

MASTER OF SCIENCE IN BUSINESS ADMINISTRATION

UNIVERSITÀ
DI ROMA
TOR VERGATA



WELCOME



If academic excellence and a job-oriented specialisation is what you are looking for, our Master of Science in Business Administration is what you need.

The excellence that led the University of Rome Tor Vergata to be ranked among the “Top 50 Universities Under 50 years” (QS World Ranking) qualifies the contents and the approach of our courses. The unique match offered by our programme which combines general core courses and alternative specialisations will provide students with wide and solid management skills strongly qualifying them for the career they are targeting.

It is not by chance that more than 90% of our graduate students find a job within 6 months after the course completion. High teaching standards, international environment, applied courses and placement support is what underlies our winning formula. I look forward to welcoming you in Rome, Tor Vergata.

Corrado Cerruti

MSc in Business Administration
Director

WHAT



The MSc in Business Administration is a two-year programme entirely taught in English, internationally open, practice-oriented and job-market driven. An Italian Laurea Magistrale (LM-77 Scienze Economico-Aziendali) providing a solid management background and six different specialisation paths, by functional area or industry, strongly qualifying you for the career you are targeting:

- Management
- Marketing & Sales Management
- Control & Auditing
- Supply Chain Management
- Management Consulting
- Entrepreneurship

As job-market requirements rapidly evolve, all these specialisation paths have been revised with leading international companies in order to offer the most updated job-oriented competences.

Our teaching approach merges theory and practice, providing economic models, managerial tools and case-studies.

Our Faculty yearly hosts visiting professors, managers and consultants proposing both international academic knowledge and first-hand experience.

A dedicated programme office will look after MSc in BA students along their journey: guidance to the admission process, tutoring during the courses and support to internships and placement.

WHERE



The University of Rome “Tor Vergata” has been established as public university in 1982. Despite its young age it has reached high academic standards, and it is presently ranked 360th at the world level and 38th among the “Young” universities (under 50 - QS Ranking).

The School of Economics has been established in 1985 and is ranked as one of the top state-universities in Italy (according to Censis-La Repubblica survey, the most complete survey on Italian universities). It enrolls every year more than 1.200 students, both undergraduates and graduates.

The Department of Business Government Philosophy Studies is the most interdisciplinary department of the University of Rome “Tor Vergata”. It merges economic, managerial and philosophical approach to give an innovative contribution in business as well as in government. The Department is offering more than 30 programmes, from Bachelor and Masters of Science, up to specialised or executive Masters and PhD courses.

Our University is located in the South-Eastern part of the city in what is now a research district where the University’s academic activities are merged with advanced scientific research carried out in sites such as the Policlinico Hospital, the European Space Agency and the Italian Space Agency, the Italian National Research Council and the Italian Agency for New Technologies, Energy and Sustainable Economic Development.

The School of Economics is just 40 minutes away from Rome’s ancient city centre, supplied by Public Transportation (Metro A and bus 20).

Many of our students chose to live in Campus X “Tor Vergata” because of its closeness to our School (for detailed information please visit www.campusxroma.it).

WHY



The Master of Science degree in Business Administration at the University of Tor Vergata, is a strong additional value to anyone's curriculum. Its programme fully taught in English represents a privileged reference for companies that, in order to develop their international operations, look for graduate students fluent in English. Several thesis-works and projects carried out by our students both in Italy and abroad become real job opportunities.

The effective match between academic knowledge, training seminars and a constant interaction with companies carried out by our placement service turns the MSc in BA into a professional career. Our specialisations prepare BA students to face different job environments: marketing and sales, accounting and control, or procurement, in large companies, consulting firms and entrepreneurial ventures. As a result more than 90% of our students find a job within 6 months after graduation

The MSc in Business Administration has a strong international orientation: participants coming from many different countries, course contents based on leading international cases, regular presence of international visiting professors. Our University is linked by agreements to different Faculties all around the World, and our MSc has a strong network enabling students to spend time abroad through Erasmus +, Overseas programmes, funded thesis research or in-company internships.

As part of a State University, MSc in BA has tuition fees and university taxes ranging from 3,000 to 5,000 euro per year, depending on family income.

Our students may apply for several scholarships offered yearly by different public institutions, such as Laziodisu and the Italian Ministry of Foreign Affairs (updated information on our webpage: economia.uniroma2.it/ba/scholarships).

WHEN



Online application opens in December and closes in early June for non-EU students and in early September for EU students.

<http://economia.uniroma2.it/master-science/ba/apply-now/>

Within two weeks applicants will be evaluated and will receive a feedback on their admission.

Courses start in mid-September. Students should however plan their arrival earlier in order to settle all the bureaucratic procedures way before the actual beginning of classes. Other than enrolment, i.e. Laziodisu applicants will have to submit their documentation in person within deadlines set by the scholarship competition itself.

