Master of Science Programs

Admissions Procedures and Financial Aid

International Applicants

2014-2015
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Welcome to Students

Università Bocconi has always been widely acknowledged for the quality of the students graduating from its Master of Science programs. The Bocconi Graduate School offers 10 Master of Science (MSc) programs as well as other pre-experience Specialized Master programs. Our motto is “Empowering talent”, because talent is important in itself, but it must be coupled with rigorous training in order to develop a first-tier expert in management, marketing, accounting, economics or finance. In the competitive job arena in which Master graduates are going to enter, our 2-year Master of Science programs have proved to be a gateway for international careers. Bocconi’s current position as number 19 worldwide in the QS ranking 2013, for the parameter of Employer Reputation, clearly states which is the global recognition of the quality of our students and our programs. These are the main distinctive features you will experience by entering Bocconi.

Academic Quality
The quality of our programs depends first of all on the quality of our Faculty. Bocconi is continuously investing in attracting talented faculty members, and in the last few years it has been on a stable basis among the top three positions (and more precisely first, as of July 2013) in terms of the number of European Research Council research grants obtained. This testifies to Bocconi’s reputation both in teaching and in research, and the fact that our classes allow our students to get in touch with the most up-to-date knowledge in each field.

Strong Relationships with Top Employers
Thanks to the careful combination of a strong theoretical background with an emphasis on relevant real-world applications, our programs and our graduates have obtained over time a continuously increasing appreciation by top international recruiters. The continuous work of our excellent Career Service, the internships which are a structural part of our curriculum, and the job fairs (in Milan, London and Shanghai) with international recruiters are among the main ways through which our students are supported in finding their way on the job market.

Internationalization
Students have the chance to study with classmates from many different countries. We also offer an extremely large number of opportunities for one-semester exchange programs or for Double Degrees with top institutions in Europe and outside Europe, giving the chance to acquire during our 2-year Master of Science programs not only clearly superior training but also a greater international exposure than the one that standard 1-year master programs can offer.

Tailor-Made Specialization Paths
The 2-year MSc programs will provide you with the chance to acquire solid knowledge in all the key topics during your first year while choosing from among an incredibly wide list of elective courses during your second year. This will give you a lot of flexibility to design a study plan with a specific focus aligned with your interests, and much more in-depth specialization and expertise than you could get from shorter programs. This is a value added that counts on the job market.

A Top Alumni Network with High-Quality Peers
Relationships with peers, faculty members and other contacts represent a crucial extra value of your university experience. You will be involved in teamwork exercises, social and cultural events, as well as occasions to interact with companies and institutions, further developing your relational skills. Our Alumni Association, which is well established and steadily growing across a number of countries, will be the natural way to keep in touch with peers and with the university throughout your future career.
Choosing a Bocconi MSc

In 2014-2015, the Bocconi Graduate School will offer eight 2-year Master of Science programs taught entirely in English. The various Bocconi Master of Science programs taught in Italian are also open to international students.

Choosing a Bocconi Master of Science degree is a smart move for a lot of reasons:

- **Two-year programs** with in-depth specialization
- **Flexible study plan** with compulsory internship
- **Renowned international Faculty** and highly practical teaching methods
- **An outstanding level of quality in the student body**
- **Concrete financial support to excellent students** (with some scholarships based only on merit and others on income)

Furthermore, Università Bocconi:
- places highly on international rankings
- has preferential relations with top employers
- is part of a network of leading universities worldwide
- has a vibrant campus in downtown Milan.

A network with leading universities worldwide

Thanks to a well-established system of relations and exchanges with over 220 prestigious schools and institutions in 50 countries around the world, Università Bocconi students and Faculty benefit from international experiences, research, and joint teaching projects.

- **Bocconi is a founding member of the CEMS Global Alliance in Management Education and the only Italian university in the network** (29 academic partners, 70 corporate partners)
- **A wide array of Joint and Double Degree programs in 19 countries with 24 prestigious universities have been developed**
- **The University offers 500 qualified opportunities of Exchange Programs at over 140 business schools**

By participating in one of the international programs offered by the University, students get the chance in the two years program to study or work at least in two countries, where they learn to communicate successfully across cultures and develop a global mindset. This allows them to gain the competitive advantage needed to satisfy the corporate demands and expectations of today’s ever growing market. There are a wide range of international programs available to graduate students, subject to admission through a selection process.

Students at Bocconi become part of a truly international and multicultural community, with classmates and faculty from all over the world.

- **1571** international students enrolled in the a.y. 2012-2013 at Bocconi
- Graduate international students come mostly from Europe (72.2%), Asia (22.2%) and America (4.7%)
- **About 1200** incoming students each year from partner schools
- **Over 3300** outgoing students each year:
  - around **2000** for study abroad opportunities
  - around **1300** for work abroad opportunities
**North America:**
Exchange partners: 26
Double Degree partners: 3

**Latin America:**
Exchange partners: 14
Double Degree partners: 1

**Double Degree Programs**
Double Degree programs offer the unmatched opportunity to complete a second degree, in addition to the degree from the home university, spending one year at Bocconi, acquiring core knowledge and skills, and specializing in their field of interest while attending one year at one of the foreign host institutions.

DD programs are developed in cooperation with 24 prestigious universities in Europe, Russia, the US, Canada, Australia, Brazil, India and China. Find the list of partner universities on www.ir.unibocconi.eu/doubledegree

**Exchange Programs**
These enable graduate students to experience an extended period (one semester) of studying abroad, according to bilateral agreements with over 140 universities all over the world, which are the most highly selected institutions in the fields of Management, Economics and Economics-based Social Sciences worldwide.

**Top Ranking Partners**

- **Yale University** - Department of Economics, US
  (7th in the US in Economics)¹
- **University of Virginia** - Darden School, US
  (12th in the US in Business)¹
- **Univers. Federal do Rio de Janeiro** - COPPEAD, Brazil
  (1st in Latin America)²
- **University of St. Gallen**, Switzerland
  (1st in Europe)²
- **Indian Institute of Management**, Ahmedabad, India
  (1st in Asia)²
- **University of New South Wales**, Sydney, Australia
  (1st in Oceania)²

¹ U.S. News & World Report 2014
² Financial Times - Masters in Management 2012
Europe:
Exchange partners: 53
Double Degree/
Joint Degree partners: 14

Africa, Asia, Oceania:
Exchange partners: 44
Double Degree partners: 6

Campus Abroad
This is a fee-paying short-term program (3-4 weeks) organized in cooperation with partner universities around the world. It is an intensive experience that offers the opportunity to explore new countries, develop new insights and work on live case studies.

In addition, three further opportunities for international study are offered (see individual MSc descriptions for more details):

- **CEMS MIM diploma**, reserved to International Management students only. Admission will take place at the same time as admission to the MSc program.
- **DDIM Bocconi-Fudan Double Degree** (China) special program, reserved to International Management students. For this program only, the first year is held in Shanghai and the second year is at Bocconi. Admission will take place at the same time as admission to the MSc program.
- **AEEP Advanced Economics Exchange Program**, reserved to students enrolled in the MSc in Economic and Social Sciences and in the MSc in Finance.

Facts and Figures 2012

- Over 1900 opportunities each year:
  - Almost 800 with study abroad initiatives
  - Over 170 in Double Degree and CEMS programs
  - Almost 1000 work abroad and in-company training opportunities

- International opportunities are available to virtually 100% of students enrolled in their 2nd year of an MSc program

- Almost 50% of MSc students spend a semester or an academic year abroad
Preferential relations with top employers

Bocconi students and graduates have a variety of opportunities to get in touch with actual employers worldwide. The University has developed a wide network of relationships and a permanent dialogue with top international companies, institutions and professional settings in all sectors, so that it is constantly up-to-date with the demands and the evolutions of the job market.

Internships are a compulsory part of the study plan for all Master of Science students and can be held both in Italy or abroad. In Italy especially, interns benefit from well-established contacts and preferential relations with top employers. Thanks to a worldwide network of 600 companies, international organizations, chambers of commerce and institutions in more than 60 countries, every year over 1000 Bocconi students and recent graduates have the opportunity to take part in an internship abroad.

The Bocconi Career Service is highly accessible and gives unparalleled and personalized attention throughout the career orientation and job search processes. It provides effective tools to successfully enter the job market and promote meetings with major employers in Italy and abroad. MSc students can count on a dedicated career consultant for each MSc program.

2012 Opportunities

- Mandatory curricular internships, 31% abroad
- JobGate:
  - Internship offered 5029 in Italy, 1435 abroad
  - Job offered 1276 in Italy, 310 abroad
- The Bocconi & Jobs Milan career event: 2 editions, with the participation of 200 companies
- Bocconi & Jobs Abroad in Shanghai and London
- Investment Bank Weekends, the leading 19 Investment Banks on campus
- Recruiting Date Fashion & Luxury with 14 of the major companies in the field (in 2013 also Financial Services and Web Companies)
- More than 100 recruiting events organized with individual companies
- More than 2200 individual meetings with a dedicated career consultant
- Initiatives to prepare students for the job market:
  - 159 Career Guidance events (training seminars, workshops, POL)
  - 194 Mock interviews
  - 20 In-company training (10 in Italy, 10 abroad)

Placement

- On graduation day 60.6% of MSc graduates are employed*
- On graduation day 21.3% of MSc graduates are employed abroad*
- One year after graduation 91.5% of MSc graduates are employed**
- 1.1 months is the average time needed for job placement
- The top industries of employment are:
  - Banking, Finance and Insurance
  - Manufacturing
  - Consulting
  - Auditing
  - Commerce

* Survey - graduation sessions from June 2012 to March 2013
** Data refers to a.y. 2010-2011 graduates interviewed between May 2012 and April 2013
Studying Foreign Languages

Upon completing a MSc program, Bocconi graduates are proficient in at least 3 languages, which include their native language, English and 1 or 2 foreign languages. In fact, international students are required to choose a foreign language based on the graduate program instruction language and their native language (which cannot be chosen as a foreign language). In class groups taught in English, in order to get the language credits required for the degree, international students must study Italian plus another European language to be chosen from among English, French, German, Portuguese and Spanish. Native Italian speakers must study two other European languages. All postgraduates will be able to approach the job market with an international CV featuring experience working and studying with people from all over the world.

