

GULLI' FRANCESCO

8050 - TEMI AVANZATI DI ECONOMIA

GURIOLI GABRIELE

8064 - METODI QUANTITATIVI PER LE PREVISIONI E LE DECISIONI

GURRADO NICOLA

8034 - PEOPLE MANAGEMENT

GUTMANN DANIEL

8091 - TASSAZIONE COMPARATA

HAHN HANS GEORG

8101 - LINGUA TEDESCA

HAYTON JAMES

8034 - PEOPLE MANAGEMENT

HINTERHUBER HANS

8281 - TECHNOLOGY AND PRODUCT INNOVATION MANAGEMENT

HOFACKER CHARLES

8170 - INNOVAZIONE NEL RETAILING

IANNOTTA GIULIANO ORLANDO

8042 - INVESTMENT BANKING

ICHINO GIOVANNA

8089 - PROCEDURA PENALE

IMPERATORI BARBARA

8135 - SISTEMI DI SVILUPPO DEL PERSONALE

INVERNIZZI GIORGIO

8002 - GESTIONE STRATEGICA

IORIO FIORELLI GAETANO

8258 - DIRITTO UNIONE EUROPEA

IOVENITTI PAOLO MAURIZIO

8023 - ANALISI PER LE DECISIONI FINANZIARIE

8027 - FINANZA STRATEGICA

IOZZI FABRIZIO

8263 - LABORATORIO DI PROGRAMMAZIONE DEI CALCOLATORI PER LE SCIENZE ECONOMICHE E SOCIALI

8229 - NUMERICAL METHODS IN FINANCE

IPPOLITO FILIPPO

8195 - PRIVATE EQUITY AND VENTURE CAPITAL

8292 - ENTREPRENEURIAL FINANCE

IUDICA GIOVANNI

8302 - DIRITTO ED ECONOMIA DEL TERZO SETTORE

8083 - DIRITTO CIVILE

8243 - DIRITTO DELL'ARBITRATO INTERNO E INTERNAZIONALE

8080 - DIRITTO DEGLI ENTI NON PROFIT

JARACH DAVID MARIO DINO

8006 - MARKETING MANAGEMENT

JOMMI CLAUDIO

8286 - PUBLIC-PRIVATE PARTNERSHIP IN LIFE SCIENCES SECTOR

JOY ANNAMMA

8179 - MARKETING DEI SERVIZI

KLOBAS JANE

8233 - DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

KOHLER HANS-PETER

8232 - POPULATION DYNAMICS AND ECONOMICS

KRAFFT MANFRED

8185 - SALES AND KEY ACCOUNT MANAGEMENT

LA FERRARA ELIANA

8096 - DEVELOPMENT ECONOMICS

LEGA FEDERICO

8127 - STRATEGIC MANAGEMENT OF PUBLIC INSTITUTIONS
8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

LEGNAZZI CLAUDIO

8245 - DIRITTO TRIBUTARIO (corso progredito 1) (Reddito d'impresa)

LEO GUGLIELMO

8089 - PROCEDURA PENALE

LEONARD MADELEINE

8100 - LINGUA FRANCESE

LIEBMAN STEFANO

8098 - DIRITTO DEL LAVORO (corso progredito)

8073 - DIRITTO DEL LAVORO

LIERA MARCO

8216 - LABORATORIO DI STAMPA ED ECONOMIA

LOMBARDI MAURIZIO

8026 - ANALISI E VALUTAZIONI FINANZIARIE

LOMBARDI STOCCHETTI GIANLUCA

8016 - PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance)