Moreover, students coming from abroad have to complete administrative duties set by the Italian law, such as Codice Fiscale and Permesso di Soggiorno. The Programme Office will support students step by step from their first application onwards.

Once admitted, even before the official start of the courses, students are strongly advised to check online study material selected by BA Academic Board, in order to fill eventual gaps with the required background in Management and Economics.

On top of that, if you are a non-Italian speaking admitted student, the MSc in BA offers a free online Italian language course, starting in April. A good knowledge of the Italian language will not only help you to enjoy a better life experience in Italy; it will be a fundamental tool to get an internship in an Italian company too.

WHO



We enroll between 120 and 150 students coming from more than 35 countries. They have been selected out of more than 700 applications we receive every year. Women represent roughly 50% of our enrolled students.

Our students share academic excellence in their previous career (minimum 70% GPA) and a B2 level English Certification (or a bachelor in English). Applicants should submit:

- CV
- Official exams transcript and bachelor diploma
- English proficiency certificate (B2 Level, QCER)
- Motivational letter
- Reference letter

Not only backgrounds in Management or in Economics are taken into consideration. In fact almost 15% of the admitted students have got a bachelor in Engineering or IT and a few of them a degree in Mathematics or Humanities.

Pre-courses will allow students with such backgrounds to achieve the required knowledge in Economics and Management.

This kind of selection creates a dynamic learning environment boosting collaboration and awareness of global issues, developing students' teamwork abilities.

You can join our Facebook page to “meet” them on the web and get in touch with their experiences (MSc Business Administration “Tor Vergata”).

PROGRAMME STRUCTURE

The programme begins with five core courses representing the pillars of a business education: General Management, Managerial Accounting, Economics for Business, Business Statistics, International Commercial Law.

At the end of the second semester, students can choose whether to maintain a general focus – with the curriculum in Management – or to specialise in Marketing & Sales Management; Control and Auditing; Supply Chain Management; Management Consulting; Entrepreneurship.

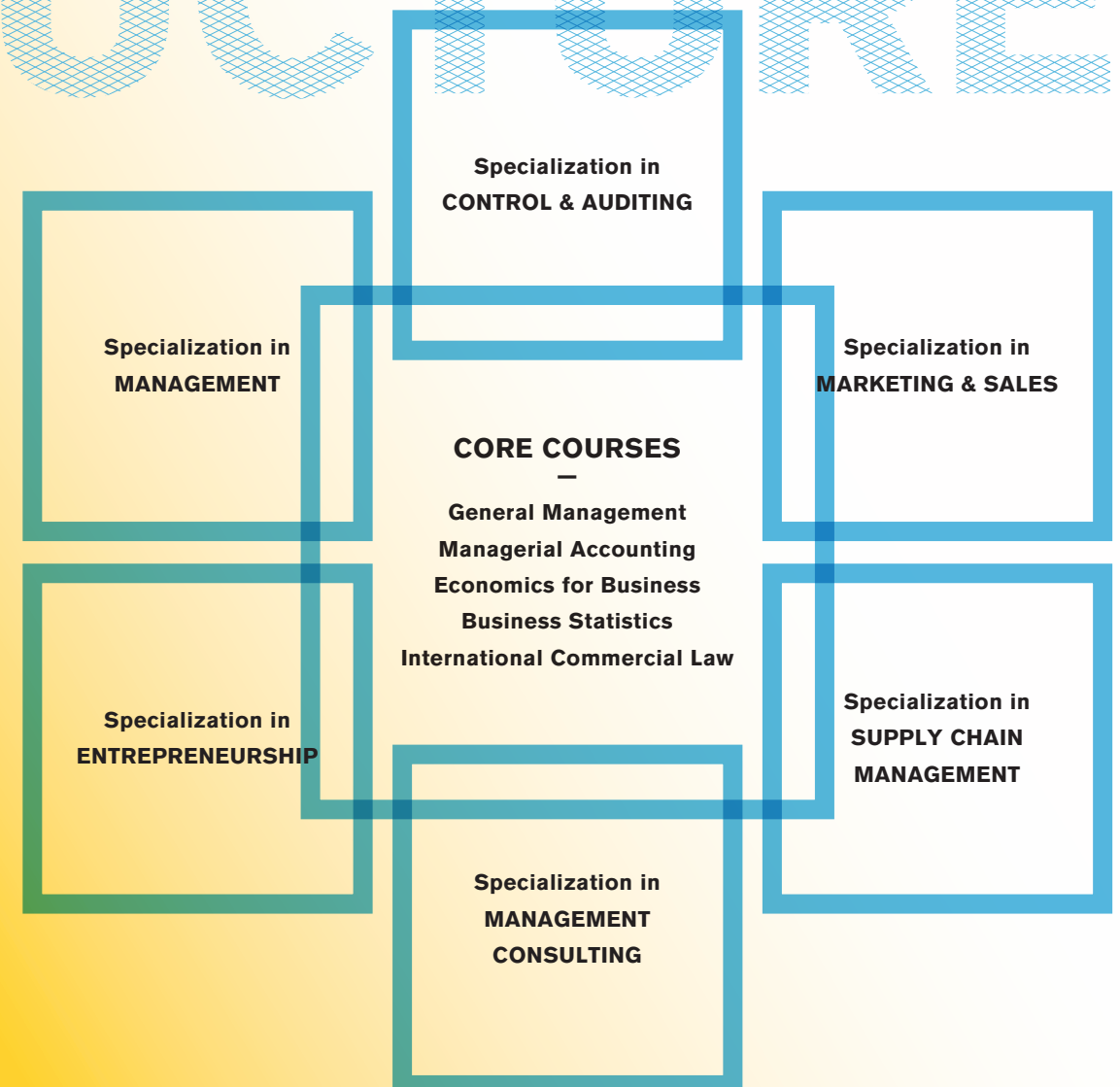
In each path, students will have the opportunity to choose among a wide variety of elective and applied courses.