Rankings

Università Bocconi is included in a number of rankings, mainly those that focus on the areas of economics and management, and social sciences in general. The following are several examples of the most important and well-known, though every year there is an increasing number of prestigious rankings.

Rankings 2013

- **QS World University Rankings by Subject 2013**
  - 4th in Europe and 21st worldwide in Finance and Accounting
  - 5th in Europe and 17th worldwide in Economics & Econometrics

- **Financial Times Masters in Management 2013**
  - 7th worldwide for CEMS MIM program
  - 17th worldwide for MSc in International Management

- **Financial Times Masters in Finance Pre-experience 2013**
  - 20th worldwide for MSc in Finance

- **QS World University Rankings by Faculty 2013**
  - 9th in Europe and 29th worldwide in Social Sciences and Management
  - 19th worldwide for the specific parameter of Employer Reputation
Master of Science Programs in English
Today, globalization is no longer an option, but a strategic imperative for all companies, regardless of their size or industry. In this context, the International Management program addresses the management issues faced by multinational companies in creating and exploiting their global presence. Our students will learn the required knowledge and understanding of the management concepts and tools to operate in such a global environment. For these reasons, and thanks to the social skills acquired through their extensive experience in working in multi-cultural teams, graduates from this program are highly attractive to international firms, either Italian companies operating in other countries, or large multinational corporations.

The program is unique in its structure, and its architecture reflects two design criteria. The first one is to focus on key content and process issues, such as the strategy and organization of companies in international contexts, which give our students the ability to analyze global business situations. The second one is to focus on specific techniques, such as quantitative methods applied to global contexts, which give our students the confidence to support their arguments with pertinent quantitative analyses. Our student body is an international one, made up of people from many different countries. This diverse mix of cultures is in itself a learning experience, which allows classmates to deal with multicultural situations on a daily basis. The program does not offer suggested majors, but students can define their specialization by integrating study abroad programs or international internships. This choice allows students to take advantage of all the international and placement offers available and to create a unique study path that is highly valued by the international job market. In addition, students have the chance to apply to the CEMS program, and attend a MSc in International Management at another partner university of the CEMS network.

Fabrizio Perretti
Program Director
## Study Plan

### First year

<table>
<thead>
<tr>
<th>Semester I</th>
<th>CP</th>
</tr>
</thead>
<tbody>
<tr>
<td>International economics and business dynamics, Module 1 (Applied international economics)</td>
<td>6</td>
</tr>
<tr>
<td>Organization</td>
<td>6</td>
</tr>
<tr>
<td>International finance</td>
<td>8</td>
</tr>
<tr>
<td>Quantitative methods for management</td>
<td>6</td>
</tr>
<tr>
<td>Performance measurement</td>
<td>6</td>
</tr>
<tr>
<td>Seminar on collaborative competences</td>
<td>2</td>
</tr>
<tr>
<td><strong>Total credit points of the first year</strong></td>
<td><strong>60</strong></td>
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</tbody>
</table>

<table>
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<tr>
<th>Semester II</th>
<th>CP</th>
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</thead>
<tbody>
<tr>
<td>International comparative business law</td>
<td>6</td>
</tr>
<tr>
<td>International economics and business dynamics, Module 2 (Evolution in international business)</td>
<td>6</td>
</tr>
<tr>
<td>Marketing decisions – International product launch</td>
<td>6</td>
</tr>
<tr>
<td>Corporate strategy</td>
<td>8</td>
</tr>
<tr>
<td>First foreign language (lessons only)</td>
<td></td>
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<tr>
<td>Second foreign language (lessons only)</td>
<td></td>
</tr>
<tr>
<td><strong>Total credit points of the second year</strong></td>
<td><strong>60</strong></td>
</tr>
</tbody>
</table>

### Second year

| Credit points of the second year | 120 |

For a list of all elective courses:
www.unibocconi.eu/im-msc> Program Structure > Electives

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## In their Own Words

I decided to apply for an MSc at Bocconi for a number of reasons. Firstly, Bocconi offers a two-year MSc program, thus really allowing students to deepen their knowledge and skills as well as pursue other extracurricular activities. Secondly, all the MSc programs are structured in order to offer the right balance between theory and practice, reflected in the courses and group works. Finally, the high quality of applicants selected to study at the MSc in Bocconi allows for students to lay the foundations of an important network, which will be extremely valuable in the years to come. I had the opportunity to participate at an exchange program at the Chinese University of Hong Kong and also complete an internship experience in EFG Eurobank. The testament of the great value of all Bocconi’s MSc programs is the high percentage of graduates who have a job offer before graduation as well as the fact that among the employers are included some of the most respected corporations, multinationals and public and international institutions.

Emmanouil Danezis

**Associate, Investment Banking Coverage and Advisory Deutsche Bank**

After my Erasmus exchange at Università Bocconi during my Bachelor degree I couldn’t wait to come back to Milan. I fell in love with the Italian culture and was triggered by the stimulating study environment Bocconi provided. The MSc in International Management gave me all that I was looking for in my degree; a wide range of topics taught by a diverse set of professors, international opportunities and the name of a leading business school on my CV. During my studies I managed to do two internships, one at the Boston Consulting Group in Amsterdam and one at an internet start-up in Cape Town. However, the best part of my experience was something I had not expected beforehand, namely the most fun and outgoing group of fellow students I could have imagined. My class consisted of students from every corner of the world. Thanks to the MSc in International Management I not only managed to receive an offer for my dream job long before graduation but also some life-lasting friendships.

Marlous Rijnja

**International Management student**
Study Abroad Opportunities

International Management students may participate in:

- **CEMS MIM**, a global program (29 partner universities and 70 companies) of which Bocconi is a founding member and the only Italian partner university, placed 7th worldwide in FT rankings. It allows students to acquire a very international profile and, thanks to strong business exposure, improve understanding of the best management operations. Admission to the program will take place at the same time as admissions to MSc.

- **Double Degrees** with prestigious partners on 3 different continents to deepen knowledge regarding specific markets and integrate the student’s academic profile with a specialization in functional areas/industries.
  - ESADA Escuela Superior de Administracion y Direcccion de Empresas (Barcelona, Spain)
  - FGV-EAESP Escola de Administração de Empresas de São Paulo da Fundação Getulio Vargas (São Paulo, Brazil)
  - HEC École des Hautes Etudes Commerciales (Paris, France)
  - HSG University of St. Gallen (St. Gallen, Switzerland)
  - IIMA Indian Institute of Management (Ahmedabad, India)
  - The University of Queensland (Brisbane, Australia)
  - Cass School of Business (London, UK)
  - Darla Moore School of Business (Columbia, USA)

- **Special program: DDIM Bocconi-Fudan Double Degree (China)**. For this program only, the first year is held in Shanghai and the second year is at Bocconi. Admission to the Bocconi-Fudan special program will take place at the same time as admissions to the MSc. Admission to the other Double Degree programs will take place at the end of the first semester of the first year.

- **Exchange programs**

- **Campus Abroad**

Career Opportunities

Students graduating from this Master of Science typically pursue careers with an international outlook at:

- Large multinational firms, in a variety of departments and in different roles that require knowledge about cross-border management and international functional strategies such as global sourcing, international marketing and finance

- Consulting firms, in particular for tasks involved in cross-border consulting projects

- Small and medium enterprises (SMEs), as business development managers, export managers or expatriate managers to contribute to the expansion of the SME in foreign markets

- Companies operating in symbol-intensive markets, reflecting the unique abilities Italian firms are known for on a global scale

- Research centers and educational institutions making a significant contribution, due to the systemic and inter-functional knowledge of how firms operate

- Government agencies

Job Statistics

On graduation day:

- **59.1%** of graduates are employed

- **55.1%** of the total employed are employed abroad

- They have been called to an average of **3.9** job interviews

- They have received on average **1.9** job offers

One year after graduation:

- **93.7%** of graduates are employed

The top 25 recruiters of graduates include, among others: Bain & Company • Bank of Communications • Capgemini • Citi, Deloitte Consulting • General Electric • Goldman Sachs • Google • HSBC • L’Oréal • Luxottica • McKinsey & Company • Nestlé • Procter & Gamble • PwC Advisory • Reckitt Benckiser • Rocket Internet • Roland Berger Strategy Consultants • The Boston Consulting Group • Unilever • Vodafone.

* Survey - graduation sessions from June 2012 to March 2013
** Data refers to a.y. 2010-2011 graduates interviewed between May 2012 and April 2013

More information at: [www.unibocconi.eu/im-msc](http://www.unibocconi.eu/im-msc)
Italy, and Milan in particular, is recognized all over the world as the capital of fashion and design. The know-how developed by companies over more than 100 years of history is so unique and valuable that it has stimulated the interest of international players from Europe to Asia. What made these small family businesses successful all over the world is a magic combination of several factors: the creativity and risk attitude of entrepreneurs, the extraordinary network of suppliers within areas often called “industrial districts”, cooperation with international designers, the retail, communication and promotion system, etc. It is necessary to be continuously exposed to this special environment and to experience it in practice to acquire the proper competencies for working in these companies or setting up a new venture in these industries.

