

ATTACHMENT A

GRADUATE SCHOOL Rules and Regulations

RD (Rectoral Decree) no. 172, 11 November 2014

AY2014-2015

Program Structures

Attachment A1: Master of Science in Management - Program Structure

Educational activities by year, credits awarded and related disciplinary fields.

CURRICULUM MANAGEMENT

EDUCATIONAL ACTIVITIES	CREDIT POINTS	CFU per SSD	Department	disciplinary sector	disciplinary fields		
1st year							
<i>7st semester</i>							
20486	FONDAMENTI DI BUSINESS ANALYTICS	PRINCIPLES OF BUSINESS ANALYTICS	6	3	DEC	3 SECS-S/06	B sm
				3		3 SECS-S/01	B sm
20132	SCENARI ECONOMICI	ECONOMIC PROSPECTS	6	6	PAM	SECS-P/06	B ec
20479	PERFORMANCE MEASUREMENT AND CORPORATE STRATEGY I (PERFORMANCE MEASUREMENT)	PERFORMANCE MEASUREMENT AND CORPORATE STRATEGY I (PERFORMANCE MEASUREMENT)	8	8	ACC	SECS-P/07	B az
20158	ORGANIZZAZIONE D'IMPRESA	ORGANIZATION	6	6	MNT	SECS-P/10	C
20216	MARKETING MANAGEMENT - ADVANCED	MARKETING MANAGEMENT - ADVANCED	6	6	MKT	SECS-P/08	B az
20159	SEMINARI PER LO SVILUPPO DI ABILITA' COMPORTAMENTALI	BEHAVIOURAL SKILLS SEMINARS	2	2	MNT	SECS-P/10	F
			34	34			
<i>2nd semester</i>							
20480	PERFORMANCE MEASUREMENT AND CORPORATE STRATEGY II (CORPORATE STRATEGY)	PERFORMANCE MEASUREMENT AND CORPORATE STRATEGY II (CORPORATE STRATEGY)	8	8	MNT	SECS-P/07	B az
20138	DIRITTO COMMERCIALE (CORSO PROGREDITO)	COMPANY AND BUSINESS LAW (ADVANCED COURSE)	6	6	IUS	IUS/04	B gi
20148	BUSINESS HISTORY	BUSINESS HISTORY	6	6	PAM	SECS-P/12	B ec
20211	FINANCIAL MANAGEMENT AND CORPORATE BANKING	FINANCIAL MANAGEMENT AND CORPORATE BANKING	6	4	FIN	4SECS-P/09	C
				2		2 SECS-P/11	C
20481	BUSINESS GAME/SIMULAZIONE (per Management)	BUSINESS GAME/SIMULAZIONE (for Management)	2	2	MNT	2 SECS-P/07	F
20200	FIRST FOREIGN LANGUAGE(lessons only)						
20201	SECOND FOREIGN LANGUAGE(lessons only)						
			28	28			
1st year credit points			62	62			
2nd year							
<i>1 elective course</i>							
		<i>1 elective course</i>	6	6			B az
<i>3 elective courses</i>							
		<i>3 elective courses</i>	18	18			D
20110	FIRST FOREIGN LANGUAGE	FIRST FOREIGN LANGUAGE	4	4			F
20111	SECOND FOREIGN LANGUAGE	SECOND FOREIGN LANGUAGE	4	4			F
20119	Internship or similar activities □	Internship or similar activities □	8	8			F
20112	Thesis	Thesis	18	18			E
2nd year credit points			58	58			
TOTAL CREDIT POINTS			120	120			

