

**Master of Science in Business Administration**  
**A.A. 2017/2018**

**MANAGEMENT CONSULTING**

<b>1° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
GENERAL MANAGEMENT	12		8011859
<i>GENERAL MANAGEMENT I - Enterprise Evolution</i>	6	SECS-P/08	M-5493
<i>GENERAL MANAGEMENT II - Digital Transformation Management</i>	6	SECS-P/08	M-5494
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
BUSINESS STATISTICS	6	SECS-S/01	8011284
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
CORPORATE FINANCE	6	SECS-P/09	8011546
<b>2° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
PROJECT MANAGEMENT	6	ING-IND/17	8011615
BUSINESS MODELS INNOVATION	6	SECS-P/08	8011737
<b>OPTIONAL COURSES</b>	12		
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	120		
<b>OPTIONAL COURSES</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
FINANCIAL REPORTING	6	SECS-P/07	8011285
BUSINESS AUDITING	6	SECS-P/07	8011610
GOVERNANCE AND ETHICS	6	SECS-P/07	8011799
ADVANCED MARKETING	6	SECS-P/08	8011609
SERVICE MANAGEMENT	6	SECS-P/08	8011577
SALES MANAGEMENT	6	SECS-P/08	8011617
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
ORGANISATIONAL ACTION AND COMMUNICATION	6	SECS-P/10	8011738
ORGANISATIONAL PSYCHOLOGY	6	M-PSI/06	8011739
ENTREPRENEURSHIP	6	SECS-P/08	8011614
BUSINESS PLANNING	6	SECS-P/07	8010808
FAMILY BUSINESS	6	SECS-P/10	8011427
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
PROCUREMENT AND SUPPLY CHAIN	6	SECS-P/08	8011661
SUSTAINABLE SUPPLY CHAIN MANAGEMENT	6	SECS-P/08	8011706
PUBLIC MANAGEMENT AND GOVERNANCE	6	SECS-P/07	8011854
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611
SOCIAL ENTREPRENEURSHIP AND INNOVATION	6	SECS-P/07	8011718
INTERNATIONAL MARKETING	6	SECS-P/08	8010828

## CONTROL AND AUDITING

<b>1° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
GENERAL MANAGEMENT	12		8011859
<i>GENERAL MANAGEMENT I - Enterprise Evolution</i>	6	SECS-P/08	M-5493
<i>GENERAL MANAGEMENT II - Digital Transformation Management</i>	6	SECS-P/08	M-5494
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
BUSINESS STATISTICS	6	SECS-S/01	8011284
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
CORPORATE FINANCE	6	SECS-P/09	8011546
<b>2° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
FINANCIAL REPORTING	6	SECS-P/07	8011285
BUSINESS AUDITING	6	SECS-P/07	8011610
GOVERNANCE AND ETHICS	6	SECS-P/07	8011799
<b>OPTIONAL COURSES</b>	12		
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	120		
<b>OPTIONAL COURSES</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
PROJECT MANAGEMENT	6	ING-IND/17	8011615
BUSINESS MODELS INNOVATION	6	SECS-P/08	8011737
ADVANCED MARKETING	6	SECS-P/08	8011609
SERVICE MANAGEMENT	6	SECS-P/08	8011577
SALES MANAGEMENT	6	SECS-P/08	8011617
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
ORGANISATIONAL ACTION AND COMMUNICATION	6	SECS-P/10	8011738
ORGANISATIONAL PSYCHOLOGY	6	M-PSI/06	8011739
ENTREPRENEURSHIP	6	SECS-P/08	8011614
BUSINESS PLANNING	6	SECS-P/07	8010808
FAMILY BUSINESS	6	SECS-P/10	8011427
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
PROCUREMENT AND SUPPLY CHAIN	6	SECS-P/08	8011661
SUSTAINABLE SUPPLY CHAIN MANAGEMENT	6	SECS-P/08	8011706
PUBLIC MANAGEMENT AND GOVERNANCE	6	SECS-P/07	8011854
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611
SOCIAL ENTREPRENEURSHIP AND INNOVATION	6	SECS-P/07	8011718
INTERNATIONAL MARKETING	6	SECS-P/08	8010828