The program in Management – Fashion, Luxury and Made in Italy Major is inspired by the idea described above. Students with a passion for typical Made in Italy industries (fashion, furniture, food and beverages, cosmetics, jewelry, sunglasses) will combine a rigorous management education with a focused empirical setting. The learning process is augmented by the discussion of ad hoc business cases, the presence of outstanding guest speakers, company visits, lectures by instructors with a dedicated professional background and practitioners. The first year is dedicated to skill-building in such areas as quantitative methods, performance measurement, marketing, strategy, business law, and organization. Pre-courses are available for students who lack a previous background in the field of management. Students will learn how to improve their “soft skills” in communication and presentation through a compulsory workshop right after the beginning of the program. During the second semester of the first year, students will be involved in a challenging Business Game with partner companies. The second year is entirely dedicated to the internship and the focused educational experience by selecting four courses from the Major in Fashion, Luxury and Made in Italy.
Study Plan

First year

<table>
<thead>
<tr>
<th>Semester I</th>
<th>CP</th>
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</thead>
<tbody>
<tr>
<td>Quantitative methods for management</td>
<td>6</td>
</tr>
<tr>
<td>Economic prospects</td>
<td>6</td>
</tr>
<tr>
<td>Performance measurement and corporate strategy I</td>
<td>8</td>
</tr>
<tr>
<td>Organization</td>
<td>6</td>
</tr>
<tr>
<td>Marketing management - advanced</td>
<td>6</td>
</tr>
<tr>
<td>Behavioural skill seminars</td>
<td>2</td>
</tr>
<tr>
<td>Performance measurement and corporate strategy II</td>
<td>8</td>
</tr>
<tr>
<td>Company and business law - advanced</td>
<td>6</td>
</tr>
<tr>
<td>Business history</td>
<td>6</td>
</tr>
<tr>
<td>Financial management and corporate banking</td>
<td>6</td>
</tr>
<tr>
<td>Business game</td>
<td>2</td>
</tr>
<tr>
<td>First foreign language (lessons only)</td>
<td>4</td>
</tr>
<tr>
<td>Second foreign language (lessons only)</td>
<td>4</td>
</tr>
<tr>
<td>Total credit points of the first year</td>
<td>62</td>
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Second year

<table>
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<tr>
<th></th>
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<tr>
<td>4 electives</td>
<td>24</td>
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<tr>
<td>First foreign language (lessons + exam 1st semester)</td>
<td>4</td>
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<tr>
<td>Second foreign language (lessons + exam 1st semester)</td>
<td>4</td>
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<tr>
<td>Internship or similar activities</td>
<td>8</td>
</tr>
<tr>
<td>Thesis</td>
<td>18</td>
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<tr>
<td>Total credit points of the second year</td>
<td>58</td>
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<tr>
<td>Total credit points</td>
<td>120</td>
</tr>
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</table>

Majors:
- Fashion, Luxury and Made in Italy
- Global Experience (for students selected for Double Degree and Exchange Programs)

In their Own Words

My current position is Retail Merchandiser Planner MRTW at Prada SpA for the areas of North and South America, Japan, Hawaii & Korea. The fashion sector has attracted me since I started university, and not only because it’s a cornerstone of the Italian economy and a symbol of Made in Italy all over the world. The most interesting thing about fashion is its forward-looking nature: I work on collections that will be in stores a year and a half later. At a company like Prada, which has had a profit increase of 20% for several years, this element is exponential and very interesting. The opportunity to work at a company like this has allowed me to understand even the smallest mechanisms supporting this large “machine”. I learned that practice is important when learning operational aspects of the professional world and are often different in companies in the same sector and of the same size; this MSc gave me a global and international view of business and how it functions, which is a great advantage for anyone who would like to undertake a career path like mine.

Giulia Corti
Retail Merchandiser Planner MRTW, Prada SpA

I graduated in Management in 2010 with an internship experience in London between my first and second year; before graduation, I began working as Assistant Brand Manager at Lindt&Sprungli. After two years with a steep learning curve, I accepted a new challenge to work for the Campari Group, managing the Aperol product portfolio for the Italian market first as a Junior and more recently as Brand Manager. It’s a very challenging job at an Italian multinational; brand strategy is studied and defined in Italy for the rest of the world and all marketing incentives are used. I studied most of the areas I manage during the program, and this has given me an edge in my everyday work and helped me better understand the needs of internal resources. Knowing how to manage a lot of people, some with different objectives, is a fundamental skill: the frequent group projects and healthy competition that the Master of Science program’s analytical approach goes well with everyday work, especially for entry positions in a company, where efficiency, analysis and the use of tools and quantitative methods are very important, especially in consumer goods. The work is exciting and various. Whether at headquarters or an Italian subsidiary of a global company, national borders are very fine.

Davide Angelucci
Brand Manager for Aperol products, Campari Group

During my second year I had the opportunity to spend an entire semester in Guangzhou, China. The experience of living in a country so far away and so different from my own and getting to know locals and taking courses on the Chinese setting further enriched my personal background of knowledge, experience and curiosity. It was this curiosity about economic and social models different from my own that led to my working in emerging markets marketing for Ferrero in Luxembourg. Working for one of the most well-known Made in Italy brands and focusing on Asian countries and consumers allowed me to use the knowledge acquired during my years of study in Italy, but also to leverage what I learned during my semester abroad. If you’re curious, looking for a transversal course and want to study abroad, this is the right Master of Science program for you.

Mathieu Maggi
Marketing Area, Emerging Markets, Ferrero
Career Opportunities

Students graduating from this Master of Science typically pursue careers in:

- Small and medium enterprises (SMEs), as managing directors, assistant to the CEO, international business developers
- Venture capitalist
- Consultancy firms working for fashion and luxury companies
- Companies operating in symbol-intensive markets, reflecting the unique abilities Italian firms are known for on a global scale

Study Abroad Opportunities

► Double Degrees with:
  - ESADE Escuela Superior de Administracion y Direcccion de Empresas (Barcelona, Spain)
  - FGV-EAESP Escola de Administração de Empresas de São Paulo da Fundação Getulio Vargas (São Paulo, Brazil)
  - HEC École des Hautes Etudes Commerciales (Paris, France)
  - HSG University of St. Gallen (St. Gallen, Switzerland)
  - IIMA Indian Institute of Management (Ahmedabad, India)
  - RSM Rotterdam School of Management, Erasmus Universiteit (Rotterdam, the Netherlands)
  - WU Wirtschaftsuniversität Wien (Vienna, Austria)

► Campus Abroad

► Exchange programs

Job Statistics

The English class group for the Master of Science in Management and the Fashion, Luxury and Made in Italy major will be offered starting in 2014-2015. Placement information for this program is not yet available. Thanks to a consolidated network of relations with top employers in traditional Made in Italy sectors, Bocconi MSc graduates have been placed in the following companies:

Automobili Lamborghini • Barilla • Benetton • Binda Group • Bottega Veneta • Bulgari • Calzedonia • Campari • Colmar • Damiani • Deborah Group • De Padova • Diesel • Dolce & Gabbana • Ferrari • Ferrero • Fiat • Fratelli Branca Distillerie • Gervasoni • Giorgio Armani • Golden Lady • Gucci • Intercos • Kiko • Loro Piana • Luxottica • Mantero Setta • Marzotto • Max Mara Fashion Group • Moschino • Natuzzi • Poltrona Frau • Piaggio & C. • Pomellato • Prada • Pucci • Riso Scotti • S. Pellegrino • Sergio Rossi • Tod’s • Valentino • Versace.

More information at: www.unibocconi.eu/m-msc
We believe that marketing is based not only on intuition and creativity, but on a set of identifiable, actionable, and learnable tools. During the two years of the program, we create a dynamic tension between quantitative methods for marketing, anthropological and sociological competencies to better understand markets in global and local settings, legal issues surrounding marketing (competition, antitrust, intellectual property and brand protection), as well as innovation, information systems, and the internet. Ultimately, we want to see graduates who are well-rounded individuals, who bring not only solid analytical skills and practical application skills to their employers, but also the flexibility and openness to work in international contexts. The best response I could wish for is when students tell me that the knowledge acquired during our graduate program has made them feel up to date, up to speed, and generally up to it, not just during the first steps in their new jobs, but also later, e.g. during interactions with other graduates from the best business schools around the world.
# Study Plan

## First Year

<table>
<thead>
<tr>
<th>Semester I</th>
<th>Strategic marketing and marketing plan, Module 1</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Channel marketing (Trade evolution, analysis and planning)</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Understanding consumer (Consumer behavior and CCT), Module 1</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>Industry analysis (Industrial economics and economics of innovation)</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Understanding consumer (Consumer behavior and CCT), Module 2</td>
<td>7</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Semester II</th>
<th>Strategic marketing and marketing plan, Module 2</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Market research</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Product innovation and market creation</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>Brand management</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>Legal issues in marketing</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>First foreign language (lessons only)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Second foreign language (lessons only)</td>
<td></td>
</tr>
</tbody>
</table>

**Total credit points of the first year:** 60

## Second Year

| 4 elective courses (major or free track) | 24 |
| First foreign language (lessons + exam 1st semester) | 4 |
| Second foreign language (lessons + exam 1st semester) | 4 |
| Internship or similar activities | 8 |
| Thesis | 20 |

**Total credit points of the second year:** 60

**Total credit points:** 120

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### Majors:
- Business Communication and Media
- Distribution Networks and Retailing
- Product and Service Management

For a list of all elective courses:
www.unibocconi.eu/mm-msc > Program Structure > Electives

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### In their Own Words

Every lesson at Bocconi is a piece of a bigger puzzle, and every experience is meant to give you a taste of your future working life. Moreover, there is the real opportunity of creating good relations with some of the best companies whilst studying. After graduation, just like my former colleagues, I didn’t find it difficult to get a good job. Companies recognize the value of the education we received, and consider us a valuable resource.

*Ana Klasar*

**Brand Manager EMEA, General Mills, Switzerland**

The program’s strength lies in the right combination of theoretical concepts and practical applications. During most courses, faculty members offer students the opportunity to put to the test what was learned in the classroom, through group or individual projects and company competitions. These are completed in collaboration with big names in Italian and international marketing, such as P&G, Henkel, Vodafone, Disney and others. It is especially thanks to these initiatives that the program has a unique learning value, because they allowed us to experience how much we learned from books in situations very similar to company life, pushing students to face real problems and reinforcing teamwork skills. During my own personal experience as a Marketing Management student, I always appreciated the opportunity to participate in these activities, which were stimulating, fun and very much appreciated by companies as well during job interviews.