CURRICULUM ORGANIZATION AND HUMAN RESOURCE MANAGEMENT

EDUCATIONAL ACTIVITIES	CREDIT POINTS	CFU per SSD	Department	disciplinary sector	disciplinary fields		
1st year							
<i>7st semester</i>							
20486	FONDAMENTI DI BUSINESS ANALYTICS	PRINCIPLES OF BUSINESS ANALYTICS	6	3	DEC	3 SECS-S/06	B sm
				3		3 SECS-S/01	B sm
20132	SCENARI ECONOMICI	ECONOMIC PROSPECTS	6	6	PAM	SECS-P/06	B ec
20479	PERFORMANCE MEASUREMENT AND CORPORATE STRATEGY I (PERFORMANCE MEASUREMENT)	PERFORMANCE MEASUREMENT AND CORPORATE STRATEGY I (PERFORMANCE MEASUREMENT)	8	8	ACC	SECS-P/07	B az
20158	ORGANIZZAZIONE D'IMPRESA	ORGANIZATION	6	6	MNT	SECS-P/10	C
20216	MARKETING MANAGEMENT - ADVANCED	MARKETING MANAGEMENT - ADVANCED	6	6	MKT	SECS-P/08	B az
20159	SEMINARI PER LO SVILUPPO DI ABILITA' COMPORTAMENTALI	BEHAVIOURAL SKILLS SEMINARS	2	2	MNT	SECS-P/10	F
			34	34			
<i>2nd semester</i>							
20480	PERFORMANCE MEASUREMENT AND CORPORATE STRATEGY II (CORPORATE STRATEGY)	PERFORMANCE MEASUREMENT AND CORPORATE STRATEGY II (CORPORATE STRATEGY)	8	8	MNT	SECS-P/07	B az
20151	DIRITTO DEL LAVORO E DELLE RELAZIONI INDUSTRIALI	LABOUR LAW	6	6	IUS	IUS/07	B gi
20152	ECONOMIA DEL LAVORO E DELLE RISORSE UMANE	LABOUR AND PERSONNEL ECONOMICS	6	6	ECO	SECS-P/02	B ec
20162	GESTIONE DELLE RISORSE UMANE	HUMAN RESOURCE MANAGEMENT	6	6	MNT	6 SECS-P/10	C
20481	BUSINESS GAME/SIMULAZIONE (per Organizzazione e gestione delle risorse umane)	BUSINESS GAME/SIMULAZIONE (for Organization and Human Resource Management)	2	2	MNT	2 SECS-P/07	F
20200	FIRST FOREIGN LANGUAGE(lessons only)						
20201	SECOND FOREIGN LANGUAGE(lessons only)						
			28	28			
1st year credit points			62	62			
2nd year							
<i>1 elective course</i>							
		<i>1 elective course</i>	6	6			B az
<i>3 ielective courses</i>							
		<i>3 ielective courses</i>	18	18			D
20110	FIRST FOREIGN LANGUAGE		4	4			F
20111	SECOND FOREIGN LANGUAGE		4	4			F
20119	Internship or similar activities □		8	8			F
20112	Thesis		18	18			E
2nd year credit points			58	58			
TOTAL CREDIT POINTS			120	120			

The partner schools for MSc in Management and equivalent foreign graduate degrees for a.y 2014-15 are listed below:

- Ecole des Hautes Etudes Commerciales (Hec) - Paris: MSc in Management-Grande Ecole;
- Esade: Master of Science in International Management;
- FGV, Fundação Getulio Vargas EAESP: Mestrado Profissional em Gestão Internacional;
- Indian Institute of Management Ahmedabad: Postgraduate Programme in Management;
- Rotterdam School of Management RSM, Erasmus Universiteit: MSc in Strategic Management or the MSc in Entrepreneurship and New Venturing;
- Universität St.Gallen (Hsg) - St. Gallen, Swiss: master in Banking and Finance
- WU Wirtschaftsuniversität Wien, Wien: Master in Strategy, Innovation and Management Control

Attachment A2: Master of Science in International Management - Program Structure

Educational activities by year, credits awarded and related disciplinary fields.

EDUCATIONAL ACTIVITIES	CREDIT POINTS	Department	disciplinary sector	disciplinary fields
1st year				
7 st semester				
20205 INTERNATIONAL ECONOMICS AND BUSINESS DYNAMICS - MODULE 1 (APPLIED INTERNATIONAL ECONOMICS)	6	ECO	SECS-P/01	B ec
20486 QUANTITATIVE METHODS FOR MANAGEMENT	6	DEC	3 SECS-S/06 3 SECS-S/01	B sm B sm
20156 INTERNATIONAL FINANCE	8	FIN	4 SECS-P/11 4 SECS-P/09	B az B az
20158 ORGANIZATION	6	MNT	ING-IND/35	C
20161 PERFORMANCE MEASUREMENT	6	ACC	SECS-P/07	B az
20172 SEMINAR ON COLLABORATIVE COMPETENCES	2	MNT	SECS-P/10	F
	34			
2 nd semester				
20215 INTERNATIONAL COMPARATIVE BUSINESS LAW	6	IUS	IUS/04	B gj
20168 INTERNATIONAL ECONOMICS AND BUSINESS DYNAMICS - MODULE 2 (EVOLUTION IN INTERNATIONAL BUSINESS)	6	PAM	6 SECS-P/12	B ec
20434 MARKETING DECISIONS - INTERNATIONAL PRODUCT LAUNCH	6	MKT	ING-IND/35	C
20160 CORPORATE STRATEGY	8	MNT	SECS-P/07	B az
20200 FIRST FOREIGN LANGUAGE(lessons only)				
20201 SECOND FOREIGN LANGUAGE(lessons only)				
	26			
1st year credit points	60			
2nd year				
20121 GLOBAL OPERATIONS AND SUPPLY CHAIN MANAGEMENT	6	MNT	SECS-P/08	B az
3 elective courses	18			D
20110 FIRST FOREIGN LANGUAGE	4			F
20111 SECOND FOREIGN LANGUAGE	4			F
20119 Internship or similar activities □	8			F
20112 Thesis	20			E
2nd year credit points	60			
TOTAL CREDIT POINTS	120			