8138 - AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

LONGO FRANCESCO

8286 - PUBLIC-PRIVATE PARTNERSHIP IN LIFE SCIENCES SECTOR

8299 - MANAGEMENT DELL'INNOVAZIONE NELLE ISTITUZIONI PUBBLICHE
NAZIONALI E INTERNAZIONALI

8121 - MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

LUSCIA FAUSTA

8067 - STATISTICA ECONOMICA

MACCHERONI FABIO ANGELO

8228 - METHODS FOR FINANCIAL RISK MANAGEMENT

8222 - BEHAVIOURAL MODELS IN ECONOMICS AND FINANCE

MADESTAM ANDREAS

8054 - TEORIA DELLA FINANZA

MAFFEZZOLI MARCO

8047 - SCENARI ECONOMICI

MAGGIORE MASSIMO

8072 - DIRITTO PER IL MARKETING

MAGNANI PAOLA

8079 - DIRITTO DEI BENI IMMATERIALI (corso progredito)

MAGNI MASSIMO

8129 - INFORMATION SECURITY

8134 - PROJECT MANAGEMENT

MAHAJAN VIJAY

8164 - CRM AND LOYALTY MANAGEMENT

MAINO RENATO

8189 - GESTIONE DEI PRESTITI E CREDIT RISK MANAGEMENT

MALBERTI CORRADO

8071 - DIRITTO COMMERCIALE (corso progredito)

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)

8060 - ECONOMIA DELL'INNOVAZIONE (Crescita economica e cambiamento strutturale)

MALLARINI ERIKA

8259 - MANAGEMENT DEI PROCESSI DI FUND RAISING

MANCUSI MARIA LUISA

8300 - ECONOMETRIC METHODS FOR INNOVATION STUDIES

MANDERIEUX LAURENT

8072 - DIRITTO PER IL MARKETING

8082 - DIRITTI DI PROPRIETA' INTELLETTUALE E CONCORRENZA

MANFREDI FRANCESCO

8259 - MANAGEMENT DEI PROCESSI DI FUND RAISING

MANGIONE GIUSEPPINA MARIA

8241 - DIRITTO DELLA CONCORRENZA

MANZITTI ANDREA

8246 - DIRITTO TRIBUTARIO (corso progredito 2) (Temi avanzati)

MARABELLO CARMELO

8173 - LABORATORIO DI EDITORIA E MEDIA

MARAFIOTI ELISABETTA

8111 - INTERNATIONAL BUSINESS MANAGEMENT (Advanced topics in international business)

MARCHETTI PIERGAETANO

8071 - DIRITTO COMMERCIALE (corso progredito)

MARIANI MARIA PAOLA

8242 - DIRITTO INTERNAZIONALE PRIVATO

8258 - DIRITTO UNIONE EUROPEA

MARIANI MARCO

8308 - FORENSIC ACCOUNTING,FRAUDS AND LITIGATION

MARINO DENNIS

8099 - LINGUA INGLESE

MARKARIAN GAREN

8305 - PERFORMANCE MEASUREMENT,INCENTIVES AND MANAGEMENT CONTROL

MARRA ANTONIO

8016 - PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance)

MARSILIO MARTA

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

8123 - MODELLI DI FINANZIAMENTO E GESTIONE FINANZIARIA NELLE P.A.

MARTELLI ANTONIO

8304 - COMPETITIVE ANALYSIS AND BUSINESS SCENARIOS

MARTIGNONE CINZIA

8012 - CONSUMER BEHAVIOUR (Analisi del comportamento del consumatore)

MARTINAZZOLI DINO

8150 - GOVERNANCE,RISK ASSESSMENT E SISTEMI DI CONTROLLO INTERNO

MARTINEZ PERES MARTA

8102 - LINGUA SPAGNOLA

MASCIANDARO DONATO

8215 - REGOLAMENTAZIONE DEI MERCATI FINANZIARI

MASPERO DAVIDE

8045 - DERIVATI

MASSARI MARIO

8024 - FINANZA AZIENDALE (Introduzione alle valutazioni)