*Ivan Parenti*

**Marketing Management student**

---
Study Abroad Opportunities

- **Double Degrees** with:
  - CBS Copenhagen Business School (Copenhagen, Denmark)
  - ESADE Escuela Superior de Administracion y Dirección de Empresas (Barcelona, Spain)
  - HEC École des Hautes Études Commerciales (Paris, France)
  - Queen’s School of Business (Kingston, Canada)
  - RSM Rotterdam School of Management, Erasmus Universiteit (Rotterdam, the Netherlands)
  - WU Wirtschaftsuniversität Wien (Vienna, Austria)
  - The University of Melbourne (Melbourne, Australia)

- **Campus Abroad**
- **Exchange programs**

Career Opportunities

Job opportunities for graduates in the MSc in Marketing Management include:
- Business-to-business and business-to-consumer roles in all industries
- Key areas in marketing, e.g. market analysis, strategic marketing planning, marketing implementation, and monitoring
- Opportunities in the international arena, thanks to the international awareness about the strength of the Bocconi brand and its network of relations with companies, public sector institutions and non-profit organizations
- Openings in manufacturing, service, retailing and consultancy companies, as well as with market-research and communication agencies
- A wide variety of starting positions and roles, such as product and brand manager, advertising strategist, market analyst, media planner, key-account and customer relationship manager, trade and retail manager, sales manager, category manager, PR and event manager, etc.

Job Statistics

On graduation day:
- **59.4%** of graduates are employed
- They have been called to an average of **3.8** job interviews
- They have received on average **1.7** job offers

One year after graduation:
- **91%** of graduates are employed

The top 20 recruiters of graduates include, among others: Accenture • Barilla • Bolton Group • Carrefour • Ferrero • H3G • Henkel • Lactalis • L’Oréal • Luxottica • LVMH (Moët Hennessy, Loro Piana, Pucci, Sephora) • Nestlé • Procter & Gamble • Reckitt Benckiser • Unilever • Vodafone • WPP (MindShare, Ogilvy & Mather).

* Survey - graduation sessions from June 2012 to March 2013
** Data refers to a.y. 2010-2011 graduates interviewed between May 2012 and April 2013

More information at: [www.unibocconi.eu/mm-msc](http://www.unibocconi.eu/mm-msc)
Accounting, Financial Management and Control

This Master of Science program has the aim of providing students with the set of skills related to accounting, corporate finance, and planning and management control. The program offers courses with the objective of developing solid technical knowledge and methodologies for the accounting and financial professions and provides educational activities with the aim of facilitating interpretation of the economic and social environment. This MSc places particular emphasis on financial communication processes within and outside the firm, the design of modern management information systems for planning and control, and the use of models and methodologies for financial analysis to sustain strategies aimed at generating value in the long run.

A Chief Financial Officer must manage three areas: accounting and financial statements, corporate finance, and planning and management control. Firms are complex institutions that operate in a wider context. Technical knowledge must therefore be integrated with the ability to read and interpret the business world and its specifics. To this end we provide knowledge of economics, law, financial markets and financial institutions, corporate governance and management, all while working within an international setting. The program’s teaching approach aims to create professional workers, providing more than just specialized knowledge and ideas, which are fundamental, but also the know-how required for the workplace.

Angelo Ditillo
Program Director
Study Plan

First year
Semester I
- Data analysis 6
- Financial reporting and international accounting standards 10
- Financial management and financial markets 10
- Corporate governance 5

Semester II
- Fair value accounting, reporting and valuation 8
- Advanced topics in economics 6
- Performance measurement and control systems 10
- Business law (Selected corporate and tax issues in management and internal auditing) and public finance 9
- First foreign language (lessons only)
- Second foreign language (lessons only)

Total credit points of the first year 64

Second year
- 4 elective courses (major or free track) 24
- First language (lessons + exam 1st semester) 4
- Second language (lessons + exam 1st semester) 4
- Internship or similar activities 6
- Thesis 18

Total credit points of the second year 56
Total credit points 120

Majors:
- Accounting and Financial Reporting
- Accounting and Financial Management
- Planning and Control
- Auditing

For a list of all elective courses:
www.unibocconi.eu/afc-msc> Program Structure > Electives

In their Own Words

The real strength of this Master of Science lies in its being cross-disciplinary: it combines accounting topics with corporate finance topics with controlling topics. I was hired abroad at an investment bank even before completing my degree program. I’m currently working in M&A transactions, and combining accounting and corporate finance is key in this area.

Simon Brugger
M&A Analyst, Rabobank International, Amsterdam

I believe the real strength of this MSc is its unique structure that combines different but connected areas of Accounting, Corporate Finance and Management Control. Students acquire diverse knowledge of these areas, but also specialization in one of them. This kind of structure takes advantage of students’ strengths and preferences, thus allowing them to use their talents in the best possible way. Another important characteristic of this MSc are the placement opportunities it offers. By covering a wide range of topics it prepares students for diverse positions in various sectors. From the beginning students, are in contact with the job market, through guest speakers, real life case studies, internships and company presentations. When the time to find a job comes, students already have strong knowledge and networks, which gives them an advantage in career development.

Nevena Potpara
Accounting, Financial Management and Control student
Study Abroad Opportunities

- **Double Degrees** with:
  - RSM Rotterdam School of Management, Erasmus Universiteit (Rotterdam, the Netherlands)
  - Universität Mannheim (Mannheim, Germany)
  - University of Sydney Business School (Sydney, Australia)
  - HSG University of St. Gallen (St. Gallen, Switzerland)
- **Campus Abroad**
- **Exchange programs**

Career Opportunities

The main career path, though not the only one, is that of Chief Financial Officer in manufacturing, commercial and service firms as well as in financial institutions. More specifically, the main entrance areas are represented by the following:

- Activities as accountants, management accountants and controllers in various kinds of firms, with roles in the areas of financial statement preparation and analysis, investor relations, corporate finance, internal control, planning and the design of performance measurement and control systems
- Activities related to accounting, corporate finance and control in management consulting firms, auditing companies and in other consulting organizations that support customers in designing accounting information systems and in managing extraordinary operations such as mergers and acquisitions

Job Statistics

The Accounting, Financial Management and Control program has only been offered in English since the 2011-2012 academic year, so employment statistics are not yet available. We expect graduates of this program to be as readily employable as those from other Bocconi MSc programs.

More information at: [www.unibocconi.eu/afc-msc](http://www.unibocconi.eu/afc-msc)
An attractive and competitive market such as the one that characterizes the financial sector requires outstanding abilities, talent and skills to be successful. A potential applicant to a MSc in Finance should not be deterred by the challenges posed by an intense and therefore challenging and well-designed program, but should rather avoid curricula that may provide him or her with insufficient tools to be successful on the job market. As a result, an in-depth understanding of a rich set of specialized notions represents a crucial aspect of Bocconi’s MSc in Finance program, along with a solid background in all areas of finance. We think the flexibility in mastering multiple areas combined with technical skills in one field is the competitive advantage that our program can offer when compared to one-year specialized master programs abroad. The guest speakers participating in many courses provide an excellent opportunity for students to interact with a range of top professionals from the industry. Moreover our students are also exposed to Milan’s leading financial market, a natural international crossroads for exchanges and relations.
## Study Plan

<table>
<thead>
<tr>
<th>First year</th>
<th>CP</th>
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</thead>
<tbody>
<tr>
<td>Semester I</td>
<td></td>
</tr>
<tr>
<td>Financial reporting and analysis</td>
<td>6</td>
</tr>
<tr>
<td>Corporate finance (Business valuation)</td>
<td>6</td>
</tr>
<tr>
<td>Quantitative finance and derivatives, Module 1</td>
<td>7</td>
</tr>
<tr>
<td>Financial econometrics and empirical finance, Module 1</td>
<td>6</td>
</tr>
<tr>
<td>Theory of finance</td>
<td>6</td>
</tr>
<tr>
<td>Semester II</td>
<td></td>
</tr>
<tr>
<td>Quantitative finance and derivatives, Module 2</td>
<td>7</td>
</tr>
<tr>
<td>Financial institutions and markets law</td>
<td>6</td>
</tr>
<tr>
<td>Financial econometrics and empirical finance, Module 2</td>
<td>6</td>
</tr>
<tr>
<td>Risk management and value in banking and insurance</td>
<td>6</td>
</tr>
<tr>
<td>Investment banking</td>
<td>6</td>
</tr>
<tr>
<td>First foreign language (lessons only)</td>
<td>6</td>
</tr>
<tr>
<td>Second foreign language (lessons only)</td>
<td>6</td>
</tr>
<tr>
<td>Total credits points of the first year</td>
<td><strong>62</strong></td>
</tr>
</tbody>
</table>

| Second year |    |
| 4 elective courses (major or free track) | 24 |
| First foreign language (lessons + exam 1st semester) | 4 |
| Second foreign language (lessons + exam 1st semester) | 4 |
| Internship or similar activities | 8 |
| Thesis | 18 |
| Total credit points of the second year | **58** |
| Total credit points | **120** |

### Majors:
- Financial and Insurance Institutions Management
- Investment Banking
- Quantitative Finance

For a list of all elective courses:  
www.unibocconi.eu/finance-msc> Program Structure > Electives

## In their Own Words

Before enrolling in the Master of Science in Finance at Bocconi, I thoroughly analyzed different universities within Europe and their respective programs. The MSc in Finance at Bocconi stood out from its alternatives for its longstanding and proven curriculum, the exceptionality of professors and its focus on international opportunities. The program is very challenging, especially from a quantitative point of view. However, it equips one with all the necessary skills for a successful start in finance. Especially now as a trader, the quantitative part of my studies has given me a head start with understanding the concepts of my daily job.