## MARKETING AND SALES MANAGEMENT

<b>1° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
GENERAL MANAGEMENT	12		8011859
<i>GENERAL MANAGEMENT I - Enterprise Evolution</i>	6	SECS-P/08	M-5493
<i>GENERAL MANAGEMENT II - Digital Transformation Management</i>	6	SECS-P/08	M-5494
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
BUSINESS STATISTICS	6	SECS-S/01	8011284
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
CORPORATE FINANCE	6	SECS-P/09	8011546
<b>2° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
ADVANCED MARKETING	6	SECS-P/08	8011609
SERVICE MANAGEMENT	6	SECS-P/08	8011577
SALES MANAGEMENT	6	SECS-P/08	8011617
<b>OPTIONAL COURSES</b>	12		
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	120		
<b>OPTIONAL COURSES</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
PROJECT MANAGEMENT	6	ING-IND/17	8011615
BUSINESS MODELS INNOVATION	6	SECS-P/08	8011737
FINANCIAL REPORTING	6	SECS-P/07	8011285
BUSINESS AUDITING	6	SECS-P/07	8011610
GOVERNANCE AND ETHICS	6	SECS-P/07	8011799
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
ORGANISATIONAL ACTION AND COMMUNICATION	6	SECS-P/10	8011738
ORGANISATIONAL PSYCHOLOGY	6	M-PSI/06	8011739
ENTREPRENEURSHIP	6	SECS-P/08	8011614
BUSINESS PLANNING	6	SECS-P/07	8010808
FAMILY BUSINESS	6	SECS-P/10	8011427
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
PROCUREMENT AND SUPPLY CHAIN	6	SECS-P/08	8011661
SUSTAINABLE SUPPLY CHAIN MANAGEMENT	6	SECS-P/08	8011706
PUBLIC MANAGEMENT AND GOVERNANCE	6	SECS-P/07	8011854
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611
SOCIAL ENTREPRENEURSHIP AND INNOVATION	6	SECS-P/07	8011718
INTERNATIONAL MARKETING	6	SECS-P/08	8010828

## HUMAN RESOURCES MANAGEMENT

<b>1° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
GENERAL MANAGEMENT	12		8011859
<i>GENERAL MANAGEMENT I - Enterprise Evolution</i>	6	SECS-P/08	M-5493
<i>GENERAL MANAGEMENT II - Digital Transformation Management</i>	6	SECS-P/08	M-5494
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
BUSINESS STATISTICS	6	SECS-S/01	8011284
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
CORPORATE FINANCE	6	SECS-P/09	8011546
<b>2° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
ORGANISATIONAL ACTION AND COMMUNICATION	6	SECS-P/10	8011738
ORGANISATIONAL PSYCHOLOGY	6	M-PSI/06	8011739
<b>OPTIONAL COURSES</b>	12		
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	120		
<b>OPTIONAL COURSES</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
PROJECT MANAGEMENT	6	ING-IND/17	8011615
BUSINESS MODELS INNOVATION	6	SECS-P/08	8011737
FINANCIAL REPORTING	6	SECS-P/07	8011285
BUSINESS AUDITING	6	SECS-P/07	8011610
GOVERNANCE AND ETHICS	6	SECS-P/07	8011799
ADVANCED MARKETING	6	SECS-P/08	8011609
SERVICE MANAGEMENT	6	SECS-P/08	8011577
SALES MANAGEMENT	6	SECS-P/08	8011617
ENTREPRENEURSHIP	6	SECS-P/08	8011614
BUSINESS PLANNING	6	SECS-P/07	8010808
FAMILY BUSINESS	6	SECS-P/10	8011427
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
PROCUREMENT AND SUPPLY CHAIN	6	SECS-P/08	8011661
SUSTAINABLE SUPPLY CHAIN MANAGEMENT	6	SECS-P/08	8011706
PUBLIC MANAGEMENT AND GOVERNANCE	6	SECS-P/07	8011854
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611
SOCIAL ENTREPRENEURSHIP AND INNOVATION	6	SECS-P/07	8011718
INTERNATIONAL MARKETING	6	SECS-P/08	8010828