MASSAZZA ADOLFO

8173 - LABORATORIO DI EDITORIA E MEDIA

MATARAZZO BENEDETTO

8064 - METODI QUANTITATIVI PER LE PREVISIONI E LE DECISIONI

MATTASSOGLIO FRANCESCA

8075 - PROFILI PROCEDIMENTALI E ORGANIZZATIVI DELLA RIFORMA AMMINISTRATIVA

MATTEI JACOPO

8043 - MERCATI E INTERMEDIARI FINANZIARI

MAURI CHIARA

8015 - SISTEMI INFORMATIVI PER IL MARKETING

MAZURSKY DAVID

8006 - MARKETING MANAGEMENT

MAZZUCATO MARIANA

8205 - INDUSTRIAL DYNAMICS AND INTERNATIONAL COMPETITIVENESS

McHARDY CLARK JOHN

8099 - LINGUA INGLESE

MELE VALENTINA

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

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

8005 - STRATEGIA E GOVERNANCE DELLE AZIENDE CULTURALI

8126 - SISTEMI DI VALUTAZIONE DELLE PERFORMANCE PER LE AZIENDE NON PROFIT E PER LE ORGANIZZAZIONI NON GOVERNATIVE

MERLO ELISABETTA

8009 - CHANNEL MARKETING (Evoluzione del commercio, analisi e progettazione)

MICALIZZI ALBERTO

8017 - POLITICHE FINANZIARIE DI IMPRESA

MICHELETTO LUCA

8056 - TEMI DI ECONOMIA DELL'ARTE E DELLA CULTURA

MILANESE PAOLA MARIA

8186 - SEMIOTICA DEI CONSUMI E TEORIA DELLA COMUNICAZIONE

MINICHILLI ALESSANDRO

8003 - SISTEMI DI CORPORATE GOVERNANCE

MIROGLIO FRANCO FLAVIO

8022 - SISTEMI DI AMMINISTRAZIONE E CONTROLLO

MISANI NICOLA

8183 - PROTEZIONE DELLE RISORSE E DELL'AMBIENTE

MOELLERING GUIDO

8161 - CHANNEL AND TRADE MARKETING

MOLTENI LUCA

8062 - METODI QUANTITATIVI PER IL MARKETING

8015 - SISTEMI INFORMATIVI PER IL MARKETING

8221 - TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA

MOLTENI CORRADO

8212 - POLITICA COMPARATA

MOLYNEUX PHILIP

8194 - PRIVATE BANKING E GESTIONE DEI PATRIMONI ISTITUZIONALI

MOMENTE' FRANCESCO

8146 - BOND AND EQUITY OFFERINGS

MONTAGNANI MARIA

8072 - DIRITTO PER IL MARKETING

8079 - DIRITTO DEI BENI IMMATERIALI (corso progredito)

MONTALENTI PAOLO

8001 - CORPORATE GOVERNANCE

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

8081 - DIRITTO DELL'IMPRESA E DEL MERCATO

8241 - DIRITTO DELLA CONCORRENZA

MOREL ISABELLE

8100 - LINGUA FRANCESE

MOROSSETTI PAOLO

8002 - GESTIONE STRATEGICA

8304 - COMPETITIVE ANALYSIS AND BUSINESS SCENARIOS

MORRI GIACOMO

8142 - REAL ESTATE FINANCE

MOSCA MARIA CHIARA

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

8071 - DIRITTO COMMERCIALE (corso progredito)

MOTTURA PAOLO

8197 - STRATEGIA E ORGANIZZAZIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

MUCCIARELLI FRANCESCO

8088 - DIRITTO PENALE

MULIERE PIETRO

8224 - INCOME DISTRIBUTION

8230 - QUANTITATIVE METHODS FOR SOCIAL SCIENCES

8231 - BAYESIAN STATISTICAL METHODS

MURRAY CANICE

8099 - LINGUA INGLESE

NASI GRETA

8285 - PUBLIC MANAGEMENT FOR COMPETITIVENESS

8118 - E-GOVERNMENT STRATEGIES

NAVA MARIO

8203 - ECONOMICS OF EUROPEAN INTEGRATION

NAVONE MARCO

8188 - ASSET MANAGEMENT

NENCIONI GIULIO

8282 - LA VALUTAZIONE DEI BENI INTANGIBILI

NOTARI MARIO

8071 - DIRITTO COMMERCIALE (corso progredito)