The partner schools for MSc in International Management and equivalent foreign graduate degrees for a.y 2014-15 are listed below:

- Ecole des Hautes Etudes Commerciales (HEC) Paris: MSc in Management-Grande Ecole;
- Esade: Master of Science in International Management;
- FGV, Fundação Getulio Vargas EAESP: Mestrado Profissional em Gestao Internacional;
- Fudan University: Master of Science in International Management;
- Indian Institute of Management Ahmedabad: Postgraduate Programme in Management;
- Universitat St. Gallen (Hsg) - St. Gallen, Svizzera: Master in Banking and Finance;
- University of Queensland: Master of Global Management;
- Cass School of Business - London - UK: Master in Investment Management or Master in Corporate Finance;
- Darla Moore School of Business, Columbia, South Carolina, USA: Master in International Business.

Attachment A3: Master of Science in Marketing Management - Program Structure

Educational activities by year, credits awarded and related disciplinary fields.

EDUCATIONAL ACTIVITIES		CREDIT POINTS	Department	disciplinary sector	disciplinary fields
1st year					
<i>7st semester</i>					
20171	STRATEGIC MARKETING AND MARKETING PLAN - MODULE 1	6	MKT	SECS-P/08	B az
20125	CHANNEL MARKETING (EVOLUZIONE DEL COMMERCIO, ANALISI E PROGETTAZIONE)	6	MKT	4 SECS-P/08 2 SECS-P/12	B az B ec
20175	UNDERSTANDING CONSUMER (CONSUMER BEHAVIOUR AND CCT) - MODULE 1	5	MKT	SECS-P/08	B az
20176	UNDERSTANDING CONSUMER (CONSUMER BEHAVIOUR AND CCT) - MODULE 2	7	MKT	5 SECS-P/08 2 SECS-P/12	B az B ec
20133	INDUSTRY ANALYSIS (ECONOMIA DEI SETTORI INDUSTRIALI E DELL'INNOVAZIONE)	8	MNT	SECS-P/06	B ec
		32			
<i>2nd semester</i>					
20206	STRATEGIC MARKETING AND MARKETING PLAN - MODULE 2	6	MKT	SECS-P/08	B az
20173	MARKET RESEARCH	6	DEC	SECS-S/01	B sm
20167	PRODUCT INNOVATION AND MARKET CREATION	5	MNT	SECS-P/08	B az
20145	BRAND MANAGEMENT	5	MKT	SECS-P/08	B az
20139	DIRITTO PER IL MARKETING	6	IUS	IUS/04	B gi
20200	FIRST FOREIGN LANGUAGE(lessons only)				
20201	SECOND FOREIGN LANGUAGE(lessons only)				
		28			
1st year credit points		60			
2nd year					
2 elective courses		12			C
2 elective courses		12			D
20110	FIRST FOREIGN LANGUAGE	4			F
20111	SECOND FOREIGN LANGUAGE	4			F
20119	Internship or similar activities □	8			F
20112	Thesis	20			E
2nd year credit points		60			
TOTAL CREDIT POINTS		120			

The partner schools for MSc in Marketing Management and equivalent foreign graduate degrees for a.y 2014-15 are listed below:

- Copenhagen Business School: Master of Science in Economics and Business Administration - Strategic Market Creation;
- Ecole des Hautes Etudes Commerciales (HEC) - Paris: MSc in Management-Grande Ecole;
- Esade: Master of Science in Marketing Management;
- Queen's School of Business Master of International Business;
- Vienna University of Economics and Business (WU), Vienna, Austria: Master in Marketing;
- The University of Melbourne: Master in International Business.

Attachment A4: Corso di laurea Magistrale in Amministrazione, finanza aziendale e controllo – Master of Science in Accounting Financial Management and Control Program Structure

(the Italian denomination will be used in the transcripts of students who attend classes taught in Italian and the English denomination will be used for students attending classes taught in English)

Educational activities by year, credits awarded and related disciplinary fields.

