

**Master of Science in Business Administration**  
**A.A. 2014/2015**

**MANAGEMENT**

<b>1° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
GENERAL MANAGEMENT	12		8011466
<i>GENERAL MANAGEMENT I - Enterprise evolution</i>	6	SECS-P/08	M-4078
<i>GENERAL MANAGEMENT II - Enterprise value chain</i>	6	SECS-P/08	M-4077
BUSINESS STATISTICS	6	SECS-S/01	8011284
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
<b>OPTIONAL COURSE</b>	6		
<b>2° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
CORPORATE GOVERNANCE	6	SECS-P/07	8011426
CORPORATE FINANCE	6	SECS-P/11	8011428
<b>OPTIONAL COURSE</b>	6		
<b>OPTIONAL COURSE</b>	6		
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	<b>120</b>		
<b>OPTIONAL COURSES</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
BUSINESS AUDITING	6	SECS-P/07	8011610
BUSINESS PLANNING	6	SECS-P/07	8010808
FINANCIAL REPORTING	6	SECS-P/07	8011285
PUBLIC AND NO PROFIT MANAGEMENT	6	SECS-P/07	8011422
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
ADVANCED MARKETING	6	SECS-P/08	8011609
INTERNATIONAL MARKETING	6	SECS-P/08	8010828
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
GLOBAL ANTHROPOLOGY IN URBAN SETTINGS	6	M-DEA/01	8011420
SALES MANAGEMENT	6	SECS-P/08	8011617
PROJECT MANAGEMENT	6	ING-IND/17	8011615
ENTREPRENEURSHIP	6	SECS-P/08	8011614
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611

## CONTROL AND AUDITING

1° year			
First semester	CFU	SSD	CODE
GENERAL MANAGEMENT	12		8011466
<i>GENERAL MANAGEMENT I - Enterprise evolution</i>	6	SECS-P/08	M-4078
<i>GENERAL MANAGEMENT II - Enterprise value chain</i>	6	SECS-P/08	M-4077
BUSINESS STATISTICS	6	SECS-S/01	8011284
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
Second semester	CFU	SSD	CODE
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
FINANCIAL REPORTING	6	SECS-P/07	8011285
<b>OPTIONAL COURSES</b>	6		
2° year			
First semester	CFU	SSD	CODE
BUSINESS AUDITING	6	SECS-P/07	8011610
CORPORATE FINANCE	6	SECS-P/11	8011428
BUSINESS PLANNING	6	SECS-P/07	8010808
<b>OPTIONAL COURSES</b>			
<b>OPTIONAL COURSES</b>			
Second semester	CFU	SSD	CODE
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	<b>120</b>		
OPTIONAL COURSES	CFU	SSD	CODE
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
CORPORATE GOVERNANCE	6	SECS-P/07	8011426
PUBLIC AND NO PROFIT MANAGEMENT	6	SECS-P/07	8011422
SALES MANAGEMENT	6	SECS-P/08	8011617
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
ENTREPRENEURSHIP	6	SECS-P/08	8011614
PROCUREMENT SOURCING AND SUPPLY CHAIN STRATEGIES	6	SECS-P/08	8011214
ADVANCED MARKETING	6	SECS-P/08	8011609
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
GLOBAL ANTHROPOLOGY IN URBAN SETTINGS	6	M-DEA/01	8011420
PROJECT MANAGEMENT	6	ING-IND/17	8011615
INTERNATIONAL MARKETING	6	SECS-P/08	8010828
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611

## MARKETING AND SALES MANAGEMENT

1° year			
First semester	CFU	SSD	CODE
GENERAL MANAGEMENT	12		8011466
<i>GENERAL MANAGEMENT I - Enterprise evolution</i>	6	SECS-P/08	M-4078
<i>GENERAL MANAGEMENT II - Enterprise value chain</i>	6	SECS-P/08	M-4077
BUSINESS STATISTICS	6	SECS-S/01	8011284
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
Second semester	CFU	SSD	CODE
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
ADVANCED MARKETING	6	SECS-P/08	8011609
INTERNATIONAL MARKETING	6	SECS-P/08	8010828
<b>OPTIONAL COURSE</b>	6		
2° year			
First semester	CFU	SSD	CODE
CORPORATE GOVERNANCE	6	SECS-P/07	8011426
SALES MANAGEMENT	6	SECS-P/08	8011617
<b>OPTIONAL COURSE</b>	6		
<b>OPTIONAL COURSE</b>	6		
Second semester	CFU	SSD	CODE
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	<b>120</b>		
OPTIONAL COURSES	CFU	SSD	CODE
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
BUSINESS AUDITING	6	SECS-P/07	8011610
BUSINESS PLANNING	6	SECS-P/07	8010808
FINANCIAL REPORTING	6	SECS-P/07	8011285
PUBLIC AND NO PROFIT MANAGEMENT	6	SECS-P/07	8011422
CORPORATE FINANCE	6	SECS-P/11	8011428
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
ENTREPRENEURSHIP	6	SECS-P/08	8011614
PROCUREMENT SOURCING AND SUPPLY CHAIN STRATEGIES	6	SECS-P/08	8011214
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
GLOBAL ANTHROPOLOGY IN URBAN SETTINGS	6	M-DEA/01	8011420
PROJECT MANAGEMENT	6	ING-IND/17	8011615
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611