NOVA ALESSANDRO

8017 - POLITICHE FINANZIARIE DI IMPRESA

NOVA MASSIMILIANO

8021 - BILANCIO E INFORMATIVA ECONOMICO-FINANZIARIA

O'MALLEY PATRICK

8001 - CORPORATE GOVERNANCE

OCCHIENA MASSIMO

8075 - PROFILI PROCEDIMENTALI E ORGANIZZATIVI DELLA RIFORMA AMMINISTRATIVA

8086 - DIRITTO AMMINISTRATIVO (corso progredito)

OLMETI STEFANO

8261 - MANAGEMENT OF INTERNATIONAL INSTITUTIONS

ONADO MARCO

8196 - COMPARATIVE FINANCIAL SYSTEMS

ONIDA FABRIZIO

8057 - ECONOMIA INTERNAZIONALE (Globalizzazione, competitivita' e crescita)

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

8044 - GESTIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

8197 - STRATEGIA E ORGANIZZAZIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

8293 - ANALISI E VALUTAZIONE DELLE INFORMAZIONI DI MERCATO DELLE BANCHE E DELLE ASSICURAZIONI

PADULA GIOVANNA

8008 - COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)

PAGANI MARGHERITA

8166 - CULTURE, MEDIA E CONSUMO

8167 - E-MARKETING

8181 - MARKETING INTERNAZIONALE

PANUNZI FAUSTO

8059 - ECONOMIA DELL'IMPRESA E CORPORATE GOVERNANCE

PARK DAVID

8099 - LINGUA INGLESE

PASSARELLI FRANCESCO

8203 - ECONOMICS OF EUROPEAN INTEGRATION

PATELLI LORENZO

8305 - PERFORMANCE MEASUREMENT, INCENTIVES AND MANAGEMENT CONTROL

PATTI SALVATORE

8083 - DIRITTO CIVILE

PECCATI LORENZO

8227 - ACTUARIAL MATHEMATICS

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

8308 - FORENSIC ACCOUNTING, FRAUDS AND LITIGATION

PEDERSEN TORBEN

8111 - INTERNATIONAL BUSINESS MANAGEMENT (Advanced topics in international business)

PELLIZZARI MICHELE

8097 - MICROECONOMETRICS

8049 - ECONOMIA DELLE RISORSE UMANE

PELLONI OTTAVIA

8006 - MARKETING MANAGEMENT

PENALOZA LISA

8007 - TEORIA GENERALE DEI CONSUMI (Consumo e antropologia culturale)

PENNAROLA FERDINANDO

8128 - I SISTEMI INFORMATIVI INTEGRATI (ERP)

8129 - INFORMATION SECURITY

8130 - IS GOVERNANCE

8131 - MANAGEMENT CONSULTING

8134 - PROJECT MANAGEMENT

8037 - PROGETTAZIONE DEI SISTEMI INFORMATIVI (I.S. Development)

PERCOCO MARCO

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

8173 - LABORATORIO DI EDITORIA E MEDIA

PERRINI FRANCESCO

8163 - CORPORATE SOCIAL RESPONSIBILITY

PERRONE VINCENZO

8035 - COMPORTAMENTO ORGANIZZATIVO

PETRONE SONIA

8221 - TIME SERIES ANALYSIS OF ECONOMIC-FINANCIAL DATA

8063 - STATISTICA PER L'ANALISI ORGANIZZATIVA

PETTINATO OMBRETTA

8145 - INTERNATIONAL CORPORATE FINANCE

PEZZANI FABRIZIO

8033 - PROGETTAZIONE DEI SISTEMI DI CONTROLLO E VALUTAZIONE DEI RISULTATI NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

PEZZINO GIUSEPPE

8016 - PERFORMANCE MEASUREMENT (Valutazione e gestione delle performance)