## ENTREPRENEURSHIP

<b>1° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
GENERAL MANAGEMENT	12		8011859
<i>GENERAL MANAGEMENT I - Enterprise Evolution</i>	6	SECS-P/08	M-5493
<i>GENERAL MANAGEMENT II - Digital Transformation Management</i>	6	SECS-P/08	M-5494
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
BUSINESS STATISTICS	6	SECS-S/01	8011284
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
CORPORATE FINANCE	6	SECS-P/09	8011546
<b>2° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
ENTREPRENEURSHIP	6	SECS-P/08	8011614
BUSINESS PLANNING	6	SECS-P/07	8010808
FAMILY BUSINESS	6	SECS-P/10	8011427
<b>OPTIONAL COURSES</b>	12		
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	120		
<b>OPTIONAL COURSES</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
PROJECT MANAGEMENT	6	ING-IND/17	8011615
BUSINESS MODELS INNOVATION	6	SECS-P/08	8011737
FINANCIAL REPORTING	6	SECS-P/07	8011285
BUSINESS AUDITING	6	SECS-P/07	8011610
GOVERNANCE AND ETHICS	6	SECS-P/07	8011799
ADVANCED MARKETING	6	SECS-P/08	8011609
SERVICE MANAGEMENT	6	SECS-P/08	8011577
SALES MANAGEMENT	6	SECS-P/08	8011617
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
ORGANISATIONAL ACTION AND COMMUNICATION	6	SECS-P/10	8011738
ORGANISATIONAL PSYCHOLOGY	6	M-PSI/06	8011739
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
PROCUREMENT AND SUPPLY CHAIN	6	SECS-P/08	8011661
SUSTAINABLE SUPPLY CHAIN MANAGEMENT	6	SECS-P/08	8011706
PUBLIC MANAGEMENT AND GOVERNANCE	6	SECS-P/07	8011854
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611
SOCIAL ENTREPRENEURSHIP AND INNOVATION	6	SECS-P/07	8011718
INTERNATIONAL MARKETING	6	SECS-P/08	8010828

## SUPPLY CHAIN MANAGEMENT

<b>1° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
GENERAL MANAGEMENT	12		8011859
<i>GENERAL MANAGEMENT I - Enterprise Evolution</i>	6	SECS-P/08	M-5493
<i>GENERAL MANAGEMENT II - Digital Transformation Management</i>	6	SECS-P/08	M-5494
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
BUSINESS STATISTICS	6	SECS-S/01	8011284
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
CORPORATE FINANCE	6	SECS-P/09	8011546
<b>2° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
PROCUREMENT AND SUPPLY CHAIN	6	SECS-P/08	8011661
SUSTAINABLE SUPPLY CHAIN MANAGEMENT	6	SECS-P/08	8011706
<b>OPTIONAL COURSES</b>	12		
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	120		
<b>OPTIONAL COURSES</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
PROJECT MANAGEMENT	6	ING-IND/17	8011615
BUSINESS MODELS INNOVATION	6	SECS-P/08	8011737
FINANCIAL REPORTING	6	SECS-P/07	8011285
BUSINESS AUDITING	6	SECS-P/07	8011610
GOVERNANCE AND ETHICS	6	SECS-P/07	8011799
ADVANCED MARKETING	6	SECS-P/08	8011609
SERVICE MANAGEMENT	6	SECS-P/08	8011577
SALES MANAGEMENT	6	SECS-P/08	8011617
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
ORGANISATIONAL ACTION AND COMMUNICATION	6	SECS-P/10	8011738
ORGANISATIONAL PSYCHOLOGY	6	M-PSI/06	8011739
ENTREPRENEURSHIP	6	SECS-P/08	8011614
BUSINESS PLANNING	6	SECS-P/07	8010808
FAMILY BUSINESS	6	SECS-P/10	8011427
PUBLIC MANAGEMENT AND GOVERNANCE	6	SECS-P/07	8011854
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611
SOCIAL ENTREPRENEURSHIP AND INNOVATION	6	SECS-P/07	8011718
INTERNATIONAL MARKETING	6	SECS-P/08	8010828