EDUCATIONAL ACTIVITIES	CREDIT POINTS	Department	disciplinary sector	disciplinary fields	
1st year					
<i>1st semester</i>					
20179 ANALISI DEI DATI	DATA ANALYSIS	6	DEC	4 SECS-S/01 2 SECS-S/06	B sm B sm
20126 BILANCIO E COMUNICAZIONE ECONOMICA	FINANCIAL REPORTING AND INTERNATIONAL ACCOUNTING STANDARDS	10	ACC	SECS-P/07	B az
20198 FINANZA AZIENDALE E DEI MERCATI	FINANCIAL MANAGEMENT AND FINANCIAL MARKETS	10	FIN	5 SECS-P/09 5 SECS-P/11	B az B az
20123 SISTEMI DI CORPORATE GOVERNANCE	CORPORATE GOVERNANCE	5	MNT	2 SECS-P/07 3 SECS-P/12	B az B ec
		31			
<i>2nd semester</i>					
20177 FAIR VALUE ACCOUNTING, REPORTING AND VALUATION	FAIR VALUE ACCOUNTING, REPORTING AND VALUATION	8	ACC	SECS-P/09	B az
20503 SCENARI MACROECONOMICI	MACROECONOMIC TRENDS	6	ECO	SECS-P/01	B ec
20178 MODELLI E SISTEMI DI PIANIFICAZIONE E CONTROLLO	PERFORMANCE MEASUREMENT AND CONTROL SYSTEMS	10	ACC	SECS-P/07	B az
20202 DIRITTO DELL'IMPRESA (TEMI SOCIETARI E TRIBUTARI DI AMMINISTRAZIONE E CONTROLLO) E SCIENZA DELLE FINANZE	BUSINESS LAW (SELECTED CORPORATE AND TAX ISSUES IN MANAGEMENT AND INTERNAL AUDITING) AND PUBLIC FINANCE	9	IUS	3 IUS/04 3 IUS/12 3 SECS-P/03	B gi B gi B ec
20200 FIRST FOREIGN LANGUAGE (lessons only)					
20201 SECOND FOREIGN LANGUAGE (lessons only)					
		33			
1st year credit points		64			
2nd year					
2 elective courses		12			C
2 elective courses		12			D
20110 FIRST FOREIGN LANGUAGE		4			F
20111 SECOND FOREIGN LANGUAGE		4			F
20119 Internship or similar activities □		6			F
20112 Thesis		18			E
2nd year credit points		56			
TOTAL CREDIT POINTS		120			

The partner schools for MSc in Amministrazione, finanza aziendale e controllo - Accounting Financial Management and Control and equivalent foreign graduate degrees for a.y 2014-15 are listed below:

- Rotterdam School of Management RSM Erasmus Universiteit: Master of Science in Finance and Investment;
- The University of Sydney: Master of Commerce track in Accounting;
- University of Mannheim: Master in Management (M.Sc.) degree specialization Accounting;
- University of St. Gallen, St. Gallen (HSG), Switzerland: Master in Quantitative Economics and Finance.

Attachment A5: Master of Science in Economics and Management of Public Administration and International Institutions – Program Structure

Educational activities by year, credits awarded and related disciplinary fields.