*Henriette Wolters*

**Equity Derivatives Trading Analyst, Goldman Sachs, London**

Upon completion of my Bachelor degree, I decided to enroll to the Master of Science in Finance at Bocconi. This choice was firstly driven by the program’s content, as I was interested in developing my skills in the field of finance. Having discussed the substance with alumni and students, I found out that it blends strong theoretical teachings with very practical considerations. This last aspect is demonstrated by the fact that professionals participate actively to the curriculum, by giving lectures on a regular basis for instance. Another very attractive side to it is the curricular internship that constitutes a key aspect of the program. This is how I joined The Boston Consulting Group in Brussels over the summer at the end of my first year to finally receive an offer that enabled me to come back on a full-time basis one year later.

*Maximilian de Biolley*

**Finance student**
Study Abroad Opportunities

- **Double Degrees** with:
  - HEC École des Hautes Études Commerciales (Paris, France)
  - RSM Rotterdam School of Management, Erasmus Universiteit (Rotterdam, the Netherlands)
  - Stockholm School of Economics (Stockholm, Sweden)
  - Keio University (Tokyo, Japan)

- **Exchange programs**

- **Advanced Economics Exchange program**, an unique, challenging program: up to 4 students have the opportunity to spend the entire 2nd year attending the PhD program in Economics at:
  - Yale University (New Haven, USA)
  - University of Minnesota (Minneapolis, USA)

- **Campus Abroad**

Career Opportunities

The main career opportunities are the following:

- Manager at banks, insurance companies and other financial institutions
- Corporate finance/investment banking analyst in investment banks or other financial institutions
- Equity and debt analyst/financial analyst and economist
- Trader/sales/structures in equities, fixed income, currencies, derivatives
- Asset manager
- Private banker/sales to institutional clients
- Risk manager
- Consultant in either corporate finance advisory or financial institution divisions of large consulting companies
- Consultant and analyst at authorities and regulators of the financial system

Job Statistics

On graduation day:

- **69.7%** of graduates are employed
- **47.3%** of the total employed are employed abroad
- They have been called to an average of **5.5** job interviews
- They have received on average **1.9** job offers

One year after graduation:

- **91.6%** of graduates are employed

The top 25 recruiters of graduates include, among others:

- AXA
- Bank of America-Merrill Lynch
- Barclays
- Capital
- BNP Paribas
- Citi
- Credit Suisse
- Deloitte
- Deutsche Bank
- Ernst & Young
- Goldman Sachs
- Gruppo Generali
- Gruppo Intesa Sanpaolo (Banca IMI, Eurizon Capital, Intesa Sanpaolo)
- J.P. Morgan
- KPMG
- Mediobanca
- Morgan Stanley
- Nomura
- PwC
- Rothschild
- Société Générale
- UBS
- UniCredit Group (UniCredit Banca, Pioneer Investments).

More information at: [www.unibocconi.eu/finance-msc](http://www.unibocconi.eu/finance-msc)
Economics and Management in Arts, Culture, Media and Entertainment

This program educates graduates interested in a domestic or international career in industries commonly referred to as the creative industries, including the visual arts, the performing arts, cinema, the media, publishing, entertainment, tourism, fashion, design and luxury. Over recent decades, these industries have had, and continue to have, a central role in the economic development of various countries: this role is related to their ability to produce economic value and improve these countries’ appeal, social wellbeing and quality of life. The program therefore aims to train entrepreneurs, managers (private and public) and professionals able to integrate the use of economic and management techniques and tools with the understanding of the specific dynamics and complexities of the creative industries.

This is a program that combines the Made in Italy brand’s international significance and tradition. Italy, with all its arts and culture, and Milan, with its economic and entrepreneurial vocation, represent an ideal setting for students, both from Italy and other countries, interested in developing economics and business skills and knowledge specifically for a career in the creative industries. Due in part to a number of collaborations with Italian and international companies and institutions, the program offers students a two-fold opportunity: to acquire an education in economics and business specifically focused on the most common creative industries, with a choice of five different majors; and to promote the development of critical thinking, intercultural interest and awareness, intellectual flexibility and the ability to think “outside the box”, which allow collaboration amongst the various kinds of professionals working in the creative industries or committed to promoting creativity and innovation in the economy.
## Study Plan

<table>
<thead>
<tr>
<th>First year</th>
<th>CP</th>
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<tbody>
<tr>
<td><strong>Semester I</strong></td>
<td></td>
</tr>
<tr>
<td>Management of cultural industries and institutions, Module 1 (Strategy and governance)</td>
<td>6</td>
</tr>
<tr>
<td>Project and event management</td>
<td>6</td>
</tr>
<tr>
<td>Quantitative methods for management</td>
<td>6</td>
</tr>
<tr>
<td>Performance measurement</td>
<td>6</td>
</tr>
<tr>
<td>Advanced intellectual property law</td>
<td>6</td>
</tr>
<tr>
<td><strong>Semester II</strong></td>
<td></td>
</tr>
<tr>
<td>Cultural mediation</td>
<td>8</td>
</tr>
<tr>
<td>Marketing and CRM</td>
<td>6</td>
</tr>
<tr>
<td>Management of cultural industries and institutions, Module 2 (Comparative cultural public policies and fundraising)</td>
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<tr>
<td>1 major workshop</td>
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<tr>
<td><strong>Total credit points of the first year</strong></td>
<td>60</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Second year</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2 major workshops</td>
<td>12</td>
</tr>
<tr>
<td>2 elective courses</td>
<td>12</td>
</tr>
<tr>
<td>First foreign language (lessons + exam 1st semester)</td>
<td>4</td>
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<tr>
<td>Second foreign language (lessons + exam 1st semester)</td>
<td>4</td>
</tr>
<tr>
<td>Internship or similar activities</td>
<td>8</td>
</tr>
<tr>
<td>Thesis</td>
<td>20</td>
</tr>
<tr>
<td><strong>Total credit points of the second year</strong></td>
<td>60</td>
</tr>
<tr>
<td><strong>Total credit points</strong></td>
<td>120</td>
</tr>
</tbody>
</table>

### Majors:
- Arts Markets, Heritage and Culture
- Cities, Tourism and Events
- Performing Arts and Entertainment
- Media
- Fashion and Design

For a list of all elective courses:

## In Their Own Words

**I started the Master of Science as a student looking for answers on who I would become, and I finished with a clear idea of who I wanted to be. The first day of class was the most eclectic meeting one could imagine: people from different backgrounds in the arts, humanities, sciences or economics, different countries, languages and cultures, all ready to meet. If there is one thing that really could sum up the relationship between the students, it’s debate. We are trained to become cultural managers, which means being a good manager as well as an expert in an artistic field. This balance is hard to find and this is why such a hybrid profile, I believe, is the future.**

**Stephanie Serra**

**Associate, Musée Jenisch, Switzerland**

An interest in design and fashion led me to choose the Master of Science in Economics and Management in Arts, Culture, Media and Entertainment. This MSc can be summarized in three words: culture, growth and internationality. Culture, combined with economics, represents its first strength. In part because of its solid academic education, growth is also important. Theory, supported by lots of practical knowledge and skills (i.e. group works, case studies, guest speakers and seminars), leads students to interact and cooperate with people who are very different from each other, thus facilitating entrance into the job market. Internationality is also important because teaching is held in English, which attracts many international students and offers opportunities to access exchange programs and internships abroad. I took advantage of the opportunities available during my two years as a student, including an exchange at Monash University in Melbourne and an internship at the production and communication agency KCD Worldwide in New York City, which led me to my current job with the Gucci group.

**Francesca D’Ambrogio**

**Gucci, Milan**

After pursuing humanities as an educational path and working for one year and a half in an advertising agency I understood that communication studies is just not enough. If I wanted to become a good cultural events manager I needed to consolidate my economic and managerial knowledge as well. Combining pure management subjects like performance management with more humanistic matters, this program actually offers you all the angles you might need in order to understand the world of art management. What I enjoyed mostly so far, was the workshop in “Communication Events and Entertainment Industries”. The film module with a professor from LA was absolutely fascinating, convincing me that cinema is one of the areas where I would like to work some day. But this day came sooner than I expected. I have just finished my three-month internship at the production and communication agency KCD Worldwide in New York City, which led me to my current job with the Gucci group.

**Ruxandra Matei**

**Economics and Management in Arts, Culture, Media and Entertainment student**
Career Opportunities

Graduates are typically offered career opportunities in the following specialized sectors: cultural heritage and the arts market; media (television, cinema, radio, traditional publishing and multimedia, the music industry); communication; editing and media; live entertainment; tourism; fashion and design.

Typical professional profiles within these 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 at 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

Job Statistics

On graduation day:
- **44.3%** of graduates are employed
- They have been called to an average of **2.8** job interviews
- They have received on average **1.3** job offers

One year after graduation:
- **88.7%** of graduates are employed

The top 15 recruiters of graduates include, among others: Kering (Gucci, Sergio Rossi) • Luxottica • LVMH • RCS MediaGroup • Sky • WPP (MindShare, Ogilvy & Mather).

Some graduates work for the following companies:
- Christie’s • Collezione Peggy Guggenheim • Condé Nast • Discovery Communications • Expedia • Expo 2015 • Hearst Magazines • Mediaset • Starwood Hotels & Resorts • Touring Club Italiano • Walt Disney • Warner Bros.

* Survey - graduation sessions from June 2012 to March 2013
** Data refers to a.y. 2010-2011 graduates interviewed between May 2012 and April 2013

More information at: www.unibocconi.eu/acme-msc
This program is wide-ranging and interdisciplinary. It offers a thorough grounding in the field of economics and provides broad skills and solid foundations through a unique combination of quantitative methods and social sciences. In particular, graduates develop the ability to interpret the economic and social processes that are typical of societies at all stages of development. These interdisciplinary capabilities are valued both by the job market and by PhD recruiters. Students have the opportunity to get in touch with top-level researchers and choose from a set of international experiences (exchange programs and internships).