# MANAGEMENT CONSULTING

1° year			
First semester	CFU	SSD	CODE
GENERAL MANAGEMENT	12		8011466
<i>GENERAL MANAGEMENT I - Enterprise evolution</i>	6	SECS-P/08	M-4078
<i>GENERAL MANAGEMENT II - Enterprise value chain</i>	6	SECS-P/08	M-4077
BUSINESS STATISTICS	6	SECS-S/01	8011284
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
Second semester	CFU	SSD	CODE
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
<b>OPTIONAL COURSE</b>	6		
2° year			
First semester	CFU	SSD	CODE
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
BUSINESS PLANNING	6	SECS-P/07	8010808
PROJECT MANAGEMENT	6	ING-IND/17	8011615
<b>OPTIONAL COURSE</b>	6		
<b>OPTIONAL COURSE</b>	6		
Second semester	CFU	SSD	CODE
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	<b>120</b>		
OPTIONAL COURSES	CFU	SSD	CODE
ENTREPRENEURSHIP	6	SECS-P/08	8011614
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
CORPORATE GOVERNANCE	6	SECS-P/07	8011426
BUSINESS AUDITING	6	SECS-P/07	8011610
PUBLIC AND NO PROFIT MANAGEMENT	6	SECS-P/07	8011422
SALES MANAGEMENT	6	SECS-P/08	8011617
PROCUREMENT SOURCING AND SUPPLY CHAIN STRATEGIES	6	SECS-P/08	8011214
ADVANCED MARKETING	6	SECS-P/08	8011609
INTERNATIONAL MARKETING	6	SECS-P/08	8010828
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
CORPORATE FINANCE	6	SECS-P/11	8011428
GLOBAL ANTHROPOLOGY IN URBAN SETTINGS	6	M-DEA/01	8011420
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611

# ENTREPRENEURSHIP

1° year			
First semester	CFU	SSD	CODE
GENERAL MANAGEMENT	12		8011466
<i>GENERAL MANAGEMENT I - Enterprise evolution</i>	6	SECS-P/08	M-4078
<i>GENERAL MANAGEMENT II - Enterprise value chain</i>	6	SECS-P/08	M-4077
BUSINESS STATISTICS	6	SECS-S/01	8011284
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
Second semester	CFU	SSD	CODE
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
ECONOMICS FOR BUSINESS	12		8011613
MICROECONOMICS	6	SECS-P/01	M-4785
MACROECONOMICS	6	SECS-P/01	M-4784
ENTREPRENEURSHIP	6	SECS-P/08	8011614
<b>OPTIONAL COURSE</b>	6		
2° year			
First semester	CFU	SSD	CODE
BUSINESS PLANNING	6	SECS-P/07	8010808
CORPORATE FINANCE	6	SECS-P/11	8011428
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
<b>OPTIONAL COURSE</b>	6		
<b>OPTIONAL COURSE</b>	6		
Second semester	CFU	SSD	CODE
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	<b>120</b>		
OPTIONAL COURSES	CFU	SSD	CODE
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
CORPORATE GOVERNANCE	6	SECS-P/07	8011426
BUSINESS AUDITING	6	SECS-P/07	8011610
FINANCIAL REPORTING	6	SECS-P/07	8011285
PUBLIC AND NO PROFIT MANAGEMENT	6	SECS-P/07	8011422
SALES MANAGEMENT	6	SECS-P/08	8011617
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
PROCUREMENT SOURCING AND SUPPLY CHAIN STRATEGIES	6	SECS-P/08	8011214
ADVANCED MARKETING	6	SECS-P/08	8011609
INTERNATIONAL MARKETING	6	SECS-P/08	8010828
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
GLOBAL ANTHROPOLOGY IN URBAN SETTINGS	6	M-DEA/01	8011420
PROJECT MANAGEMENT	6	ING-IND/17	8011615
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611

# SUPPLY CHAIN MANAGEMENT

1° year			
First semester	CFU	SSD	CODE
GENERAL MANAGEMENT	12		8011466
<i>GENERAL MANAGEMENT I - Enterprise evolution</i>	6	SECS-P/08	M-4078
<i>GENERAL MANAGEMENT II - Enterprise value chain</i>	6	SECS-P/08	M-4077
BUSINESS STATISTICS	6	SECS-S/01	8011284
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
Second semester	CFU	SSD	CODE
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
PROCUREMENT SOURCING AND SUPPLY CHAIN STRATEGIES	6	SECS-P/08	8011214
<b>OPTIONAL COURSE</b>	6		
2° year			
First semester	CFU	SSD	CODE
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
CORPORATE GOVERNANCE	6	SECS-P/07	8011426
PROJECT MANAGEMENT	6	ING-IND/17	8011615
<b>OPTIONAL COURSE</b>	6		
<b>OPTIONAL COURSE</b>	6		
Second semester	CFU	SSD	CODE
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	<b>120</b>		
OPTIONAL COURSES	CFU	SSD	CODE
BUSINESS AUDITING	6	SECS-P/07	8011610
BUSINESS PLANNING	6	SECS-P/07	8010808
FINANCIAL REPORTING	6	SECS-P/07	8011285
PUBLIC AND NO PROFIT MANAGEMENT	6	SECS-P/07	8011422
SALES MANAGEMENT	6	SECS-P/08	8011617
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
ENTREPRENEURSHIP	6	SECS-P/08	8011614
ADVANCED MARKETING	6	SECS-P/08	8011609
INTERNATIONAL MARKETING	6	SECS-P/08	8010828
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
CORPORATE FINANCE	6	SECS-P/11	8011428
GLOBAL ANTHROPOLOGY IN URBAN SETTINGS	6	M-DEA/01	8011420
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611