EDUCATIONAL ACTIVITIES	CREDIT POINTS	Department	disciplinary sector	disciplinary fields	
1st year					
<i>1st semester</i>					
20443 SCENARI PER IL SETTORE PUBBLICO E LE ISTITUZIONI INTERNAZIONALI	PERSPECTIVE ON PUBLIC SECTOR AND INTERNATIONAL INSTITUTIONS	2	PAM	SECS-P/07	B az
20180 STRATEGIA E MANAGEMENT PUBBLICO	PUBLIC MANAGEMENT AND STRATEGY	9	PAM	SECS-P/07	B az
20208 METODI QUANTITATIVI PER LE SCIENZE SOCIALI	QUANTITATIVE METHODS FOR SOCIAL SCIENCES	6	DEC	6 SECS-S/01	B sm
20181 SCENARI ECONOMICI INTERNAZIONALI	INTERNATIONAL ECONOMIC PROSPECTS	9	PAM	6 SECS-P/02 3 SECS-P/12	B ec
20182 ANALISI DELLE POLITICHE PUBBLICHE	ANALYSIS OF PUBLIC POLICIES	6	PAM	SPS/04	C
		32			
<i>2nd semester</i>					
20183 DIRITTO DELLE ISTITUZIONI NAZIONALI E INTERNAZIONALI	NATIONAL AND INTERNATIONAL INSTITUTIONS LAW	6	IUS	IUS/14	B gi
20184 ANALISI ECONOMICA DELLE POLITICHE INDUSTRIALI E TERRITORIALI	ANALYSIS OF INDUSTRIAL AND LOCAL DEVELOPMENT POLICIES	9	PAM	7 SECS-P/06 2 SECS-P/12	B ec
20185 PUBLIC BUDGETING E PERFORMANCE MEASUREMENT	PUBLIC BUDGETING AND PERFORMANCE MEASUREMENT	9	PAM	SECS-P/07	B az
1 compulsory course chosen among:					
20155 COMPARATIVE BUSINESS GOVERNMENT RELATIONS (major b, major c o piano libero)	COMPARATIVE BUSINESS GOVERNMENT RELATIONS	6	PAM	SECS-P/07	B az
20442 INTERNATIONAL INSTITUTIONS AND NGOs (major a o piano libero)	INTERNATIONAL INSTITUTIONS AND NGOs				
20200 FIRST FOREIGN LANGUAGE(lessons only)					
20201 SECOND FOREIGN LANGUAGE(lessons only)					
		30			
1st year credit points		62			
2nd year					
1 ielective courses					
		6			C
3elective courses					
		18			D
20110 FIRST FOREIGN LANGUAGE		4			F
20111 SECOND FOREIGN LANGUAGE		4			F
20119 Internship or similar activities □		8			F
20112 Thesis		18			E
2nd year credit points		58			
TOTAL CREDIT POINTS		120			

The partner schools for MSc in Economics and Management of Public Administration and International Institutions and equivalent foreign graduate degrees for a.y 2014-15 are listed below:

- Institut National d'Études Politiques de Paris (Sciences-po): Diplôme de l'Institut d'Études Politiques de Paris (a different mention is obtained depending on the major chosen)University at Albany, Rockefeller College of Public Affairs and Policy University at Albany, State University New York (SUNY), Master in Public Administration (MPA Program);
- Hertie School of Governance, Master of Public Policy.

Attachment A6: Piano di studi del Corso di laurea Magistrale in Economia e management delle istituzioni e dei mercati finanziari – Master of Science in Finance – Study Program

(the Italian denomination will be used in the transcripts of students who attend classes taught in Italian and the English denomination will be used for students attending classes taught in English)

Educational activities by year, credits awarded and related disciplinary fields.

EDUCATIONAL ACTIVITIES	CREDIT POINTS	Department	disciplinary sector	disciplinary fields
1st year				
<i>7th semester</i>				
20214 FINANCIAL REPORTING AND ANALYSIS	6	ACC	SECS-P/07	C
20127 FINANZA AZIENDALE (INTRODUZIONE ALLE VALUTAZIONI)	6	FIN	SECS-P/09	B az
20188 QUANTITATIVE FINANCE AND DERIVATIVES - MODULE 1	7	FIN	SECS-S/06	B sm
20191 FINANCIAL ECONOMETRICS AND EMPIRICAL FINANCE - MODULE 1	6	FIN	SECS-S/06	B sm
20135 TEORIA DELLA FINANZA	6	FIN	SECS-P/01	B ec
	31			
<i>2nd semester</i>				
20189 QUANTITATIVE FINANCE AND DERIVATIVES - MODULE 2	7	FIN	SECS-P/11	B az
20193 DIRITTO DEGLI INTERMEDIARI E DEI MERCATI FINANZIARI	6	IUS	IUS/05	B gi
20192 FINANCIAL ECONOMETRICS AND EMPIRICAL FINANCE - MODULE 2	6	FIN	SECS-P/01	B ec
20163 GESTIONE DEI RISCHI E VALORE NELLE BANCHE E NELLE ASSICURAZIONI	6	FIN	SECS-P/11	B az
20131 INVESTMENT BANKING	6	FIN	SECS-P/11	B az
20200 FIRST FOREIGN LANGUAGE(lessons only)				
20201 SECOND FOREIGN LANGUAGE(lessons only)				
	31			
1st year credit points	62			
2nd year				
1 elective course	6			C
3 elective courses	18			D
20110 FIRST FOREIGN LANGUAGE	4			F
20111 SECOND FOREIGN LANGUAGE	4			F
20119 Internship or similar activities □	8			F
20112 Thesis	18			E
2nd year credit points	58			
TOTAL CREDIT POINTS	120			

The partner schools for MSc in Economia e management delle istituzioni e dei mercati finanziari – Master of Science in Finance and equivalent foreign graduate degrees for a.y 2014-15 are listed below:

- Ecole des Hautes Etudes Commerciales (HEC) Paris: MSc in Management-Grande Ecole
- Rotterdam School of Management - RSM, Erasmus Universiteit: Master of Science in Finance and Investments or in Accounting and Control;
- Stockholm School of Economics (SSE) Stockholm: Master of Science in Business & Economics, Specialization in Finance;
- Keio University, Tokyo, Japan: Master in Economics.