The fourth semester is most dedicated to internship or thesis works, in Italy and abroad.

The programme offers unique opportunities such as:

- the SAP ByD certification for top students in the course of Business Simulation on SAP ByD (organised in collaboration with Reply). The course Business Analytics on SAS is focused on how the Marketing and Sales Department can be supported by advanced statistical methods and SAS Enterprise Miner. It has the direct support of SAS and leads to SAS official certification.
- the Isipm certification for top students in the course of Project management;
- 3 months internships in China (linked to the course “Doing business in China“, in collaboration with CRCC Asia, Pas Advisors and Shanghai Normal University);
- 3 months internships in India (linked to the course “Doing business in India“, in collaboration with Dun & Bradstreet Tangram Advisory Services India);
- support in how to effectively write a CV
- simulations of recruitment interviews, through seminars and meetings with head hunters and potential recruiters.

All these opportunities are offered on a competitive basis and some of them might require an additional payment.



MANAGEMENT

This specialisation aims at developing a wide and sound knowledge of all the major functional areas, with the capabilities to:

- read a financial statement and develop a marketing plan
- be aware of organizational boundaries and of the often latent conflicts between different departments
- analyze the implications of company's investment policies or sourcing decisions.

Target professions: any professional path in the managerial area, including assistant to the general manager and human resource analyst.

The course contents have been designed with the support of Accenture, Bristol-Myers Squibb, Deloitte, EY, KPMG, Sanofi, PosteMobile, P&G, Unilever and Vodafone.

Specialisation courses:

- Corporate finance
- Corporate governance
- Organizational Behavior and Dynamics
- Advanced marketing and/or International marketing

CONTROL & AUDITING

This specialisation aims at developing the capabilities to:

- understand the financial statement and the implications of different accounting policies
- develop managerial reports as to budget progress and cost analysis
- assess the economic and financial sustainability of projects and business activities
- analyse the implications of company's investment policies or sourcing decisions
- assess and manage risks across the company.

Target professions: controller, internal and external auditor, chartered consultant.

The course contents have been designed with the support of Bristol-Myers Squibb, Sanofi, Trenitalia, and Unilever.

Main specialization courses:

- Business auditing
- Business planning
- Corporate finance
- Financial reporting

MARKETING & SALES MANAGEMENT

This specialisation aims at developing the capabilities to:

- identify consumer and buyer behavioral models applying marketing research methods
- develop marketing plans strengthened by strategic branding and communication
- manage both product and service marketing strategies
- recognize global marketing strategies
- outline selling strategies
- understand the potentials of new social media.

Target professions: account manager, advertising and sales promotion manager, brand manager, area manager, marketing manager.

The course contents have been designed with the support of Bristol-Myers Squibb, Sanofi, PosteMobile, P&G, Unilever and Vodafone.