This Master of Science is rooted in the tradition of Bocconi, with a unique blend of Economics focusing on Quantitative Methods such as Mathematics and Statistics, and excursions into the broader field of Social Sciences. Students who enroll in this program aim to acquire knowledge in order to be able to pursue an international-level career. This is facilitated by the international experience of our Faculty, and by the support students receive from Bocconi for exchanges and internships. About one third of our graduates work in the banking-finance-insurance sector. About another third work in other firms, as well as in the public sector and in international organizations. The remainder of our students continue towards a PhD or further training in academia.
Study Plan

First year

<table>
<thead>
<tr>
<th>Semester I</th>
<th>CP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced mathematics for economics and social sciences</td>
<td>8</td>
</tr>
<tr>
<td>Advanced statistics for economics and social sciences</td>
<td>8</td>
</tr>
<tr>
<td>Institutions, government and society – Module 1</td>
<td>6</td>
</tr>
<tr>
<td>Competition law</td>
<td>6</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Semester II</th>
<th>CP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Econometrics</td>
<td>8</td>
</tr>
<tr>
<td>Institutions, government and society – Module 2</td>
<td>6</td>
</tr>
<tr>
<td>3 elective courses</td>
<td>18</td>
</tr>
<tr>
<td>First foreign language (lessons only)</td>
<td></td>
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<tr>
<td>Second foreign language (lessons only)</td>
<td></td>
</tr>
<tr>
<td><strong>Total credit points of the first year</strong></td>
<td><strong>60</strong></td>
</tr>
</tbody>
</table>

Second year

<table>
<thead>
<tr>
<th></th>
<th>CP</th>
</tr>
</thead>
<tbody>
<tr>
<td>4 elective course</td>
<td>24</td>
</tr>
<tr>
<td>First foreign language (lessons + exam 1st semester)</td>
<td>4</td>
</tr>
<tr>
<td>Second foreign language (lessons + exam 1 semester)</td>
<td>4</td>
</tr>
<tr>
<td>Internship or similar activities</td>
<td>8</td>
</tr>
<tr>
<td>Thesis</td>
<td>20</td>
</tr>
<tr>
<td><strong>Total credit points of the second year</strong></td>
<td><strong>60</strong></td>
</tr>
<tr>
<td><strong>Total credit points</strong></td>
<td><strong>120</strong></td>
</tr>
</tbody>
</table>

Students personalize their curriculum through 7 elective courses, which pertain to the three main areas: General Economics (at least 2 courses), Applied Economics (at least 1 course), and Social and Quantitative Fields (at least 1 course).

For a list of all elective courses:
www.unibocconi.eu/ess-msc> Program Structure > Electives

In their Own Words

The Master of Science in Economic and Social Sciences proved to be the right choice for my graduate education. The academic and social environment was various and resourceful. The general quantitative courses in mathematics and statistics gave me the best preparation for focusing later in those fields I was interested in. Thanks to the support of my professors and the Career Service staff I was offered the opportunity of doing my internship as a research assistant for a statistics professor at the Harvard School of Public Health. I recently started my PhD at Stanford University, and once again my Master of Science seems to have provided a very effective toolkit for (hopefully) succeeding in this new academic experience.

Pietro Tebaldi
PhD Student, Department of Economics, Stanford University

After my Erasmus term at Bocconi, I decided to return to Milan and become a full-time student. My graduate studies at Bocconi have been one of the most challenging but at the same time the most intellectually enriching experience in my life. The program in Economics and Social Sciences is known to be one of the most demanding graduate degrees at Bocconi, and particularly the first two semesters made me struggle and question my abilities and my decision. However, I think that the “juice was worth the squeeze”. This MSc at Bocconi is appreciated as a well-known trademark of education, for it supplies graduates with solid analytical skills and a sound quantitative tool-set. The ambitious fundamentals and the vast options of specializations in the last two terms are clearly a strength of the program. Its balanced structure was one of the main reasons why I decided to apply for it and why I always would once again.

Fabian Stephany
Economic and Social Sciences student
Study Abroad Opportunities

- **Double Degrees** with:
  - HEC École des Hautes Etudes Commerciales (Paris, France)
  - MGIMO Moscow State University for International Relations (Moscow, Russia)
  - Keio University (Tokyo, Japan)

- **Joint Degree** with:
  - Université Catholique de Louvain (Louvain, Belgium)

- **Exchange programs**
  - **Advanced Economics Exchange program**, an unique, challenging program: up to 4 students have the opportunity to spend the entire 2nd year attending the PhD program in Economics at:
    - Yale University (New Haven, US)
    - University of Minnesota (Minneapolis, US)

- **Campus Abroad**

Career Opportunities

Possible career opportunities are:
- Professions with strong research content, such as positions within international organizations, public or private research centers, consulting firms, the economic press, and professional academic careers in the areas of economics, statistical analysis, economic history, social sciences and applied mathematics
- New professional contexts in which economists are strongly required, such as regulatory authorities, central banking, non-profit organizations, and innovative areas in public administration, such as diplomacy and international commerce
- Applied statistician analyzing socio-demographic trends on behalf of firms and corporations, and other economic or financial organizations
- Company positions that require high-level analytical skills

Job Statistics

On graduation day:
- **52.1%** of graduates are employed
- **42.1%** of the total employed are employed abroad
- **8.6%** are continuing their studies
- They have been called to an average of **2.5** job interviews
- They have received on average **1.3** job offers

One year after graduation:
- **87.3%** of graduates non continuing their studies are employed
- **25.5%** are continuing their studies

The top 20 recruiters of graduates include, among others: Accenture • Banca d’Italia • Capgemini • Deloitte Consulting • Deutsche Bank • Edison • Ernst & Young • European Central Bank • European Commission • Fondazione Rodolfo De Benedetti • GfK • Intesa Sanpaolo • J.P. Morgan • KPMG • McKinsey & Company • Morgan Stanley • UniCredit Group • United Nations.

Economics and Management of Innovation and Technology

The Master of Science in Economics and Management of Innovation and Technology is designed to craft the problem-solving and managerial skills for wielding technology and innovation in effective ways. Students encounter a challenging interdisciplinary program which blends strategic, managerial, organizational and economic approaches to the analysis of innovation and technology, both at firm- and market-level. We aim to develop the analytical skills to understand the dynamics of technology within and across organizations; the decision-making abilities to turn technological opportunities into new ideas; the problem-solving attitude to make successful innovations out of new ideas. The ability to work in a team is at the core of innovation, and our students learn this skill in practice thanks to the multicultural and interdisciplinary context of the class.

Thomas Alva Edison, one of the most famous inventors and entrepreneurs of all times, used to say that genius is 1% inspiration and 99% perspiration. This program is designed on this very principle: it provides students with a context to conceive new ambitious ideas, and gives them the method to turn these ideas into business solutions. It is organized around key issues (e.g. competitiveness, innovation and internationalization) which are analyzed by relying on various disciplinary approaches (e.g. economics, management and law). Our class is composed of people with a variety of nationalities, cultures and educational backgrounds (e.g. economics, management, business engineering, robotics, electronics and communication). This diversity enriches each student’s academic experience, providing them with the experience of working in varied, multidisciplinary and multicultural contexts. A recent innovation introduced in the program are the two different tracks: one for people with a background in Economics and Management, and the other for those with a background in engineering and science. These tracks involve a selected number of courses and are meant to help students with different backgrounds to be exposed to the same concepts and topics through different paths.

Paola Cillo
Program Director
Study Plan

First year

Semester I
- Track Economics and Management Background (TEMB)
  - Fundamentals of innovation and industrial change 7
  - Industry and competition analysis 7
  - Venture capital and valuation 6
- Track Engineering and Science Background (TESB)
  - Industry and firm dynamics 7
  - Competition analysis and strategy 7
  - Finance and valuation 6
  - Intellectual property and competition law 6
  - Technology and innovation strategy – Module 1 (Technology and innovation management) 6

Semester II
- Technology and innovation strategy – Module 2 (Technology entrepreneurship) 10
- Developing your company 6
- Statistics for economics and business 8
1 major compulsory course: 6
  - Innovation, growth and sustainability (major A or free track)
  - Innovation management (major B or free track)
  - IT Consulting (major C or free track)
- First foreign language (lessons only) 6
- Second foreign language (lessons only) 6
Total credit points of the first year 62

Second year
3 elective courses (major or free track) 18
1 sector systems of innovation workshop* 6
First language (lessons + exam 1st semester) 4
Second language (lessons + exam 1st semester) 4
Internship or similar activities 8
Thesis 18
Total credit points of the second year 58
Total credit points 120

Majors:
- Green Management and Sustainability (major A)
- Technology and Innovation Management (major B)
- IT Consulting (major C)

For a list of all elective courses:
www.unibocconi.eu/emit-msc > Program Structure > Electives

In their Own Words

I would attribute my access to the job market to the way this Master of Science has taught me to thoroughly think about a given topic from the economic, technological, managerial, legal and financial perspective and has truly paved the way to an enriched approach to the workplace. This also allows graduates to better explore the wealth of different professional options or to create a new one by themselves. As a strategy analyst, I am exposed to both the theory and practical implications of developing and executing the strategic agenda of a multi-billion dollar organization. This experience often builds upon my classroom learning and I know my time spent at Bocconi has been valuable.

Benjamin Haddad
Strategy Analyst, Thomson Reuters, London

A Bachelor Degree in Industrial Engineering and two years of professional experience had left me searching for answers. How are new ideas transformed into reality? What affects technological development and most importantly, how do I fit into this dynamic new world? My search eventually led me to the this program at Bocconi. I have worked with people, from all over the world, on projects that actually contributed to development at firms such as Lego and ContactLab and I find it remarkable how closely the course emulates real life situations. This September, I transfer to the Rotterdam School of Management, where as a Bocconi Double Degree student, I pursue a complementary course, the MScBA in Management of Innovation.