Attachment A7: Master of Science in Business Administration and Law – Study Program

Educational activities by year, credits awarded and related disciplinary fields.

EDUCATIONAL ACTIVITIES	CREDIT POINTS	Department	disciplinary sector	disciplinary fields	
1st year					
7 st semester					
20212 ANALISI STRATEGICA E VALUTAZIONI FINANZIARIE	STRATEGIC ANALYSIS AND FINANCIAL VALUATION	8	MNT	SECS-P/09	B az
20138 DIRITTO COMMERCIALE (CORSO PROGREDITO)	COMPANY AND BUSINESS LAW (ADVANCED COURSE)	6	IUS	IUS/04	B gi
20130 BILANCIO E OPERAZIONI DI GESTIONE STRAORDINARIA	ACCOUNTING FOR BUSINESS COMBINATIONS	8	ACC	SECS-P/07	B az
20123 SISTEMI DI CORPORATE GOVERNANCE	CORPORATE GOVERNANCE	8	MNT	6 SECS-P/12 2 SECS-P/07	B ec B az
		30			
2 nd semester					
20128 PRINCIPI CONTABILI INTERNAZIONALI	INTERNATIONAL ACCOUNTING STANDARDS	8	ACC	SECS-P/07	B az
20164 TASSAZIONE DELLE SOCIETA' E DEI GRUPPI	CORPORATE TAXATION	8	IUS	2 IUS/12 6 SECS-P/03	B gi B ec
20441 MODELLI FINANZIARI PER LA VALUTAZIONE	FINANCIAL MODELS FOR VALUATION	6	FIN	SECS-S/06	B sm
20129 FINANZA STRATEGICA	STRATEGIC FINANCE	8	MNT	SECS-P/09	C
20200 FIRST FOREIGN LANGUAGE(lessons only)					
20201 SECOND FOREIGN LANGUAGE(lessons only)					
		30			
1st year credit points		60			
2nd year					
20140 DIRITTO DEI MERCATI E DEGLI STRUMENTI FINANZIARI	CORPORATE LAW AND FINANCIAL MARKETS REGULATION	6	IUS	IUS/04	B gi
1 elective courses		6			C
2 elective courses		12			D
20110 FIRST FOREIGN LANGUAGE		4			F
20111 SECOND FOREIGN LANGUAGE		4			F
20119 Internship or similar activities □		8			F
20112 Thesis		20			E
		60			
2nd year credit points		60			
TOTAL CREDIT POINTS		120			

The partner schools for MSc in Master of Science in Business Administration and Law and equivalent foreign graduate degrees for a.y 2014-15 are listed below:

- Rotterdam School of Management, Rotterdam, the Netherlands: Master in Accounting and Financial Management

Attachment A8: Master of Science in Economics and Management in Arts, Culture, Media and Entertainment – Study Program

Educational activities by year, credits awarded and related disciplinary fields.

EDUCATIONAL ACTIVITIES	CREDIT POINTS	Department	disciplinary sector	disciplinary fields	
1st year					
<i>7st semester</i>					
20445	MANAGEMENT OF CULTURAL INDUSTRIES AND INSTITUTIONS - MODULE I (STRATEGY AND GOVERNANCE)	6	MNT	SECS-P/07	B az
20435	PROJECT AND EVENT MANAGEMENT	6	MNT	SECS-P/10	B az
20149	QUANTITATIVE METHODS FOR MANAGEMENT	6	DEC	3 SECS-S/06 3 SECS-S/01	B sm B sm
20161	PERFORMANCE MEASUREMENT	6	ACC	SECS-P/07	B az
20141	ADVANCED INTELLECTUAL PROPERTY LAW	6	IUS	IUS/04	B gi
		30			
<i>2nd semester</i>					
20447	CULTURAL MEDIATION	8	PAM	SECS-P/12	B ec
20427	MARKETING AND CRM	6	MKT	SECS-P/08	B az
20446	MANAGEMENT OF CULTURAL INDUSTRIES AND INSTITUTIONS - MODULE II (COMPARATIVE CULTURAL PUBLIC POLICIES AND FUNDRAISING)	6	PAM	4SECS-P/03 2SECS-P/07	B ec B az
20448	Major workshop I	10		SECS-P/07 o SECS-P/08	B az
20200	FIRST FOREIGN LANGUAGE (lessons only)				
20201	SECOND FOREIGN LANGUAGE (lessons only)				
		30			
1st year credit points		60			
2nd year					
20449	Major workshop II	6			C
20450	Major workshop III	6			C
	two elective courses	12			D
20110	FIRST FOREIGN LANGUAGE	4			F
20111	SECOND FOREIGN LANGUAGE	4			F
20119	Internship or similar activities □	8			F
20112	Thesis	20			E
2nd year credit points		60			
TOTAL CREDIT POINTS		120			