PICCARRETA RAFFAELLA

8070 - METODI STATISTICI PER L'ECONOMIA APPLICATA

PINI MAURIZIO MARIA

8144 - EARNINGS QUALITY, ANALISI DI BILANCIO E INFORMAZIONI PRICE SENSITIVE

8018 - BILANCIO E COMUNICAZIONE ECONOMICA

PIVATO SERGIO

8183 - PROTEZIONE DELLE RISORSE E DELL'AMBIENTE

PODESTA' STEFANO

8166 - CULTURE, MEDIA E CONSUMO

8007 - TEORIA GENERALE DEI CONSUMI (Consumo e antropologia culturale)

POGLIANI GIUSEPPE

8308 - FORENSIC ACCOUNTING, FRAUDS AND LITIGATION

8018 - BILANCIO E COMUNICAZIONE ECONOMICA

8139 - ANALISI DI BILANCIO (corso progredito) (Financial statements analysis)

POLESE FRANCESCA

8095 - STORIA ECONOMICA (Dinamiche di sviluppo delle imprese innovative)

POLI MAURIZIO

8015 - SISTEMI INFORMATIVI PER IL MARKETING

POLLICINO ORESTE

8239 - DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE

POLO MICHELE

8058 - ORGANIZZAZIONE INDUSTRIALE
8289 - INDUSTRIAL ECONOMICS AND COMPETITION POLICY

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

8161 - CHANNEL AND TRADE MARKETING

PRENCIPE ANNALISA

8260 - FINANCIAL STATEMENT ANALYSIS

PRETI PAOLO

8132 - ORGANIZZAZIONE DELLE PICCOLE E MEDIE IMPRESE

PROSERPIO LUIGI

8038 - COORDINAMENTO ORGANIZZATIVO E TECNOLOGIE

PROVERA BERNARDINO

8034 - PEOPLE MANAGEMENT

8131 - MANAGEMENT CONSULTING

8173 - LABORATORIO DI EDITORIA E MEDIA

PURICELLI MARINA

8132 - ORGANIZZAZIONE DELLE PICCOLE E MEDIE IMPRESE

RACCAH HELENE

8100 - LINGUA FRANCESE

RANDAZZO ROBERTO

8080 - DIRITTO DEGLI ENTI NON PROFIT

RAVAZZONI ROBERTO

8170 - INNOVAZIONE NEL RETAILING

REDAELLI SILVIA

8049 - ECONOMIA DELLE RISORSE UMANE

REES ANNE VIRGINIA

8099 - LINGUA INGLESE

REGGIANI FRANCESCO

8017 - POLITICHE FINANZIARIE DI IMPRESA
8146 - BOND AND EQUITY OFFERINGS

RENZI STEFANO

8233 - DATA COLLECTION USING QUESTIONNAIRES WORKSHOP

RESTI ANDREA CESARE

8194 - PRIVATE BANKING E GESTIONE DEI PATRIMONI ISTITUZIONALI
8044 - GESTIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

RIGGI MASSIMILIANO

8047 - SCENARI ECONOMICI
8051 - POLITICHE PER LO SVILUPPO TERRITORIALE E URBANO

RINALLO DIEGO

8172 - LABORATORIO DI COMUNICAZIONE

RINDI BARBARA

8284 - INFORMATION AND THE ARCHITECTURE OF FINANCIAL MARKETS

RIVELLO PIERPAOLO

8089 - PROCEDURA PENALE

ROCK JAMES

8099 - LINGUA INGLESE

ROGERS CATHERINE

8271 - COMPARATIVE BUSINESS AND CORPORATE LAW
8001 - CORPORATE GOVERNANCE

ROLLE GIOVANNI

8301 - INTERNATIONAL AND COMPARATIVE TAXATION

ROMANI ACHILLE MARZIO

8250 - SOCIOLOGIA E STORIA (corso monografico)