Debashish Ghose
Economics and Management of Innovation and Technology student
Study Abroad Opportunities

- **Double Degrees** with:
  - CBS Copenhagen Business School (Copenhagen, Denmark)
  - MGIMO Moscow State University for International Relations (Moscow, Russia)
  - RSM Rotterdam School of Management, Erasmus Universiteit (Rotterdam, the Netherlands)
  - Universidade Católica Portuguesa (Lisbon, Portugal)
  - WU Wirtschaftsuniversität Wien (Vienna, Austria)

- **Exchange programs**
- **Campus Abroad**

Career Opportunities

Graduates are prepared to cover a number of different roles, including:

- Industry analysts, consultants on business development at large consultancies
- Business development managers and project managers of large innovation projects at multinational companies
- Product managers and business operations managers in high-tech companies
- Consultants and analysts at regulatory authorities on innovation and intellectual property
- Market and competitive researchers for new product development and launch

This program prepares students to craft and launch their own entrepreneurial business. It also provides a solid background in applied economics and technology and innovation strategy for students wishing to undertake a PhD program in economics or strategy.

Job Statistics

On graduation day:
- **58.4%** of graduates are employed
- **41.5%** of the total employed are employed abroad
- They have been called to an average of **3.7** job interviews
- They have received on average **1.7** job offers

One year after graduation:
- **92.9%** of graduates are employed

The top 25 recruiters of graduates include, among others: Accenture • Between • BTO • Capgemini • Deloitte • Ernst & Young • Frost & Sullivan • GfK • Intesa Sanpaolo • KPMG • L’Oréal • Nestlé • Nielsen • Rocket Internet • Roland Berger Strategy Consultants • UniCredit • Vodafone • Zalando.

Some graduates work for the following companies: Apple • Bayer • Digicast – RCS MediaGroup • HP • IBM • Novartis • STMicroelectronics • The Boston Consulting Group.

* Survey - graduation sessions from June 2012 to March 2013
** Data refers to a.y. 2010-2011 graduates interviewed between May 2012 and April 2013

More information at: [www.unibocconi.eu/emit-msc](http://www.unibocconi.eu/emit-msc)
Master of Science Programs

in Italian

Università Bocconi also offers a wide range of Master of Science programs taught in Italian.

- Management
- Marketing Management
- Amministrazione, finanza aziendale e controllo
- Economia e management delle amministrazioni pubbliche e delle istituzioni internazionali
- Economia e management delle istituzioni e dei mercati finanziari
- Economia e legislazione per l’impresa
- Discipline economiche e sociali
Admissions Procedures, Financial Aid and Housing for International Applicants
Every year, Università Bocconi establishes the maximum number of students that can be admitted to a given degree program. By doing so, the University guarantees the best possible living and study conditions for students, allowing them to successfully complete their degrees and enter the job market. In the academic year 2014-2015 there will be 22 class groups for the first year.

### Programs taught in English

<table>
<thead>
<tr>
<th>Program</th>
<th>no. of class groups</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Management</td>
<td>2</td>
</tr>
<tr>
<td>Management</td>
<td>1</td>
</tr>
<tr>
<td>Marketing Management</td>
<td>1</td>
</tr>
<tr>
<td>Accounting, Financial Management and Control</td>
<td>1</td>
</tr>
<tr>
<td>Finance</td>
<td>2</td>
</tr>
<tr>
<td>Economics and Management in Arts, Culture, Media and Entertainment</td>
<td>1</td>
</tr>
<tr>
<td>Economic and Social Sciences</td>
<td>1</td>
</tr>
<tr>
<td>Economics and Management of Innovation and Technology</td>
<td>1</td>
</tr>
</tbody>
</table>

### Programs taught in Italian

<table>
<thead>
<tr>
<th>Program</th>
<th>no. of class groups</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management</td>
<td>4</td>
</tr>
<tr>
<td>Marketing Management</td>
<td>2</td>
</tr>
<tr>
<td>Amministrazione, finanza aziendale e controllo</td>
<td>2</td>
</tr>
<tr>
<td>Economia e management delle amministrazioni pubbliche e delle istituzioni internazionali</td>
<td>1</td>
</tr>
<tr>
<td>Economia e management delle istituzioni e dei mercati finanziari</td>
<td>1</td>
</tr>
<tr>
<td>Economia e legislazione per l’impresa</td>
<td>1</td>
</tr>
<tr>
<td>Discipline economiche e sociali</td>
<td>1</td>
</tr>
</tbody>
</table>

Applicants who have completed an undergraduate degree from a non-Italian university or who are final-year undergraduate students from a university abroad are considered international applicants.
**Calendar**

For the a.y. 2014-2015, international applicants can choose to apply to the admissions process during one of the following sessions:

<table>
<thead>
<tr>
<th>Application session</th>
<th>Deadline for application</th>
<th>Results available by</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st session</td>
<td>10 January 2014</td>
<td>30 January 2014</td>
</tr>
<tr>
<td>2nd session</td>
<td>10 February 2014</td>
<td>28 February 2014</td>
</tr>
<tr>
<td>3rd session</td>
<td>10 March 2014</td>
<td>3 April 2014</td>
</tr>
<tr>
<td>4th session</td>
<td>10 April 2014</td>
<td>7 May 2014</td>
</tr>
<tr>
<td>5th session</td>
<td>10 May 2014</td>
<td>6 June 2014</td>
</tr>
<tr>
<td>6th session</td>
<td>29 May 2014</td>
<td>25 June 2014</td>
</tr>
</tbody>
</table>

Admissions procedures will be available online starting in October.

The admissions procedures section of this brochure only provides essential information on admission requirements and procedures for international applicants. For detailed information, please visit [www.unibocconi.eu/graduateadmission](http://www.unibocconi.eu/graduateadmission)

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**Admissions Requirements**

International applicants may apply to the admissions process (during any session) if they obtain/have obtained a recognized non-Italian undergraduate degree by October 2014 (or in any case by the first exam session after the summer break).

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**Elements of Evaluation**

Bocconi seeks well-rounded students with diverse knowledge and skill sets. International applicants are selected on the basis of a process that takes into consideration all elements of their profile, focusing on 3 components:

- **Evaluation of the applicant’s dossier:** the Director of the Master of Science program will evaluate the various documents and information included in the dossier and verify the applicant’s overall profile, experience and knowledge (see below for details).

- **Grade point average of exams passed during the undergraduate program:** the undergraduate GPA and transcripts are an indication of the applicant’s previous academic performance.

- **Results of the GMAT (or GRE) test:** aptitude test scores provide a fair and objective way to compare applications. Bocconi requires only the scores of verbal and quantitative sections of the GMAT or GRE.

The applicant will not be evaluated if one of the 3 above elements is missing.

After the confirmation of the online application, the following required documents may be uploaded:

- submission of GMAT/GRE official score – compulsory
- personal statement essay written by the applicant
- the applicant’s curriculum vitae
- student record including exams passed and marks obtained during the undergraduate program. Please include an official table explaining the grading system used at the home university (which indicates the minimum and maximum achievable scores)
- copy of the email receipt of the online procedure PAY-TOOL for participation fee payment (€100.00)
- copy of the passport.
Admissions Process

Applicants will be asked to fill out an online application form and upload the required documentation by the dates indicated on the table above. In order to apply for the admissions process, applicants are required to pay an application fee of €100. The application fee will not be reimbursed if the applicant decides to withdraw from the admissions application or if the applicant is not selected.

The application is considered valid once the applicant has saved the uploaded documents, by and no later than the chosen deadline. Applicants will be asked to declare the following:

- their preferred Master of Science program and other alternative options (not compulsory)
- only applicants to the MSc in International Management with the DDIM Bocconi-Fudan Double Degree (China) or CEMS option may be interviewed during the selection process, in order to participate in these specific programs.

Admissions Results

The results of the admissions process will be published on the Bocconi website within one month after the application deadline. In order to access the applicant’s online results, the personal ID and password used for the admissions application will be required. All applicants will receive admissions results and enrollment instructions from the Admissions Office. A list of scholarship recipients will be published shortly afterwards.

The test they wish to submit for admission (GMAT or GRE - only applicants having among their options the MSc in Economics and Social Sciences (ESS in English, DES in Italian) or the MSc in Economics and Management of Innovation and Technology (EMIT) may submit a GRE score as an alternative to GMAT)

- current and previous university enrollments (Bachelor and/or Master of Science)

language prerequisites

The Admissions Office will confirm that they have received and checked all the required documents in the “Communication from Bocconi” space available on the online application.

For detailed information about admissions: www.unibocconi.eu/graduateadmission
Enrollment Process

Upon admission, applicants must confirm enrollment in the first year of the program by the date indicated on the admissions results webpage. The enrollment process involves several different steps.

To confirm admission to the program, the following must be completed:

- complete and sign the online enrollment form, available on the Bocconi website
- submit a payment of €2,043.00 for the advance payment of the 1st installment for university tuition and fees
- send the printed online enrollment summary from the enrollment form, a photocopy of the advance payment receipt, the photo form and a photocopy of a valid form of a national ID card (front and back) or passport (the first two pages only)

After receiving admission information, non-EU students should apply for and obtain an entry visa (see information below).

The Admissions Office will schedule a meeting with students in September to finalize enrollment. In order to complete the enrollment, the following documents must be submitted:

- a legalized copy of the completed Bachelor degree, with its official translation into English or Italian and a declaration of value, if required
- a legalized copy of an English language certificate if required for entrance
- the print-out of the receipt of the Italian Knowledge Test results (for non-EU students only)

Enrollments will only be confirmed upon verification that the applicant has effectively completed the university degree (with a recognized qualification) by October 2014; the Admissions Office will also verify that all documentation relating to the degree has been received in compliance with the requirements of the Ministry of Education, University and Research and the Ministry for Foreign Affairs for enrollment at an Italian university, in addition to verifying language prerequisites.

Non-EU students are required to apply for a student visa. In order to obtain a student visa, admitted students must submit their application to the Italian Consulate in their country of origin, which will provide them with a list of the documents necessary to obtain an entry visa (visa requirements vary for each country and consulate). Please keep in mind that Italian authorities accept requests for student visas only until the end of June. In addition, remember that the Admissions Letter issued by Università Bocconi (this can be downloaded through the enrollment procedure) must be submitted in order to obtain a visa. We recommend students to apply for a multiple-entry Schengen visa if possible. For detailed information, see www.esteri.it/visit/it/index_eng.asp

After arriving in Italy, all international students will have to obtain a “Permessod di Soggiorno” (Permit to Stay) in order to be allowed to live in Italy for more than 3 months.