Major's workshop I (first year)		Major	CP	disciplinary sector	Department
20458	Art management and markets	ARTS MARKETS, HERITAGE AND CULTURE	10	SECS-P/07	PAM
20487	Tourism Culture and Territorial marketing	CITIES, TOURISM AND EVENTS	10	5cfu SECS-P/07 5cfu SECS-P/08	5 PAM 5 MKT
20460	Internet, publishing and music	MEDIA	10	SECS-P/07	8 MNT 2 MKT
20488	Theatre festivals and live performances	PERFORMING ARTS AND ENTERTAINMENT	10	SECS-P/07	PAM
20502	Entrepreneurship and creativity in symbolic industries	FASHION AND DESIGN	10	SECS-P/07	MNT

Major's workshops II and III (second year)		Major	CP	disciplinary sector	Department
20472	Heritage management	ARTS MARKETS, HERITAGE AND CULTURE	6	2 cfu SECS P/07 4 cfu L-ART/04	PAM
20473	Museum management		6	2 cfu SECS P/07 4 cfu L-ART/04	PAM
20474	Cultural Tourism	CITIES, TOURISM AND EVENTS	6	3 cfu SECS P/02 3 cfu M-GGR/02	PAM
20475	Event and mega event management and creative industries		6	SECS-P/08	MKT
20476	Television	MEDIA	6	3 cfu SECS-P/07 - 3 cfu L-ART/06	MNT
20477	Movie industry		6	3 cfu SECS-P/07 - 3 cfu L-ART/06	MNT
20477	Movie industry	PERFORMING ARTS AND ENTERTAINMENT	6	3 cfu SECS-P/07 - 3 cfu L-ART/06	MNT
20475	Event and mega event management and creative industries		6	SECS-P/08	MKT
20237	Management of fashion and luxury companies	FASHION AND DESIGN	6	SECS-P/07	MNT
20241	Management of Design		6	SECS-P/07	MNT

The partner schools for MSc in Master of Science in in Economics and Management in Arts, Culture, Media and Entertainment and equivalent foreign graduate degrees for a.y 2014-15 are listed below:

- Copenhagen Business School: MSocSc in Management of Creative Business Processes;
- Ecole des Hautes Etudes Commerciales (HEC) - Paris: MSc in Management-Grande Ecole.

Attachment A9: Master of Science in Economic and Social Sciences – Study Program

(the Italian denominations will be used in the transcripts of students who attend classes taught in Italian and the English denominations will be used for students attending classes taught in English)

Educational activities by year, credits awarded and related disciplinary fields.

EDUCATIONAL ACTIVITIES	CREDIT POINTS	Department	disciplinary sector	disciplinary fields
1st year				
<i>1st semester</i>				
20136 MATEMATICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI	ADVANCED MATHEMATICS FOR ECONOMICS AND SOCIAL SCIENCES	DEC	SECS-S/06	B sm
20137 STATISTICA AVANZATA PER L'ECONOMIA E LE SCIENZE SOCIALI	ADVANCED STATISTICS FOR ECONOMICS AND SOCIAL SCIENCES	DEC	2 SECS-S/01 6 SECS-S/05	B sm C
20469 ISTITUZIONI, GOVERNO E SOCIETA' - MODULO I	INSTITUTIONS, GOVERNMENT AND SOCIETY - MODULE I	PAM	SECS-P/07	B az
20142 DIRITTO DELL'IMPRESA E DEL MERCATO	COMPETITION LAW	IUS	IUS/04	B gi
	<u>6</u>			
	<u>28</u>			
<i>2nd semester</i>				
20203 ANALISI ECONOMETRICA	ECONOMETRICS	ECO	SECS-P/05	B ec
20470 ISTITUZIONI, GOVERNO E SOCIETA' - MODULO II	INSTITUTIONS, GOVERNMENT AND SOCIETY - MODULE II	PAM	SECS-P/07	B az
3 courses (characteristic courses - guided choice and/or electives)				
- 2 courses chosen among the General Economics group				
- 1 course chosen among the Applied Economics group				
	12			
	6			
20200 FIRST FOREIGN LANGUAGE(lessons only)		ECO	SECS-P/01	B ec
20201 SECOND FOREIGN LANGUAGE(lessons only)		ECO/PAM	Vari SSD	B ec
	<u>32</u>			
1st year credit points	60			
2nd year				
1 course chosen among the quantitative/social disciplines				
3 elective courses				
20110 FIRST FOREIGN LANGUAGE		DEC/PAM	Vari SSD	C
20111 SECOND FOREIGN LANGUAGE				D
20119 Internship or similar activities □				F
20112 Thesis				F
	<u>20</u>			F
	<u>60</u>			E
2nd year credit points	60			
TOTAL CREDIT POINTS	120			