ROPPO VINCENZO

8083 - DIRITTO CIVILE

RUBAGOTTI GIANLUCA

8236 - INTERNATIONAL TRADE LAW

RUSSO ANGELOANTONIO

8178 - MANAGEMENT DELLE ACQUISIZIONI

RUTA CATALDO

8133 - ORGANIZZAZIONE E CULTURA DELLE AZIENDE MULTINAZIONALI
8041 - PROJECT AND TEAM MANAGEMENT

SACCARDI ALBERTO

8062 - METODI QUANTITATIVI PER IL MARKETING

SACERDOTI GIORGIO

8236 - INTERNATIONAL TRADE LAW

8242 - DIRITTO INTERNAZIONALE PRIVATO

SAITA FRANCESCO

8045 - DERIVATI

8228 - METHODS FOR FINANCIAL RISK MANAGEMENT

SALSA SANDRO

8068 - MATEMATICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

SALVATO CARLO

8002 - GESTIONE STRATEGICA

8110 - IMPRENDITORIALITA' E BUSINESS PLANNING

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)

SAMPIETRO MARCO

8134 - PROJECT MANAGEMENT

SAN PIETRO BIANCA MARIA

8100 - LINGUA FRANCESE

SANFILIPPO LUCA

8239 - DIRITTO DELLA COMUNICAZIONE E DELL'INFORMAZIONE

SAVIOLO STEFANIA

8112 - MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi operativi

8113 - MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

8174 - LABORATORIO DI MODA E DESIGN

SCARPA BRUNO

8063 - STATISTICA PER L'ANALISI ORGANIZZATIVA

SECCHI RAFFAELE

8187 - SUPPLY CHAIN MANAGEMENT

SECCHI CARLO

8047 - SCENARI ECONOMICI

SENN LANFRANCO

8047 - SCENARI ECONOMICI

8052 - REGOLAZIONE DELLE PUBBLICHE UTILITA' E VALUTAZIONE DELLE

POLITICHE PUBBLICHE

SERINGHAUS ROLF

8264 - INTERNATIONAL MARKETING

SEVERINI VALERIA

8067 - STATISTICA ECONOMICA

SILVESTRI GIACOMO

8040 - CAMBIAMENTO ORGANIZZATIVO

8034 - PEOPLE MANAGEMENT

SIRONI ANDREA

8044 - GESTIONE DELLE ISTITUZIONI FINANZIARIE E ASSICURATIVE

SITZIA BRUNO

8004 - ECONOMETRIA AVANZATA

SONGINI LUCREZIA

8138 - AMMINISTRAZIONE E CONTROLLO PER LE PICCOLE E MEDIE IMPRESE

SOSCIA ISABELLA

8013 - MARKETING (corso progredito)

SQUELLATI ANNA MARIA

8068 - MATEMATICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

STABILINI GIUSEPPE

8281 - TECHNOLOGY AND PRODUCT INNOVATION MANAGEMENT

STAUNOVO POLACCO EDOARDO

8240 - DIRITTO FALLIMENTARE

STECCOLINI ILEANA

8032 - ANALISI DI BILANCIO E REVISIONE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

STELLA RICHTER MARIO

8001 - CORPORATE GOVERNANCE

STRAMPELLI GIOVANNI

8071 - DIRITTO COMMERCIALE (corso progredito)

STRAUSSMAN JEFFREY

8030 - BUSINESS - GOVERNMENT RELATIONS (Relazioni pubblico-privato)