For detailed information about the enrollment process: www.unibocconi.eu/graduateguide

About the GMAT and GRE Test

International applicants must submit official scores obtained from the GMAT test in order to complete an application for the admissions process. Only applicants having among their options the MSc in Economics and Social Sciences (ESS in English, DES in Italian) or the MSc in Economics and Management of Innovation and Technology (EMIT) may submit a GRE score as an alternative to GMAT.

The GMAT (Graduate Management Admission Test) is an international standardized test held in English. It is used by international business schools and universities in graduate and post-experience program admissions. Please note that for selection purposes only the GMAT “total score” (which is composed of the Quantitative and Verbal sections) will be evaluated. For more information regarding the GMAT test and test centers in your own country please consult www.gmac.com.

The GRE (Graduate Record Examinations) test measures verbal reasoning, quantitative reasoning, critical thinking and analytical writing skills that are not related to any specific field of study. For more information, please consult www.gre.org.

The official score must be uploaded within the chosen deadline.
Language Prerequisites

All applicants are required to meet language prerequisites and these requirements will be assessed regardless of the admissions method. Language prerequisites must be declared when submitting an application, and certification must be demonstrated by 16 July 2014 and provided to the Admissions Office by the time of enrollment finalization. To apply for programs taught in English, no knowledge of the Italian language is necessary, but English language knowledge at least equal to the B2 level of the Council of Europe’s Common European Framework of Reference for Languages must be demonstrated. To apply for programs taught in Italian, English language knowledge at least equal to the B1 level of the Council of Europe’s Common European Framework of Reference for Languages must be demonstrated. Moreover, to apply for programs taught in Italian, Italian language knowledge at least equal to the B2 level of the Council of Europe’s Common European Framework of Reference for Languages is required.

International Certificates Recognized by the University

- **Certificates for programs taught in English**
  - BEC Vantage - Business English Certificate (University of Cambridge ESOL)
  - BEC Higher - Business English Certificate (University of Cambridge ESOL)
  - FCE - First Certificate in English (University of Cambridge ESOL)
  - CAE - Certificate of Advanced English (University of Cambridge ESOL)
  - CPE - Certificate of Proficiency in English (University of Cambridge ESOL)
  - TOEFL Educational Testing Service (ETS) with a minimum mark of 230 (if computer based), 100 (if internet based), 600 (if paper based)
  - IELTS (academic) with a minimum mark of 7.0 out of 9
  - ICFE - International Certificate of Financial English
  - IPEC (International Professional English Certification)
  - IELTS (academic) with a minimum mark of 4.5 out of 9
  - TOEFL Educational Testing Service (ETS) minimum mark of 170 (if computer based), 59 (if internet based)
  - IELTS (academic) with a minimum mark of 4.5 out of 9
  - PET - Preliminary Test English (University of Cambridge ESOL)
  - BEC Preliminary - Business English Certificate (University of Cambridge ESOL)
  - CAE - Certificate of Advanced English (University of Cambridge ESOL)
  - CPE - Certificate of Proficiency in English (University of Cambridge ESOL)
  - FCE - First Certificate in English (University of Cambridge ESOL)
  - TOEFL Educational Testing Service (ETS) minimum mark of 170 (if computer based), 59 (if internet based)
  - IELTS (academic) with a minimum mark of 4.5 out of 9
  - PET - Preliminary Test English (University of Cambridge ESOL)
  - IELTS (academic) with a minimum mark of 4.5 out of 9
  - ICFE - International Certificate of Financial English
  - IPEC (International Professional English Certification)

Only the above-mentioned certificates will be accepted. Language prerequisites that are fulfilled with an English exam taken during university studies must certify language knowledge for both written and oral abilities. University qualifications (or secondary school diplomas) awarded in English will also be accepted. Certification must be demonstrated by 16 July 2014 and provided to the Admissions Office by the time of the enrollment finalization.

Recognition of Exams

Admitted applicants who have enrolled online and were already enrolled in another Master of Science program at a different university may apply for the recognition of exams passed during their post-graduate studies (up to a maximum of 30 credit points). This can be done when confirming your place, by submitting a transfer request issued by the original university, along with a certificate stating the exams passed and the related study programs. Applicants with one or more transfer exam recognized will still be admitted to the first year of the program.

All required supporting documents must be sent to the following address:

- **Università Bocconi**
  - Student Affairs Division
  - Admissions Office
  - Piazza Sraffa 11
  - 20136 Milano
  - Italy

For more information:

www.unibocconi.eu/graduateadmission
Investing in Your Future

Cutting-edge teaching and services are offered to students of the same caliber and quality: Bocconi welcomes motivated and bright students, regardless of their families’ financial situation. For years it has undertaken an investment policy to support deserving students, through an expanding financial aid system based on both merit and need. Varying rates of tuition and fees, scholarships, exemptions and partial waivers, Merit Awards, grants for international mobility, graduation awards and access to loans all offer a large number of Bocconi students the peace of mind regarding the financial resources necessary to complete their studies. To facilitate student applications and to allow families to evaluate the actual financial commitment needed to attend a Master of Science at Bocconi before enrollment, the admissions application and any financial aid applications have the same deadlines and timeframes and must be submitted together. Information about both admission to Bocconi and any financial aid that has been awarded will therefore be communicated at the same time.

University Tuition and Fees

Tuition fees for Master of Science programs are approximately €12,000 per year. Students have access to a detailed system of financial aid.

For more information:
Tuition and Fees Office
www.unibocconi.eu/fees
The financial aid system provided by Università Bocconi includes financial assistance which varies according to type of applicant, and which is adjusted to families’ financial-asset conditions and students’ academic profiles. The range of possibilities offered, listed below, contains some indicative information for understanding the criteria used when assigning various financial assistance, along with student profiles for each kind of assistance.

An overview of financial aid opportunities aimed at international students is included in this publication; detailed information and complete versions of application requirements and regulations are available on the Bocconi website.

For opportunities offered to Italian applicants, please visit the website www.unibocconi.it/agevolazioni.

Bocconi Scholarships for International Students (Non-Italian Citizens Only)

Non-Italian students enrolling for the first time in the first year of a Master of Science program may apply for the Bocconi Scholarship. It consists of a full tuition and fee waiver that may be renewed for the second academic year. The renewal of the scholarship is subject to meeting the criteria listed in related regulations. To participate in the selection process, applicants must have non-Italian citizenship, residence abroad and a non-Italian undergraduate degree earned in Italy or abroad. Complete application requirements and regulations for the Bocconi Scholarship are available online starting in October and applications must be submitted by the same deadline of the applicant’s selected Bocconi admissions session.

Bocconi Merit Award

Merit Awards are offered to outstanding students by Università Bocconi, in cooperation with partner companies and institutions. These awards provide recipients with valuable financial support, ensuring they can enjoy the benefits of a top-quality academic experience, regardless of their financial situation.

The Merit Award includes a full tuition waiver, and a limited number of students may also be offered free accommodation at the Arcobaleno Residence Hall.

The Merit Award will be automatically renewed for the second year provided the required minimum GPA and minimum number of credits are met, assuring an outstanding academic performance. A formal application is not required.

Bocconi International Award

Bocconi International Awards are offered to outstanding international applicants by Università Bocconi, and include a 50% reduction of University fees. The Bocconi International Award will be automatically renewed for the second year provided the required minimum GPA and minimum number of credits are met, assuring an outstanding academic performance. A formal application is not required.

For more information:
www.unibocconi.eu/funding
Other Financial Aid and Scholarships

- **Exemption from payment of University tuition and fees for students with disabilities**
  Students with a physical disability equal to or greater than 66% certified by an Italian medical Commission are completely exempt from payment of tuition and fees. Further information and the request form are available on the Bocconi website.

- **Grants for international programs**
  In order to encourage student participation in international mobility programs organized by the University, ISU Bocconi and Università Bocconi make assistance available to anyone meeting the merit requirements established by the ISU Bocconi Regulations.

- **Grants for international internships and off-campus internships at public organizations in Italy**
  Different forms of assistance are available from ISU Bocconi and Università Bocconi for students who participate in unpaid internships held abroad, or off-campus internships held at Italian public organizations. Internships must be organized by Università Bocconi and students must meet merit and economic requirements to participate.

- **Scholarships and graduation awards from public and private organizations**
  Each year, public and private organizations establish scholarships and graduation awards through Università Bocconi. Rules and regulations are available on the Bocconi website.

Student Loans

The University has secured agreements with major lending institutions to offer students enrolled in Bocconi MSc degree programs a way to finance their education with a low-interest loan. Loan applications can be made at any time throughout the academic year.

All details available at www.unibocconi.eu/assistance

For more information:
Student Services Office
studentloan@unibocconi.it
Università Bocconi offers students approximately 1400 housing spots in 5 University Residence Halls.

- Approximately 500 rooms are reserved for reduced rate housing; access to this kind of housing is based on the economic situation of the student’s family. Reduced rate housing applications are expected to be open in June.
- The remaining rooms are reserved for full rate housing; no evaluation of the economic condition of the family is necessary for assignment. Assignments for the first year are based on a first-come, first-served basis. Full rate housing applications are expected to be open by mid-May.

For further information, students should refer to the 2014-2015 Housing Application Requirements and Regulations that will be published online in April/May 2014.

A description of the Residence Halls and services offered are available on the website. In addition, a list of other housing facilities in Milan is also available to students, as well as an online housing exchange which allows private users to search through and post rented housing options.

For more information:
Student Services Office - Housing Center
housing.center@unibocconi.it
www.unibocconi.eu/accommodation
One-stop service center
Entrance at piazza Sraffa 13
20136 Milano, Italy

For general information call or email:

Guidance and Recruitment Office
International Services
tel + 39 025836.3091
graduate.services@unibocconi.it

www.unibocconi.eu/graduate