The partner schools for MSc in Master Discipline economiche e sociali – Economic and Social Sciences and equivalent foreign graduate degrees for a.y 2014-15 are listed below:

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

Attachment A10: Master of Science in Economics and Management of Innovation Technology – Study Program

Educational activities by year, credits awarded and related disciplinary fields.

EDUCATIONAL ACTIVITIES				CREDIT POINTS	Department	disciplinary sector	disciplinary fields
1st year		Track - Economics and Management Background (TEMB)	Track - Engineering and Science Background (TESB)				
<i>1st semester</i>							
20451	FUNDAMENTALS OF INNOVATION AND INDUSTRIAL CHANGE	20483	INDUSTRY AND FIRM DYNAMICS	7	MNT	SECS-P/06	B ec
20143	INTELLECTUAL PROPERTY AND COMPETITION LAW			6	IUS	IUS/04	B gi
20452	INDUSTRY AND COMPETITION ANALYSIS	20484	COMPETITION ANALYSIS AND STRATEGY	7	MNT	SECS-P/06	B ec
20453	VENTURE CAPITAL AND VALUATION	20485	FINANCE AND VALUATION	6	FIN	6 SECS-P/11	B az
20455	TECHNOLOGY AND INNOVATION STRATEGY MODULE I (Technology and innovation management)			6	MNT	SECS-P/08	B az
				32			
<i>2nd semester</i>							
20456	TECHNOLOGY AND INNOVATION STRATEGY MODULE II (Technology Entrepreneurship)			10	MNT	5 SECS-P/08 5 SECS-P/06	B az B ec
20457	DEVELOPING YOUR COMPANY			6	MNT	SECS-P/10	C
20150	STATISTICS FOR ECONOMICS AND BUSINESS			8	DEC	SECS-S/01	B sm
1 compulsory course to be chosen among:				6			C
20402	INNOVATION, GROWTH AND SUSTAINABILITY (studenti major a o piano libero)				MNT	SECS-P/06	
20147	INNOVATION MANAGEMENT (studenti major b o piano libero)				MNT	SECS-P/08	
20209	IT CONSULTING (studenti major c o piano libero)				MNT	SECS-P/10	
20200	FIRST FOREIGN LANGUAGE (lessons only)						
20201	SECOND FOREIGN LANGUAGE (lessons only)						
1st year credit points				30			
				62			
<i>2nd year</i>							
three optional courses^				18			D
1 sectoral Systems of innovation workshop*				6		SECS-P/06	B ec
20110	FIRST FOREIGN LANGUAGE			4			F
20111	SECOND FOREIGN LANGUAGE			4			F
20119	Internship or similar activities □			8			F
20112	Thesis			18			E
2nd year credit points				58			
TOTAL CREDIT POINTS				120			

The partner schools for MSc in Master Discipline economiche e sociali – Economic and Social Sciences and equivalent foreign graduate degrees for a.y 2014-15 are listed below:

- Copenhagen Business School: MSc. in Economics and Business Administration Management of Innovation and Business Development;
- Rotterdam School of Management - RSM, Erasmus Universiteit: Master of Science Management of Innovation;
- The Moscow State Institute of International Relations (MGIMO-University): Master of Economics in the Area of the World Energy;
- Universidade Católica Portuguesa (Faculdade de Ciências Económicas e Empresariais) Lisboa: Master of Science in Business Administration -Major in Innovation and Technology;
- Vienna University of Economics and Business (WU), Vienna: Master in Strategy, Innovation and Management Control.