SUSS FEDERICO

8022 - SISTEMI DI AMMINISTRAZIONE E CONTROLLO

TABELLINI GUIDO

8077 - POLITICAL ECONOMICS

TACCHINO CLAUDIA

8175 - LABORATORIO DI SPETTACOLO ED ENTERTAINMENT

TENCATI ANTONIO

8163 - CORPORATE SOCIAL RESPONSIBILITY

TESSITORE ANTONIO

8140 - BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

TESTA SALVATORE

8113 - MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi strategici

8174 - LABORATORIO DI MODA E DESIGN

8112 - MANAGEMENT DELLE IMPRESE DI MODA E DESIGN: i processi operativi

TETI EMANUELE

8029 - PROJECT FINANCING E BUSINESS PLAN

TETTAMANZI PATRIZIA

8260 - FINANCIAL STATEMENT ANALYSIS

THOMPSON MICHAEL

8099 - LINGUA INGLESE

TOMASI GIOVANNI PAOLO

8154 - SISTEMI DI COST MANAGEMENT

TONI CRISTIANO

8067 - STATISTICA ECONOMICA

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

8103 - LINGUA ITALIANA

TURRINI ALEX

8126 - SISTEMI DI VALUTAZIONE DELLE PERFORMANCE PER LE AZIENDE NON PROFIT E PER LE ORGANIZZAZIONI NON GOVERNATIVE

USLENGHI ANNA

8158 - ADVERTISING MANAGEMENT

VALDANI ENRICO

8181 - MARKETING INTERNAZIONALE
8264 - INTERNATIONAL MARKETING
8011 - STRATEGIC MARKETING

VALENTINI GIOVANNI

8002 - GESTIONE STRATEGICA

VALOTTI GIOVANNI

8298 - CORPORATE GOVERNANCE NELLE P.A. E NELLE ISTITUZIONI INTERNAZIONALI

VANZETTI MICHELLE

8084 - DIRITTO PROCESSUALE CIVILE

VECCHI VERONICA

8121 - MANAGEMENT E FINANZA DEI PROGETTI COMUNITARI ED INTERNAZIONALI

VEGNI FEDERICO

8068 - MATEMATICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

VENDRAMINI EMANUELE ANTONIO

8285 - PUBLIC MANAGEMENT FOR COMPETITIVENESS

VENTORUZZO MARCO

8078 - DIRITTO DEI MERCATI E DEGLI STRUMENTI FINANZIARI
8071 - DIRITTO COMMERCIALE (corso progredito)

VENTURINI SERGIO

8300 - ECONOMETRIC METHODS FOR INNOVATION STUDIES

VENZIN MARKUS

8294 - DOING BUSINESS IN ITALY
8111 - INTERNATIONAL BUSINESS MANAGEMENT (Advanced topics in international business)
8114 - STRATEGIC DESIGN OF THE MULTINATIONAL FIRM

VERONA GIANMARIO

8281 - TECHNOLOGY AND PRODUCT INNOVATION MANAGEMENT

VERONESE PIERO

8069 - STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI

VEZZULLI ANDREA

8300 - ECONOMETRIC METHODS FOR INNOVATION STUDIES

VICARI SALVATORE

8297 - PRODUCT AND MARKETING INNOVATION

VIGANO' ALFREDO

8018 - BILANCIO E COMUNICAZIONE ECONOMICA
8140 - BILANCIO CONSOLIDATO E PERFORMANCE DEI GRUPPI

VIGANO' GIOVANNI

8176 - LABORATORIO DI TURISMO E TERRITORIO
8254 - ECONOMIA DELLA CULTURA E DEL TERRITORIO

VILLA STEFANO

8127 - STRATEGIC MANAGEMENT OF PUBLIC INSTITUTIONS

VISCONTI FEDERICO

8109 - GESTIONE STRATEGICA NEI DISTRETTI

VISCONTI LUCA MASSIMILIANO

8007 - TEORIA GENERALE DEI CONSUMI (Consumo e antropologia culturale)

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

ZATTONI ALESSANDRO

8001 - CORPORATE GOVERNANCE

ZERBINI FABRIZIO

8008 - COMPETITIVE ANALYSIS (Competitive intelligence e regolamentazione concorrenza)
8164 - CRM AND LOYALTY MANAGEMENT
8288 - ANALISI DELLE PERFORMANCE DI MARKETING

ZORATTI CLAUDIA

8100 - LINGUA FRANCESE

ZORZOLI STEFANO

8293 - ANALISI E VALUTAZIONE DELLE INFORMAZIONI DI MERCATO DELLE
BANCHE E DELLE ASSICURAZIONI
8191 - INVESTMENT BANKING E FINANZA STRUTTURATA

ZUCCA-LOWICKI MASSIMO

8051 - POLITICHE PER LO SVILUPPO TERRITORIALE E URBANO