## SOCIAL INNOVATION AND GOVERNMENT

<b>1° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
GENERAL MANAGEMENT	12		8011859
<i>GENERAL MANAGEMENT I - Enterprise Evolution</i>	6	SECS-P/08	M-5493
<i>GENERAL MANAGEMENT II - Digital Transformation Management</i>	6	SECS-P/08	M-5494
MANAGERIAL ACCOUNTING	12		8011612
<i>COST ACCOUNTING</i>	6	SECS-P/07	M-4783
<i>PROFIT PLANNING</i>	6	SECS-P/07	M-4782
ORGANISATIONAL DYNAMICS AND BEHAVIOUR	6	SECS-P/10	8011213
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
BUSINESS STATISTICS	6	SECS-S/01	8011284
ECONOMICS FOR BUSINESS	12		8011613
<i>MICROECONOMICS</i>	6	SECS-P/01	M-4785
<i>MACROECONOMICS</i>	6	SECS-P/01	M-4784
INTERNATIONAL COMMERCIAL LAW	6	IUS/04	8011425
CORPORATE FINANCE	6	SECS-P/09	8011546
<b>2° year</b>			
<b>First semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
PUBLIC MANAGEMENT AND GOVERNANCE	6	SECS-P/07	8011854
BUSINESS GOVERNMENT RELATIONSHIPS	6	SECS-P/07	8011611
SOCIAL ENTREPRENEURSHIP AND INNOVATION	6	SECS-P/07	8011718
<b>OPTIONAL COURSES</b>	12		
<b>Second semester</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
EXTRA ACTIVITIES	6		8010847
FINAL EXAM	24		8011304
<b>TOTALE</b>	120		
<b>OPTIONAL COURSES</b>	<b>CFU</b>	<b>SSD</b>	<b>CODE</b>
MANAGEMENT CONSULTING	6	SECS-P/08	8011421
PROJECT MANAGEMENT	6	ING-IND/17	8011615
BUSINESS MODELS INNOVATION	6	SECS-P/08	8011737
FINANCIAL REPORTING	6	SECS-P/07	8011285
BUSINESS AUDITING	6	SECS-P/07	8011610
GOVERNANCE AND ETHICS	6	SECS-P/07	8011799
ADVANCED MARKETING	6	SECS-P/08	8011609
SERVICE MANAGEMENT	6	SECS-P/08	8011577
SALES MANAGEMENT	6	SECS-P/08	8011617
PEOPLE MANAGEMENT	6	SECS-P/10	8010854
ORGANISATIONAL ACTION AND COMMUNICATION	6	SECS-P/10	8011738
ORGANISATIONAL PSYCHOLOGY	6	M-PSI/06	8011739
ENTREPRENEURSHIP	6	SECS-P/08	8011614
BUSINESS PLANNING	6	SECS-P/07	8010808
FAMILY BUSINESS	6	SECS-P/10	8011427
ECONOMICS OF PROCUREMENT	6	SECS-P/01	8011164
PROCUREMENT AND SUPPLY CHAIN	6	SECS-P/08	8011661
SUSTAINABLE SUPPLY CHAIN MANAGEMENT	6	SECS-P/08	8011706
INTERNATIONAL MARKETING	6	SECS-P/08	8010828