Main specialization courses:

- Advanced marketing
- International marketing
- Sales management
- Corporate finance

SUPPLY CHAIN MANAGEMENT

This specialisation aims at developing the capabilities to:

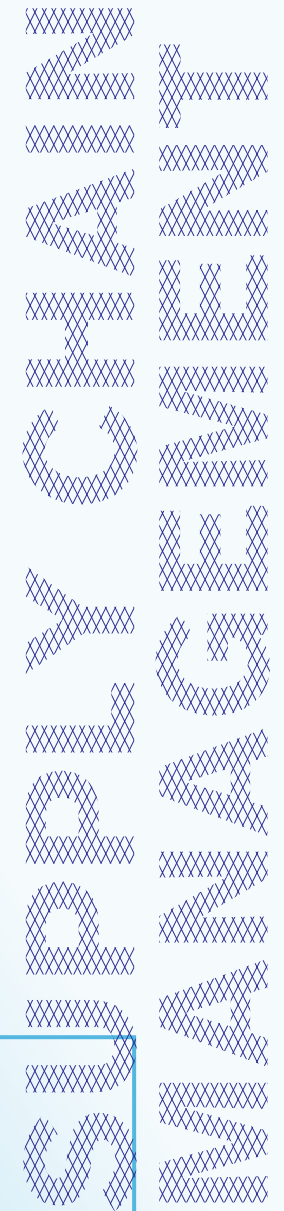
- analyse and describe supply chain managerial challenges
- explain tasks and goals of supply chain management
- describe purchasing and procurement goals and tasks and their interaction with other companies
- understand logistics and stock management
- identify role of Internet technologies and electronic Commerce in supply chain operations.

Target professions: planner, buyer, supply chain manager, and outsourcing expert.

The course contents have been designed with the support of Bristol-Myers Squibb, Sanofi and Unilever.

Main specialization courses:

- Economics of procurement
- Procurement, sourcing and supply chain strategies
- Corporate governance
- Project Management



MANAGEMENT CONSULTING

This specialisation aims at developing the capabilities to:

- build competencies in analysing and modifying business structures
- understand and manage the consulting strategies
- recognize and apply process management
- be aware of the technical and relational challenges in managing a consulting project
- apply problem solving methodologies and develop effective presentations.

Target professions: analyst and consultant.

The course contents have been designed with the support of Accenture, Deloitte, EY and KPMG as well as of Assoconsult-Confindustria (Italian Association of Management Consulting).

Main specialization courses:

- Management Consulting
- Business planning
- Project Management
- Organizational Dynamics & Behaviour

ENTREPRENEURSHIP

This specialisation aims at developing the capabilities to:

- apply the entrepreneurial process
- evaluate the feasibility of a new business concept
- apply a variety of feasibility tests and assessments
- conduct research activities to analyse competitors, market and industry characteristics
- examine intellectual property protection for new product concepts
- develop and evaluate a business plan.

Target professions: entrepreneur, developing his/her own ideas or managing a family-owned business.

The course contents have been designed with the inputs of several universities in the UK and in Germany.

Main specialization courses:

- Entrepreneurship
- Business planning
- Corporate finance
- Organizational Dynamics & Behaviour

ELECTIVE COURSES

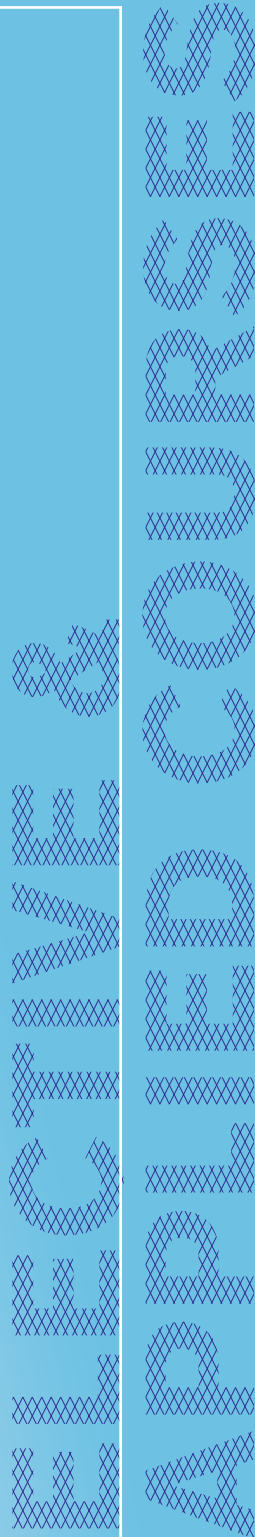
- Advanced Marketing
- Business Auditing
- Business Government Relationships
- Corporate Finance
- Corporate Governance
- Economics of Procurement
- Entrepreneurship
- Family Business
- Financial Reporting
- Global Anthropology in Urban Settings
- International Marketing
- Investment Banking
- Management Consulting
- Organizational Dynamics & Behavior
- People Management
- Procurement & Supply Chain
- Project Management
- Public and Non-Profit Management
- Sales Management

APPLIED COURSES

- Business Simulation on SAP
- Doing Business in China
- Doing Business in India
- International Trade
- Managing Change
- Lean-Six Sigma

FOCUSED SEMINARS

- Effective Communication
- Team Working



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